Distributors Begin Fretting as Handleman Enters Field

By REN GREYATT

NEW YORK—A new Detroit distributorship was heralded into the business with more than the usual amount of fanfare last week. As Border City Sales Company opened its doors Monday (4) for the first time, it was reported that a local company would be handled to Coast to Coast, "Handleman is now in the distributing business."

On the West Coast, meanwhile, two other rack jobbers were reported ready to open distributing wings. One is in Los Angeles, the other in San Francisco, a fact which moved Erv Finkenay, owner of Eric Distribution, into action in San Francisco, to suggest that ARMADA, the national trade association of distributors, drop its plans for a June convention and call one right away.

"I am not a member, frankly," Finkenay told Billboard, "but I'd like to see a full discussion of this situation right now and then I'd like to see some kind of action. If they call a meeting now, I'd be glad to join the group."

Many distributors declined attendance on Monday morning (4). It was kicked off by Ed Sniker, of the new Detroit area company or one of the East's big rack firms. And it was continued by Ed Mason of Record Rack Service, who was also on the panel, plus NARM members in the audience like Pete Wambach, Charlie Schlang of Memmert, Lou Knauss of Toity House and Johnny Billings of Utah Sundries.

But it was even more emotional and wild at the next panel discussion Tuesday morning (5), when Cecil Steen of Record-wagon in Boston, opened the session by reading a NARM resolution which called for recognition of "service distributors" (Boston, New York). The resolution also called for rackers to get drop shipments, full information about manufacturers' credit policies and price structure to wholesalers and information directly on all outs.

The reading of the resolution caused something of an explosion on the part of the manufacturer panel members, especially Van Cotter, of Capitol, Bill Gallagher of Columbia and Jim Fitzgerald, of Abc.-Paramount's National Rack Service, who, fearing the overdrive would come from Gallagher said the resolution was "premature," Younger added that according to a credit survey, his firm's had made on the NARM rack jobbers and one on the NARM firms were in strong favor.

Bitter and heated discussion followed on the part of the rackers over their threatened confrontation with NARM on the board's policy on Tuesday morning. Basically the rackers demanded distributor price and the right to buy direct on the basis of their own.

Deaths Stun C&W World

By MARK-CLARK BATES

NASHVILLE—Death claimed a fifth "Grand Ole Opry" performer late Thursday (7) when Jack Angies, the team of Johnny and Jack, was killed in an auto crash in Nashville. (Story Page 3)

NASHVILLE—The air crash deaths of four country music personalities, including three nationally known "Grand Ole Opry" stars, stunned the music industry and thousands of country music fans throughout the nation last week.

Killed Tuesday (5) evening near Camden, Tenn., in the single-engine plane were Deets Records' Patry Cline, Monday's mainstay, Cowboy Copas; King Records artist, Hawkeye Hawkins, and Randy Hughes, talent manager and personal manager to Miss Clinton.

Telegrams, cable calls and flowers poured into the city from all parts of the country and overseas as the fatal news broke on the wire services Wednesday morning (6).

Irony played its role in the tragedy, as the victims were returning from Kansas City, Mo., where they had played a benefit performance for the widow of Cactus Jack Call, deejay who was killed recently in an automobile accident.

The plane had stopped in Dyersburg, Tenn., to refuel. It then took off and flew to Nashville on the last hop to Nashville. The Dyersburg airport manager, Bill Braze, said Hughes had given his name as pilot of the craft and the flight was reported as being "extremely turbulent." CAR investigators were at the scene Tuesday morning and Wednesday to make a detailed investigation and so forth to learn the cause of the accidents.
NEW FROM GROOVE...

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DEBUT ON GROOVE...
STRAIGHT FROM NASHVILLE!

#58-0017
“TAKE A LETTER MISS GRAY”
c/w “HERE I SIT A-WAITIN’”

LOVELACE WATKINS

ANOTHER SURE SMASH

#58-0016
“TENDER LOVE”
c/w “MA CHERIE, AU REVOIR”

KEEP IN THE GROOVE! ORDER BIG...NOW

Groove RECORDS

www.americanradiohistory.com
NASHVILLE — Jack Anglin, of the Chicago music business, a well-known record industry music team of Johnny and Jack, was killed in an auto crash late Thursday night. On the way home from a party with friends, the couple was traveling on Interstate Highway 20 near Memphis, Tenn., when Jack's Bluebird Sedan hit the guardrail and plunged 30 feet down an embankment. Both were killed instantly. Mrs. Anglin, a registered nurse, was driving the car. Jack Anglin was 35 years old and a Chicago native. He and his wife had been married for 13 years and had two children, John, 9, and Joseph, 7. Mrs. Anglin, a graduate of Rush Medical College, was employed as a nurse in the emergency room of a hospital. She is survived by her parents, Mr. and Mrs. John Anglin, and her sister, Mrs. John P. Oleskey, also of Chicago. Services were held at the Anglin residence in Chicago. Interment was at a cemetery in Oak Lawn, Ill. Jack Anglin was a well-known figure in the music business, having worked as a public relations manager for Capitol Records and later as a promoter for the Chicago Music Hall. He was a former manager of the Chicago Symphony Orchestra and was well known for his work in the field of classical music. He was also a founder of the Chicago Symphony Orchestra Association, which he served as president for many years. Jack Anglin was a respected figure in the music industry and will be greatly missed.
Rack Jobbers Demand Full Recognition

But Mfrs. Nix Idea
At Stormy Sessions

NARM Elects

Cecil Steen
As President

Continued from page 1

activities as a service distributor. And the manufacturer panel refused to recognize the rackers as core independent distributors because they do not carry full catalog, do not engage in promotional activities, and do not start singles or albums on the road to hit singles. Eddy C. Lollie, head of the array ofPickwell labels, which were not part of the panel, and also does sell his low-price merchandise direct to racks, said that he could understand where regular price labels could not sell direct to racks because of the manifold problems they have in marketing their singles and albums.

On the panel for the manufacturers on Monday morning were Al Bennett, John Mattland, Dave Keltner, Robert Dallage. Rucker members were Don Butler, owner of Ed Ed Mason and Ed Snider. The rack members on the Tuesday panel were Dick Ayers, George Berry, John Billins and Cecil Steen. It was Steen of the rackers versus Gallagher, Gortikov, Steinberg and other manufacturers on the floor, and it was loaded with drama, as the manufacturer panel frequently turned away each racker operation.

Bill Gallagher probably summed up the whole manufacturer attitude when he said rackers become full distributors when he said that rackers cannot fulfill the function of a regular distributor. He said that racks still only satisfy a secondary market, and have no control over the skill that the racks do in exploiting records. He said if rack profits are too low then manufacturers will talk to them about what they want and for their expense. He said Columbia believes in both record distributors and record merchandisers, but said they are not the same thing. He said he thought that racks should become more efficient in their own business and re-approach their way of doing business.

It is doubtful that rackers expected the manufacturers to agree to this, but direct and to become full distributors in spite of their offensive for

Members Did Cross Biz of $100 Million, Study Shows

SAN FRANCISCO—NARM members did a total of $102,575,800 in gross dollar volume at retail during 1962, according to a NARM study presented at the fifth annual rack organization convention last week. Key points of the study were told to the assembly by Ed Snyder, chairman of the NARM survey committee. In 1961 NARM members did about $80 million at retail.

Total rack business of all racks, both racker and non-racker members, is estimated to be over $200 million.

Snyder also pointed out that the survey shows NARM members increased their racks from about 19,000 in 1961 to 24,000 in 1962. The increase, Snyder said, was mainly in variety stores.

The survey also showed that all NARM members discount their records in some locations. In 1961 about 93 percent of all NARM members discounted their disks.

For the first time, the NARM survey covered the amounts of budget, or low price merchandise sold on NARM racks. In 1962, 21 percent of all LP business done by NARM members was low-priced goods.

According to the survey, NARM members service about 9,000 racks in supermarkets, about 8,000 in variety stores, about 5,000 racks in drugstores, about 1,500 in department stores, and about 300 racks in service station PX's. Variety stores serviced by NARM members in 1961 totaled about 4,800. The number of racks in supermarkets in 1961 came to 7,900.

About 85 percent of all NARM members showed an increase in dollar volume in 1963 as against 1961. Only little more than 6 percent showed a decrease.

The NARM survey showed that NARM members brought in 74 percent of all gross business on LP sales. Singles accounted for 26 percent.

(Continued on page 79)

Selling rackers a record for Columbia Records, came up with financial advice for rack jobbers in his address at the Fifth Annual NARM Convention in San Francisco last week. He suggested to the assembled rackers that a set of standard practice rules, systems and forms could be devised and published to guide rack merchandisers in the conduct of their business.

"I have in mind such areas of inventory control, inventory turnover in relation to invested capital, test marketing, and expenses in relation to your ability to finance accounts receivable, or in other words, accounts receivable in relation to invested capital. I see no reason why sales, cost of sales, and expenses in detail, both fixed and variable, would not result in an understandable forecast of net income. A record forecast can be prepared which puts you on notice as to your cash requirements, and you cannot speculate how your business is doing in its formation to that planning for financing can be contemplated."

Wilkins said that the object of any business was to make a profit. But he said only when you know what costs are can you accomplish this. He said a rack must know the cost of maintaining the sales staff, the poly-bagging, warehousing, maintaining service vehicles, cost of handling product, cost of making exchanges or returns. Having those facts available could, he said, influence your sales and discount philosophy.

Wilkins also said that budgeting and forecasting were vitally important in business. Market potential, economic growth trends, chain and supermarket growth, spendable income in a territory in the past and the future are the factors that could be used to guide rackers as to the future.

For loans, according to Wilkins, revolving credit or loan was the best way for racks to handle financing problems, at a rate that a rack jobber could absorb.

Wilkins also said that rack jobbers today fill a need in the record distribution pattern. He said that record manufacturers and distributors must agree that the record rack merchandisers are in a sense wholesalers, providing not only traditional services to retail stores, but a specialized service that no other arm of the record industry provides. Because rack merchandisers perform a large part of the wholesaler functions, they must be given consideration and negotiated with as wholesalers.

The industry must come to the conclusion that the record rack merchandiser is surely not a retailer.

(Continued on page 79)
THE GIANTS OF JAZZ

The Bossa Nova Quartet

The Dukes at Disneyland

Jimmy Giuffre Free Fall

The Giants of Jazz

The Dave Brubeck Quartet

Something Wonderful

Carmen McRae

Monk's Dream

The Thelonious Monk Quartet

JERU" Gerry Mulligan

The Real Ambassadors

Jackie Roy Kral Like Sing Thad Jones and the All-Stars

The Giants of Jazz

The Paul Winter Sextet

Miles Davis at Carnegie Hall

Prelude to the Blues

Bill Doggett

Carol Sloane Live At 30th Street

The Light Fantastic

Andre Previn

The Count Meets the Duke

First Time!

The Sound of Ellington and Basie

Are on Columbia Records

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*Stereo 1Multiple-Record Set
**RCA Revives Groove Full Scale**

NEW YORK—RCA Victor is reviving its Groove label as a full-line, full-scale label with the release this week of singles by Justin Tubb and Lovelace Watkins. And to prove that it is really back with the Groove subsidiary for keeps this time, Victor has signed Johnny Nash to the label and expects to have his first record out on Groove shortly. Both the Tubb and the Watkins singles will be packaged in full-color sleeves. They will be priced at 98 cents, as will other singles in the line. LP's, when they are ready, will be priced at $3.98 and $4.98.

Victor is determined this time, according to Harry Jenkins, head of marketing for the label, to make Groove a success. Groove has been successful one. Groove was discontinued after a short profitable life in 1957, brought back for a short and not so successful spurt in 1960, and then had another short career as a 98-cent line last year. Jenkins said the firm believes in the artists it now has on the label, and intends to spare no effort to see that Groove releases are successful. The Tubb record was written and produced by Akins in Nashville, the Watkins by Hugo and Luigi in New York.

All records for Groove will be made by Victor A&R staff. Jenkins said that all artists on the Groove label will get as many chances to come up with a hit. The firm does not intend to drop an artist after one or two rejections if they show promise immediately, he said. The firm intends to develop many new artists for the label as well as sign name acts. No artists will be signed to the label if they are not an artist for Victor. Groove will succeed to be associated with this brand. The Groove line will be handled by Victor's VP A&R and distributors throughout the country.

**Anka Buys Rights Back From Parra**

NEW YORK — Singer Paul Anka has completed arrangements for the purchase from his former publisher, the Anka Music Publishing Co., of a portion of his old catalog in an album titled "Paul Anka's Goldens," for April release. The old material was purchased, according to Field, to avoid the possibility of Anka competing with himself on two different labels at the same time with numerous artists.

Anka's lawyers in the "Golden 21" project is the fact that Anka is undertaking to re-record the songs from the past in Italian, French, German and Spanish, in addition to re-releasing the songs for worldwide release through RCA Victor. Copyrights were assigned to his Spakna Music (BMI) firm. The purchase contract was negotiated by EMI-Frontier President, Sam Clark, by Anka's manager, Irving Kelod, in the interest of Anka's image.

Because of existing contracts, Anka's old label can continue to be released overseas until the end of 1964, Victor, under the new "Goldens," exclusive NARM men to be supported by the right to release immediately any and all of the re-recorded items throughout the world.

Columbia in 2-LP Push

NEW YORK—Columbia Records is making a belated motion behind its special, two-LP Masterworks sampler. The package contains a Library of the World's Great Masterworks, and is being offered at the special price of $2.98, monaural and $3.98 stereo. The project contains 18 of the firm's best-selling albums, with thin-wall scrollings of each included on the inside fold. Window and counter displays, heading cards, brochures, window streamers, and a substantial consumer advertising program are in the works for the set.

**Distributors Fret as Händelman Gets in Their Act**

*Continued from page 1*

utters out of a goodly share of sales, refused to accept this arrangement.

In off-the-record conversations, however, distributors were quick to voice their concern and alarm at this latest development, weighing in on the distributor- rack jobber controversy. A Detroit distributor noted: "They are going to make it so that where the Handleman has over for their own good, not make people happy about this." The truth of this could be seen in the fact that the Handleman is estimated to account for close to 10 per cent of the total record business in the Chicago area, and a portion somewhat in excess of that in Cleveland. The Handleman operation is equally strong in its home backwaters of Detroit.

**Face Less Up**

It is known that some MGM distributors have noted a slackened rate in sales since the hit records were released. It has been reported that the new distributor was not able to get the same excitement over the hit records and that the new distributor was not able to get the same excitement over the hit records.

Other rack jobbers were also critical of the latest Handleman moves. Their feelings were that in the competition for locations, which goes on constantly in the rack field, even in the juke box business, the new firm would be in a disproportionately strong position to assume an increasingly dominant role in a given market, due to the fact that it can get at least one important line on a rack at distributor cost. These rackers also noted that other line companies could be expected to join MGM in this new direction.

A Midwest distributor re-marked that "a terrible precedent has been set. If Handleman gets away with it, it will reverse the course of the industry. We all have to fight back with the other gey's we're in the rack business, it's just not fair, it's just not fair. Rack jobbers are in a position to do business with all the deep-pocketed clubs and shallow-pocketed clubs and should be allowed to deal with just such matters as they see fit and now facing the indie distributers conflict.

Meanwhile, on the Detroit front, where the Handleman headquarters is located, it was reported that the distributor manager, Al Valenti, joined the firm last week. Valenti left a similar position to accept the new assignment.
MERCHANDISE THE HITS
TWO PROFIT-MAKING SALES PROGRAMS

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LIP 2000
Shindig in the Jungle—The Cadet; Shorty Fireman—Larry Williams; The Sixteen—Penney Binkley; Portrait—The Ventures; Flannel; The Little Big Horn; & more

THE ORIGINAL HITS - VOLUME 3
LIP 3000
Long-Distancecallin—Glen McDonald; Quiet Hill—J. Horton; Martin—Sherry; Sherry; Apple; & more; Hearts Of Glass—Bill Black & Company; & more

THE ORIGINAL HITS - VOLUME 4
LIP 4000
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3. Terms:
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   - Deferred Billing: ½ June 10, ½ July 10, 1963

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"ALL-TIME HIT" SERIES

1. Free counter display and divider cards
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LIBERTY RECORDS

www.americanradiohistory.com
**Networks Plan Greater TV Exposure for Singers**

By JUNE BUNDY

NEW YORK—In two key areas television will be a more important factor in the record business this year than it has ever been in the mutual history of the two media.

In the area of promoting records and artists, the networks will give considerably greater video exposure to musical talent. With many new and holdover variety-musical programs scheduled for the balance of this season and next, they will open up many more network TV bookings for newer and/or lesser known disk artists as well as the big record names.

Conversely, there is every indication that record manufacturers will cut debut disks with TV performances in greater numbers than ever before in the hope of duplicating the success of such current TV star record-hit makers as George Maharis, Frank Fontaine, Vince Edwards, Richard Chamberlain, Johnny Crawford and others.

The key record plug on TV this season, of course, is Jackie Gleason's CBS-TV show, which kicked off Fontaine's current smash LP. But new hour-long programs starring Judy Garland and Danny Kaye are on tap at CBS-TV. NBC-TV will launch new hour-long shows starring Bob Hope and Joey Bishop, plus a series of Mary Martin specials and a Bill Dana comedy show. ABC-TV has scheduled a two-hour Saturday night Jerry Lewis show this fall and will bring out two new musical shows next month—"Hootenanny," emceed by Jim Linkletter, and the Jiminy Dean show. One of the first summer subs lined up by CBS-TV is another musical variety hour, starring Kefee Braxton, in Garry Moore's time period.

Held over from the current season will be such popular comedy-variety-and/or music shows as NBC-TV's Milton Berle, Miller, Jack Paar, "Bell Telephone Hour," Johnny Carson, CBS-TV's Red Skelton, Jack Benny, Gleason, Garry Moore, and ABC-TV's Dick Clark, Lawrence Welk and Ernest Ford.

Andy Williams, Dinah Shore and Merv Griffin (who goes off NBC-TV in April) will continue to give full regular shows this fall, but will probably do several guest spots and specials. There is also a report that Griffin will head up a new late-night show, a la the Johnny Carson program.

In addition to the regular variety hours there is a number of one-shot musical programs.

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**Hearings Question Coverage Of Ratings, Radio Services**

WASHINGTON — Radio broadcasting needs far more than the outgrown, traditional audience measurement, one that will show its tremendous mobile car and transistor audience; if the service is to get out of the red and on a fair competitive basis with other media.

This point was made strongly by James S. Seward, Columbia Broadcasting System's executive vice-president for radio, at the broadcast hearings held last week by the (Harris [D., Ark.] Special Investigating Subcommittee of the House Commerce Committee.

Radio's pattern today, Seward emphasized, is one of "favorite stations," rather than "favorite program," the latter having moved into television entertainment.

William K. McDaniel, the National Broadcasting Company's radio network vice-president, agreed, but feared that even if the additional mobile audience measurements, including station breakdown, were possible, they might be "too expensive for practical use." Frequent costs of the A. C. Nielsen Radio Index are tremendously higher in relation to radio network revenue, than the costs of the Nielsen TV Index in relation to TV revenue, he pointed out.

Annual cost to CBS Radio Network for rating services: $171,348 for Nielsen; $1,714 for Pulse, Inc., which undertakes local market reports, and $75 for Stidinger & Company's National Media Activity Reports. Annual costs to NBC were reported as: $17,500 on Nielsen network radio service; $2,000 a year for all Pulse local radio reports.

All this expenditure results in "sadly under-rated" circulation figures for radio, network spokesmen said. CBS' Seward believes that the poor tallies account in large measure for the fact that some 40 per cent of the existing 3,469 AM stations reported losing money in the FCC's 1962 financial data.

Seward frankly acknowledged that radio network ratings are crucial in deciding affiliations, program bookings. CBS' radio network head said that even additional services which attempt to reflect the "plus" factor in the mobile radio audience are far from satisfactory. All three networks now use a survey called Auto-Plus, which indicates an extra audience "plus" for auto and portable (no plug-in) radio audience. Also, in 1962, the Nielsen rats three services: twice-yearly reports of numbers of portable radios in use in U. S. homes, five-day week, and the badly needed further step in just a general "plus," but a station-by-station (fenced program by program) type of listener tabulation. Radio data, therefore, would represent actual audience and not just "plus" from existing listeners if the FCC, the FCC, the FCC, the FCC, the FCC.

Hearings are expected to continue for perhaps two weeks or more.
NANCY AMES!
A REFRESHING NEW TALENT

HIT SINGLE BREAKING*
CU CU RRU CU CU PALOMA
B/W
BON SOIR CHER
(#5548)

*SAN FRANCISCO - OMAHA - PORTLAND

CURRENT HIT ALBUM

LIBERTY RECORDS

a subsidiary of Avnet Electronics Corp.
Jazz Disk Getting Place in Sun
WITH THE DEALERS
Couple of New Bossas Nova Up the Business
By BARRY KITTELSON
Jazz dealers got a blast in their business three past weeks with a pair of giants, both motivated by the bossa nova beat; "Bossa Nova U.S.A." with the Dave Brubeck Quartet on Columbia, and "The Continent," by the K. C. and the Golden Guardians Quartet on Riverside. The latter includes the "Samba Sam." This album, out only two weeks, took off so fast that most dealers have sold out their initial order and are re-ordering.

Singer Nancy Wilson, who stepped into the spotlight this past year, has the customers eating out of her Capitol LP, "Broadway -" We Have Arrived," with a steady action on all of her LP's ever since she hitched up with Ad- derley last year. At a recent concert in Los Angeles' Shrine Auditorium, hundreds of people were turned away, according to Sam Kramer. Kramer, who owns two of the largest jazz outlets in the Los Angeles area, says he personally sold over $10,000 worth of tickets for the big show.

Riverbend also deserves congratulations for some clever reverse-order thinking. Their Charlie Byrd LP, "Bossa Nova Puber Pasos," which had a good start on the sales chart but faltered, has now seen a new lease on life with the re-issues of both "Samba Sam" and "Samba out (Mediation)" from that album. Result: action on the album has begun to pick up again and it's carrying on like a new release.

A newcomer to the recording field, and deserving of mention here, according to Los Angeles dealers who know her from her recent work in the Southern California area, is Miss Vi Redd, who plays alto sax on her first release for United Artists. Vi is a real musician of the soul school and sings as well.

SWING STREET COMES TO LIFE
NEW YORK—CBS-TV used popular hits from four tracks of the three-LP Epic jazz package "Swing Street" in an illustration of a new special news segment Sunday (10). The feature, which compared the past and present history of that portion of 52nd Street between Fifth and Seventh avenues, was narrated by George Simon and broadcast twice during the telecast.

Glinman says 300 copies of the disk were mailed out in the first five weeks of the offer.

The other major disk is the 1959 highlights of local interest by announcing concerts or sessions sponsored by jazz clubs, listen parties, and jazz stars. Glinman is currently invited high school and college radio stations on the show in person to tell about jazz activities in their schools.

Glinman also gives away a free 45-r.p.m. EP to anyone writing in for it. The disk, cut and issued on the Bethlehem label, is titled "Date With Jazz" and gives some idea of what kind of music the show spotlights.

Jazz Biz in a Tidy Package

MILWAUKEE — Stu Glassman, a jazz promoter from the Midwest who tied his business up in a neat knot, Glassman is a jazz dealer in this town and also owns two of the city's lead- ing jazzmen, both under the aegis of Radio Discote.

Glassman's show is on WWI here from 10:30 until midnight, Friday. He plays modern and contemporary jazz primarily on the station, which is the NABC affiliate in the state. Glassman chooses the disks himself and, being on the wholesale and retail end of the business as well, he often programs new material that he has picked up. Glassman's show, "Date With Jazz," with 25 spot announcements a week and the Milwaukee Journal and Milwaukee Semi- nalist lists the records to be played each week.

Glassman has done much to publicize his show on the high school and college levels. The deejay-salmon has promoted the show to both high school and college basketball scores during the news breaks. This has brought teen audience attention not only on the station but through mention in local sports columns in area papers.

Glassman also gives away a free 45-r.p.m. EP to anyone writing in for it. The disk, cut and issued on the Bethlehem label, is titled "Date With Jazz" and gives some idea of what kind of music the show spotlights.

B. Glassman

JazzScope

Jazz and the folk folks met every night after the regular show on WBAL, Bud Croft and Addis concert tour, Geor- gie and his combo and the folklorik team from the day. The folkies have wild improvisations in the final num- ber of their programs. It gets loud and fast, especi- ally the portions that show of the group's strong Rastian mo- de... Prestige Records has signed Bunny Colneder for its New Jazz label. First album has the artist and his group playing 12 of the big pop hits of the last few years.... Argos

Beck

THRU: FOR THE FUNK

U.S.A.

COLUMBIA CL 998

JAZZ IMPRESSIONS OF BLACK ORPHEUS

Vince Guaraldi Trio

SYNTHESIS 3337

SANDRA-BASIE--Frank Sinatra & Count Basie, Reprise R 1008

JAZZ WORKSHOP REVISITED

Cannonball Adderley Sextet

Riverside RM 444

I'VE GOT A WOMAN--Jimmy McGriff, Sue LP 1012

THE ORSON PETERSON TRIO BUSTING OUT WITH THE ALL STAR BIG BAND

Verve V 8476

BIG BAND BOSSA NOVA--Quincy Jones

Vanguard MG 20751

BAD BOSSA NOVA--Genie Ammons, Prestige PR 7577

DO THE BOSSA NOVA WITH HERBIE MANN

Atlantic 1297

WOODY HERMAN 1963--Phillips PHM 200-065

THE JAZZ CRUSADERS AT THE LIGHTHOUSE

Pacific Jazz 57

ANOTHER TASTE OF HONEY--Martin Denny

Liberty LP 3277

BIG BAND BOSSA NOVA--Stan Getz, Verpe 8494

DIZZY ON THE FRENCH RIVERIA--Dizzy Gillespie

Philips PHM 200-048

AHMAD JAMEL AT THE BLACKAR--Koga 5 703

SCREAMIN'--Brother Jack McDuff, Prestige 7259

SOUTH SUMMIT--Gene Ammons with Sonny Stitt & Jack McDuff

Prestige PR 7234

FROM THE HEART--Hank Crawford, Atlantic 1387

TOY ROCKS--Horace Silver, Blue Note 1101

BEST SELLING VOCAL JAZZ ALBUMS

1. GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD--Everest 1208

2. BLACK AND BLUE--Lou Rawls, Capitol T 1824

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

4. HELLO YOUNG LOVERS--Nancy Wilson, Capitol T 1767

5. TENDER, MOVING, SWINGING--Aretha Franklin

Columbia CL 678

6. NANCY WILSON-CANNONBALL ADDERLEY--Capitol T 1657

When he plans to accompany Monk to the East in May. The impresario is also looking forward to having Pee Wee Russell play with the modern group at Newport. All the cats are asking about jazz in the city. Scenes are re- quired, live insects that are worn, on the end of a chain attached to a gold pin or clip, on laps or shirt fronts. Labels still looking for Blind Orange, a highly acclaimed blues album. Bobby Glidden ready to go with the unions blues singer.

Our condos to Luke Evans, Fantasy Records and Vince Guaraldi on their new hit album (thanks to a typo in last week's Top LP chart) "Jazz Improvisations of Jack Orphan." Could be a parody of the sly score to the Allman Sherman tradition? Trumpeter Donald Byrd is currently teaching at the high school of Music and Art. He journeys to France this summer to study with Nadia Boulanger. Byrd's extended work for seven instrumentalists and 10 voices will be recorded by Blue Note.

The Britain Cultural Exchange Commission rejected Count Basie and Duke Ellington and their bands as not being cultured enough for exchange. Cannonball Adderley off to Sweden this month for a single date, and All Stars is back in the off-Broadway long-sen- tence, "The Connection." In New York City. . . . Thad Jones and Hank Jones are forming their own group, according to rumors.

JACK MAIER
JIM REEVES 'IS THIS ME?'

MISSING ANGEL

#8127

STOCK UP ON HIS HIT SINGLE NOW!

REORDER

"GENTLEMAN JIM" HIS LATEST SMASH HIT ALBUM!

LPM/LSP-2608

RCA VICTOR

The most trusted name in sound
A Cat Can Look at 'Jazzidim'  

BY BOB SUDYK

CLEVELAND — In expresso shops, neighborhood taverns and pads throughout this area last week, the beats, the rock and rollers and those hip from high school to Hudson tuned in on KYW-TV's "Jazzidim." The monthly show has been a make-the-scene rap for jazz aficionados for the past two years — appreciation and the audience is growing like the boss nova.

Stan Getz and his side men blew hot and cool for the most recent 30 minutes of "Jazzidim" last Thursday in one of the finest shows in the series. Mike Douglas, who has his own hour-long live show starring nationally prominent talent each afternoon, emceed the party.

Doing what the show does best, Douglas announced each number then spent about eight minutes with Getz in conversation. They talked about the saxman's home in Copenhagen, the rocket rise of the bossa nova and jazz.

Jazz for 'Curious'  

Producer Don Rushham, one-time jazz Platinist, presents a novel blend of information and entertainment resulting in probably the most unusual presentation of its kind in the country today. The show is jazz for the purist and the curious.

Here is how Rushham explains it: "Jazz is no less an art than painting. We think we can enjoy it, musically entertaining show. We try to make jazz less mysterious. We try to tell a life of the performer and more important seek a few pointed questions about jazz to help educate the uninformed."

"The public seems shocked to find that jazz musicians are nice, gentle, intelligent people, highly sensitive about their musical loyalties."

Several years ago KYW, a Westinghouse Broadcasting Company station, originated (Continued on page 16)

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and passed on to 3-4 ears these bios will help you build a convenient file of each disc.

RUBY AND THE ROMANTICS  

(Kapp)

PERSONAL MANAGER: Leroy Kirkland. BOOKING OFFICE: William Morris. NAMES: Ruby Nash and the Romantics are Edward Roberts, Donald Mosley, Leroy Fann and George Lee. HOME TOWN: Columbus, Ohio except George Lee who's from Alabama. AGE: Early twenties. Hobbies: Sewing (that's Ruby), of course, crossword puzzles, dancing skating, songwriting, playing piano and guitar. BACKGROUND: The group wasn't always known as the Romantics. Back in Ohio the four boys who made up the group signed with the Supremes. It was there they met Ruby. Though she had never sung professionally, the boys let her appear with them now and then. They bit it off so well with Ruby that they were soon doing jazz for a new act and that brought them to the attention of Allen Stone, the group's manager, at Kapp Records. Stone thought that Ruby made a good lead singer and changed the group's name to Ruby and the Romantics. Well-rounded musically, they all play their own stuff. The group is now on a personal-appearance tour to promote their big chart success, "Our Day Will Come!"

LATEST SONG: "Our Day Will Come," the group's first chart single continues to soar near the top of the Hot 100.

LATEST ALBUM: "Our Day Will Come" is due to be released this week.

TALENT TOPICS

NEW YORK

Composer and conductor Mitchell Lee Schorl, who scored the town last week on route to Las Vegas for the world preview of film "Love Is A Ball," his composed score for the film which includes title tune, just released by Philips' Records, b/w "Millie's Theme," also from the United Artists picture. It stars Glenn Ford and Hope Lange.

...Tune has been heavily covered, so that as composer, Lee Grand showed signs of no sweat.

Mel Shaper recently signed Broadway musical star Larry Kert to an exclusive contract. Kert, the original Tony in "West Side Story," is currently on tour with the national company of "I Can Get It For You Wholesale."

The days of chivalry and the grand gesture are back. Twenty-Fourth Street producers, with a total of 50 miles of studio, are staging a series of "I Can Get It For You Wholesale" appearances, including those on "Jazzidim." They were just about to open.

Previously with Columbia Artists, band leader Dick Schoey has just been signed by William Morris. ... Recording for RCA Victor, Schoey was selected to be one of the 10 artists to inaugurate the new Dynagroove sound on an album called "Supercontext." This is the second straight time that RCA has picked him to pioneer in a new technical advance. He was a "first" with that company's Stereo Action series as well.

Jazzman Kai Winding, musical director of New York's Play-Boy Club, inaugurated a series of jam sessions to be continued in the various Playboy Clubs.

Stu Phillips, indie producer for Celpis Records, just became a father. The little lady's name is Tina.

BARRY KITTELSON

Chicago

Dick Gregory will use the proceeds of his album, "My Brother's Keeper," to cover the cost of the U. S. surplus food distribution program for some 26,000 destitute Negro and white farm workers in Missis-
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b/w ROCK-A-BYE MY DARLING  D-132

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Loop De Loop

JOHNNY THUNDER

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Cash Box, Feb. 2 Issue

VARIETY TOP LP's

Jan. 30 Issue

LP OF THE WEEK

Music Vendor, Feb. 2 Issue

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IT'S A WONDERFUL WORLD
TOO MANY STARS

GENE PITNEY
Going Up

GERSHWIN WAS GREAT

CIAO AL CANTA

MUSIC TO REMEMBER FROM
RODERS & HART

LAWRENCE OF ARABIA
TOMMY STONES & THE CARRYS

SOME OF THE EXCITING ALBUMS IN THE BEST-SELLING UA CATALOG

UNITED ARTISTS RECORDS offers all dealers a specially-designed program to produce record-smashing sales. At the same time Mr. Dealer can return his old merchandise, any label, any speed, any size, for FULL CREDIT on his purchases in the new CLEAN UP & MARCH INTO SPRING SALES PROGRAM.

FOR FULL DETAILS CONTACT YOUR UA DISTRIBUTOR TODAY!

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A Cat Can Look

*Continued from page 12*

The national network TV guest appearance listing below provide outstanding promotional opportunities for such, abrasive record dealers and for all others who can benefit from the exposure. The listings are in alphabetical order according to a calendar which will place window, counter and other displays by which the TV appearance can not be further promoted to the merchandising public.

march 13-17
(All Times Eastern Standard)

Monday 11 - Joanne Sommers, Oscar Brown Jr.
Both appear on the Steve Allen syndicated show. Latest single for Miss Sommers is "Lover's Blues" and for Mr. Brown "Cool Juke Joint." Both return for February 12th night show.

Tuesday 12 - Keely Smith
The Smiths appear on CBS-TV, 10:11 p.m. Following guest song "I'm Going Through the Motions." These programs will be repeated on the following Sunday.

Wednesday 13 - Frank Sinatra, Robert Goulet, Brenda Lee

Thursday 14 - Frankie Avalon
Saturday.matinee star visits Steve Allen syndicated show. Latest single is "She Loves Me When I'm Not Myself." B/w "Steve is the Man." B/w "So Help Me." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl."

Saturday 16 - Jack Jones
Latest single is "No Lullaby." B/w "La Paloma." Also appear on Sun. "I've Got My Love to Keep Me Warm." Also appear on Sun. "I've Got My Love to Keep Me Warm."

Sunday 17 - Chad Mitchell Trio
Latest single is "It's Gonna Rain." B/w "I'm Right Here Waiting for You." Also appear on Sun. "I've Got My Love to Keep Me Warm." Also appear on Sun. "I've Got My Love to Keep Me Warm."

Monday 18 - Gianna Di Angelo, Giuseppe Campora, Mario Sereni
Also appear on the "Navy Night" special, "Happy Birthday." Also appear on Sun. "I've Got My Love to Keep Me Warm." Also appear on Sun. "I've Got My Love to Keep Me Warm."

Sunday 19 - Joan Sutherland, Elsa Fitzgerald
Dean of opera stars, both appear. Latest single is "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl." B/w "I Love My Girl."

EDITORIAL

A Grievous Loss

Along with the rest of the music industry, Billboard was shocked and grieved by the tragic accidents that took from us true professionals and warm human beings as Patsy Cline, Cowboy Copas, Hawkshaw Hawkins, Randy Hughes and Jack-Arrow Hawkins. As leading exponents of the country music field, they not only were a credit to their profession but to the entire music business.

The fact that the country music field, to the entire music industry, Billboard extends its sincere condolences and heartfelt sympathy.

TALENT ON TOUR

(Full record talent in top record tours this week)

East

South
Jazzman Stan Getz appearing this week at Municipal Auditorium, Atlanta (11); Bushnell Auditorium, Hartford, Conn. (14); Symphony Hall, Boston (15), and Easton Thea ter, Rochester, N.Y. (16). . . . The Be Boppers appear this week at Memorial Auditorium, Chattanooga (11); the Sunset Auditorium, West Palm Beach (14), and then for three days (15-17) at the Sir John Hotel in Miami. . . . Opening for two weeks at Fontainebleau, Miami Beach (15), is Sammy Davis Jr.

Midwest
One more night college stands this week for the Smother Brothers with such college dates as Mines, Rolla, Mo. (11), and Cornell College, Mount Vinton in Illinois (13). Another pair of folk concerts for Midwest audi ences to be given by Marty Schmalle at Temple Beth Israel, Chicago, Ill., and Temple Beth El, Gary, Ind. (17).

West
At the San Francisco Opera House on March 16: Phyllis Diller. . . . Opening for four weeks at the Flamingo, Las Vegas, is comedian Jackie Ma son.

ASTRONOMICAL CHARTS

BY RYAN HUNTINGTON

CAPITOL RECORDS

ON THE ROCKS

BY RICHARD CHAMBERLAIN

(Artist's name)

All I Have to Do is Dream

RICHARD CHAMBERLAIN

(Terry's Rock, Billdates)

All I Have to Do is Dream

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"ONE OF THE WORLD'S VERY GREAT ORCHESTRAS" New York Times
"THE ROLLS ROYCE OF THE ORCHESTRA WORLD" Seattle Post-Intelligencer

TCHAIKOVSKY: CAPRICCIO ITALIEN
RICHARD STRAUSS: DON JUAN
WAGNER: LOVE-DEATH from "TRISTAN UND ISOLDE"
MENDELSSOHN: "THE HEBRIDES" ("FINGAL'S CAVE") OVERTURE
JOHANN STRAUSS: PERPETUAL MOTION
STRAVINSKY: DANCE from "THE FIRE BIRD"

AVAILABLE AT A SENSATIONALLY LOW PRICE
CHECK THESE PROMOTIONAL FEATURES

WE MEAN BUSINESS—LET'S TALK SALES
Industry Saddened as 4 Die in Plane Crash

Continued from page 1

smash-up. It is expected to take several days, if not weeks, to complete the study, one of the investigators reported.

Many persons in the mid-Tennessee area went to the Camden area Tuesday night to join in the search after learning of its fate over WSM radio. Of those joining the search, many were "Opry" and music industry personalities.

The plane apparently struck a large tree before hitting the ground. Parts of the aircraft were burning in the field and a three-foot hole marked the spot where the main part of the fuselage struck the ground. After the wreckage was located, more than 200 cars lined the highway near the accident.

On Wednesday (6), the Tennessee House of Representatives, now in session, stood in silent tribute to the victims. Gov. Frank Clement offered a comment typical of the many which poured into the city: "With the deaths of Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes, the entertain-
ment world suffers a great professional loss and Tennessee suffers a great personal loss."

They were typical of the serious-minded, hard working professional people dedicated to country music artistry.

"I counted them among my close friends and extend my deep and sincere sympathy to their families," said Otis Devoe, "Grand Ole Opry" manager, said: "WSM and the 'Grand Ole Opry' are stunned and deeply saddened. We have lost great talent as well as the closest personal relationship. This tragic happening has brought sorrow throughout the entire music industry, as well as to many thousands of faithful friends and admirers."

Said John H. DeWitt Jr., WSM president: "They were great entertainers in the finest tradition of the 'Opry,' and great personalities in their own right. The loss is one which will be felt throughout the music industry.

PATSY CLINE

COWBOY COPAS

HAWKSHAW HAWKINS

"SHERRY'S LIPS"

v/w "MISS BROWN"

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"THEY SAY"

v/w "MIST OF BLUE"

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Randy Hughes

Country Music Corner

By BILL SACHS

Hank Snow and His Rainbow Ranch Boys, including Jimmy St. Cloud, Tom "Chug" Wise, Howard White, Tommy Floyd and Ed Hyde, are set for the Flame and Sparkle show in Memphis, Tenn., for the March 25-30 period. Late in April, Hank and his lads cam-

ACKNOWLEDGMENT

A SOLID SMASH HIT!

"I'LL HAVE TO DO IT AGAIN"

c/w HI-LILLI, HI-LO

Richard Chamberlain

MGM K-13121

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ANOTHER SMASH HIT!

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R&B ROUNDUP

(By NICK BIRO)
(Chicago Office)

Lee Maye, left fielder for the Milwaukee Braves, is about to be signed to a recording pact by Kenyon Records. Kenyon chief Bob Gans was down in Houston, heard a dub played by songwriter Warner Mack, and liked the sound so well he made arrangements on the spot to sign Maye. The Milwaukee outfielder isn’t the first athlete to break into disc circles. Johnny Mathis, a former high-jumper, is perhaps best known. Others include Althea Gibson, the tennis-track star; Roosevelt Green, New York Giants linemen; Albie Pearson, Los Angeles Angels outfielder, and Wilt Chamberlain, San Francisco Warriors ace. Carol Philips is home on vacation for two weeks. She opens at Baltimore’s Royal Theater March 21 for a week, then on to Washington’s Howard Theater, March 29 through April 7.

Sue Records’ Jogg Murray is off on a promotion trip to Los Angeles, St. Louis, Atlanta and Charlotte, N.C., to promote his new baby Washington single, “Thee Tina and Sue,” on Sue, take off on a cross-country promotion tour. First stop is Texas later this month. The others, a group of New York girls in their 20s, are being cut by Sue. It’s their first record. They were discovered by Juggy Murray when they did the demo on a previous Baby Washington single, “Handy Memories.” . . . Janie-Guyden Distributing (of Detroit) has acquired the master of “Don’t Let Me Cross Over” by Peter Back, as an R&B version of the current country hit. The disk is on the Drew-Blu label and was produced by Huey P. Meaux.

From the Pacific Northwest’s r&b outlet, KZAM-FM, Seattle, comes the forming of a new label by the station’s assistant manager, Larry Braxton. First release is due before the end of the month. KZAM-FM program director, “Stivin’ Gene” Burrow, reports that the group “Streets Singing in the Chapel” by Little Richard on Atlantic. Gene also picks you “Bring Back Memories” by the Supremes on Motown, and “Come and Get These Mem- ories” by Martha and the Vandellas on Gordy. . . . Clarence C.J. the Doxie, is scheduled to return to the air on KZAM-FM after a brief vacation.

Big Al Downing just recorded a duet with “Little Esther” Phillips in Columbia’s Columbia City studio on the side “You Never Miss Your Water Till the Well Runs Dry”. The label is putting a big push behind Downing. He’ll have a single for the summer. . . . Columbia has just signed the Belltones, four high school girls who were discovered by Larry Nunn while they sang at a local hop. Pam, the lead singer, is from New York, and Pat are from Chicago. Florence is from St. Louis. Their first release (25¢ & 35¢ by Carl Davis) will be out shortly.

Philips Deal

CHICAGO—Philips is offering a 10 per cent discount on its new releases charted in its March 1-15 issue. Featured are two classical albums plus pop selections by the Springfields, Roy Castle, Trio Los Paraguayos and Jimmy Day. In the classicals category, Philips has Casals plays “Trio No. 7 and 8” and Aramis plays “Trio No. 8 and 11.” Favorites of the moment, and bartone Gerhard Souzay sings Schubert’s “Winterreise.”

MUSIC AS WRITTEN

A. & L. Names Subsid

A. & L. Distributors, Philadelphia has set up a new firm to handle its Rivernet, Washington, Offbeat, Battle, Montilla, Jazzland and Torrero lines.

NEW YORK

According to Major Bill Bobbins, "The Polly" was one of those accidental hits. The tune was recorded by Paul and Paula because another better known artist didn’t show up for the date. The studio was ready.

Letter from Jay Douglas, who read accounts of the N.Y.C. NARAS symposium on the art of recording and thinks the organization should make these discussions available in pamphlet form. . . . Goal in last week’s album listing an Imperial LP 9221 as being by the "Highwaymen in Concert. The set should have been titled "The Heightmen." . . .

Those looking for German-born Kreoler Twins who graced the back cover of Billboard a few weeks ago and landed a return engagement on the Red Skelton TV show. They will appear two more times, one for each of the next two seasons. Colpix Records has signed a new singer in Donna Fuller. Toni Santos has been brought in as a staff writer at Periecope publishing and recording company.

The Hyde Park label is still interesting in seeing material for future products. Mala is distributing the Kaysian label. Lila Carroll is the current act.

Columbia has picked up the Al Alberts version of "Fly Me to the Moon" from the Prestige label. Lila Carroll is the current New York State accordion champion. . . . Smash Records has added another hotwestern to its product package. New disk is "I'm Movin' On," by Matt Lucas on the Remay label. . . . "358:11, 4:13" is walking in Memphis and Nashville, the label says. . . . Ted Cannon will be released on Prestige Records soon. This is the second LP in a highly rated jazz series.

Prexy has made two more drumstethers besides the one mentioned elsewhere in this issue. Connat is the label’s new Cleveland distributor, and Sue Lampert has taken the Prestige, Jazz, Moodsville and Swingville labels in Philadelphia, while A. & L. still has the ethnic specialty line.

Jack Maher

PHILADELPHIA

Buzz Curtis, promotion man for the "Keystone " label, is making the rounds of the radio stations in the area. He is known as the "Radio Bike" campaign. The Showboat, along with the last of the local jazz showcases, has given up the struggle with owner Herb Kellen dropping musical acts in favor of roast beef sandwiches.

Wagner’s Ballroom brings in Michael and Alice to demonstrate the bossa nova. . . Pat Booth Quartet new at the Embassy Club. . . . Bobby Dallin’s Columbia Records exploiter has lined up an engagement chairman for the benefit of the friend of the late Mag Mcgrae are putting on March 31 at Convention Hall in Camden, N.J. to aid the family of the late WPFN disc jockey. . . Dickockman De Shiedens and Joel Dorn staged a benefit jazz concert at Drew’s Restaurant for the family of the late jazz drummer, Benny Wright. . . Johnny Mahan left the program department of WJZ to take charge of East Coast promotion for Epic Records.

ANOTHER SMASH HIT!

"PEACEFUL" Roy Orbison

c/w "Shahdoreba"
MONUMENT #806

"Available in attractive 4-color sleeve.

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NEW YORK TIMES (broadcast on WQXR)
“Recorded in Victor’s new Dynagroove process, the engineering results in sound of perfect clarity and balance. This is the best available disc version of the opera (Madama Butterfly); and it is an inspired recording.”

NEW YORK NEWS (broadcast on WQXR)
“... a fair comparison between ... new Dynagroove releases and some recent releases of a similar nature on other labels indicated a dramatic advance in fidelity.”

HIGH FIDELITY
“... no trace of unnaturalness of any kind. Distortion of all sorts is conspicuous by its absence; every instrument comes through true-to-timbre; there is no edge to the sound in any part of the range; and the surface of my pressings were almost supernaturally silent.”

HI-FI STEREO REVIEW
“Technically, this production (Madama Butterfly) is near perfection. The sound is warmly alive without being overly resonant, balances are exemplary.”

NEW YORK HERALD TRIBUNE (broadcast on WQXR)
“... Instruments and voices are clear, bright and true to life and—perhaps most impressive of all—there is no distortion when the stylus reaches the inside grooves closest to the label.”

NEW YORK TIMES (broadcast on WQXR)
“As a rule, turning down the volume tends to muffle reproduction. But in this case (the Hugo and Luigi Chorus), fullness and clarity remain even at very low volume—which is the way to listen to this album.”

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THE SOUND ON THIS NEW RCA VICTOR RECORD CHALLENGES COMPARISON WITH THE SOUND ON ANY OTHER RECORD AVAILABLE ON ANY LABEL ANYWHERE.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tr>
<td>1</td>
<td>Walk Like a Man</td>
<td>Peter Sarson, Sav Am 401</td>
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<td>Our Day Will Come</td>
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<td>Easy to Remember, Rca 520</td>
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<td>5</td>
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<td>Say You, Say Me</td>
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<td>Blame It on the Bossa Nova</td>
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<td>18</td>
<td>Let's Lumber Some Hula</td>
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<td>19</td>
<td>Greenback Dollar</td>
<td>Chet Atkins, Columbia 45250</td>
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<td>20</td>
<td>Bitter Butterfly</td>
<td>Little Tony, Commodore 10111</td>
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<td>21</td>
<td>The Gypsy Child</td>
<td>Bobby Helst, Capitol 2131</td>
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<td>22</td>
<td>I Wanna Be Around</td>
<td>Merle Travis, Columbia 1051</td>
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<td>23</td>
<td>From A Jack to A Rose</td>
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<td>I Have To Do It Dream</td>
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<td>Boss Guitar</td>
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<td>You're Gonna Get a Hold On Me</td>
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<td>27</td>
<td>Hitch Hike</td>
<td>Merle Travis, Columbia 1049</td>
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<td>28</td>
<td>Laughing Boy</td>
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<td>29</td>
<td>Do The Bird</td>
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<td>30</td>
<td>That's the Way Love Is</td>
<td>Merle Travis, Columbia 1049</td>
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<td>31</td>
<td>Days of Wine and Roses</td>
<td>Lefty Frizzell, Capitol 109</td>
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**BUBBLING UNDER THE HOT 100**

- 101. Don't Let Me Cross Over - Carl Butler, Columbia 408
- 102. The Way We Were - Neil Diamond, Columbia 314
- 103. I've Got a Date With an Angel - Don Bexley, Columbia 407
- 104. I'm in the Mood for Love - Billy Lee, Columbia 559
- 105. You're My Heart - Charlie Rich, Columbia 411
- 106. Oh, How I Love You - Johnny Rupert, Columbia 410
- 107. When the Bill Rolls Around - Charlie Rich, Columbia 411
- 108. If I Had You - Charlie Rich, Columbia 411
- 109. I'm in the Mood for Love - Billy Lee, Columbia 559
- 110. Nothing Goes Up (Without Coming Down) - Little House, Columbia 411

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Visit americasradiohistory.com for more details.
**SIXTEEN SMASH HIT ALBUMS ON DOT**

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**BIG HIT SINGLES**

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<th>Title</th>
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<td>Release Me / My Smoky Mountain Home</td>
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<td>Heartaches / Happy Melody</td>
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<td>I Wonder Where You Are Tonight / Dream Girl</td>
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<td>Tia Juana Ball / Here Comes Mr. Love</td>
<td>Steve Allen</td>
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**NEW RELEASES**

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<td>Sorry (For The Way I Treated You) / Boss Strikes Back</td>
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<td>Bill Giant</td>
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SINGLES Reviews

WINNERS OF THE WEEK

POP: The singles listed are those singles with the strongest sales growth in the past week, based on the top 50 of Billboard's chart. Songs that have been off the top 50 for more than one week are generally not included in these categories. Singles that are re-released are included in their respective categories. Fifty sales are counted separately.

POP SPOTLIGHT

JANE DARWYN
HALF A WOMAN (HALF A MAN)
(Passport, BMI) (3:31)

HER AND HERS
(Sixthsong, BMI) (1:51-Voy Joyce 195)

SANDY STEWART
PROMISE OF LOVE
(Rhoads, ASCAP) (3:46-Capitol 648)

SUE THOMPSON
WHAT'S WRONG BILL?
(Alafkose, BMI) (2:19-Hickey 1204)

JERRY KELLER
WHAT WILL I TELL MY DARLING?
(Champion, BMI) (2:59-Cord 834)

SHELLEY FABARES
I LEFT A NOTE TO SAY GOODBYE
(Kapp, BMI) (2:51)

LIZA MINNELLI
YOU ARE FOR LOVING
(Fort, ASCAP) (3:47-Columbia 1426)

B.B. WASHINGTON
THAT'S HOW HEARTACHES ARE MADE
(Sealed, BMI) (3:30)

THERE HE IS
(Sealed, BMI) (3:31-Saw 783)

JEFF AND KATHY
I'D RATHER BE SINGING REGгиE JONES
(Sterling, BMI) (3:15)

BILLY OWENS
OVER AND OVER AGAIN
(Central Songs, BMI) (3:17-Capitol 4934)

B.B. WASHINGTON
IS THERE ANYBODY OUT THERE
(Sterling, BMI) (3:15)

JOHNNY REYNOLDS
KEEP ON A-ROLLIN'
(Chappell, BMI) (3:15)

SHEBA WOOTON
BE THE FIRST TO KNOW
(RCA Victor) (3:14)

TOMMY OVERTON
SAY IT AIN'T SO
(RCA Victor) (3:15)

B.B. WASHINGTON
IN YOUR ARM
(Sealed, BMI) (3:15)

MARTHA WASHINGTON
I'M IN LOVE WITH YOU
(Sealed, BMI) (3:15)

POP SPOTLIGHT

ANTHONY NEWLEY
THERE'S NO SUCH THING AS LOVE
(Sawddane, BMI) (2:09)

SAMMY TRIVIS
LONG TIME COMING
(Chappell, BMI) (2:51)

JACKIE WILSON
I'M GONNA MAKE YOU OR I'M GONNA BREAK YOU
(Chappell, BMI) (2:51)

FACE IN A CROWD

REX ALLEN
ROLL UP YOUR SLEEVES
(Silver Slaps, BMI) (2:52-February 11, 1963)

DICKIE MILLER
I'M SO HAPPY
(Kapp, BMI) (3:47-Capitol 654)

ROBBY ROYER
VERTIGO
(Skylight, BMI) (3:15)

SABRINA
REMEMBER ME AGAIN
(Bobbin, BMI) (3:15)

ROBERT CLAYTON
THE Hard Way
(Chappell, BMI) (3:15)

BRENT KERR
GOT TO BEemaker
(Chappell, BMI) (3:15)

SHELLY FABARES
I LEFT A NOTE TO SAY GOODBYE
(Kapp, BMI) (2:51)

C.W.SWIFT
BILLY GOODWIN
SHOES OF A SOUL
(Tvex, BMI) (3:10)

IT KEEPS RIGHT ON HURTING
(Rawleigh, BMI) (3:20-Voy Joyce 891)

LINDA LAWRENCE
THERE FOR YOU
(Chappell, BMI) (3:15)

LIZA MINNELLI
YOU ARE FOR LOVING
(Fort, ASCAP) (3:47-Columbia 1426)

DADDY KISS AND MAKE IT WELL
(Channel, ASCAP) (3:11-MGM 13125)

WAYLEY has a perfect vocal reaction that seems to come from the top of his lungs. He has a four-octave range and a dynamic delivery that allows him to hit high notes with ease. He has a good sense of timing and phrasing. In his best moments, Wayley's voice soars andtends to be occasionally rough around the edges. In his worst, he sounds strained and tiresome. Wayley is an excellent vocalist with a distinctive vocal style. He has a great deal of talent and is capable of delivering powerful, emotional performances. He is a great addition to any musical group.

POP SPOTLIGHT

JANETTE SCOTT
I DON'T WANT TO BE THE ONE
(RCA Victor) (3:15)

TOMMY OVERTON
I'M IN LOVE WITH YOU
(Chappell, BMI) (3:15)

TOMMY OVERTON
I'M IN LOVE WITH YOU
(Sealed, BMI) (3:15)

MARTHA WASHINGTON
I'M IN LOVE WITH YOU
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IN YOUR ARM
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MARTHA WASHINGTON
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(Sealed, BMI) (3:15)

B.B. WASHINGTON
IN YOUR ARM
(Sealed, BMI) (3:15)
Another Double

For BENTON

200,000 sold in first five days

America's First Family of Fine Recordings

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**COUNTRY MUSIC CORNER**

Friday (7:8) at the RCA Victor studios in Nashville to record an album called “The Highlander.” He and Jess and the Virginia Boys have a new LP on Epic titled “Bluegrass.” They also have a new single on the label, “Be A Woman,” performed by the Fiddle-few, titled “The Voice of My Darling.”

The Country Music Association currently has under consideration a resolution from the following: Ann Lee Light, Republican, 42739

Prior to the Albuquereque stand, the group played San Angelo, Odessa, and Abilene. ... Los M. Ezaro, of Twin Records, reports that Mickey Leon Edwards, an ASCAP writer, and hissongsmith is now in the works under contract, Bob King has a new LP release on the RCA Camden label, emphasizing country sound on 12 country towns.

During his recent engagement at the Auditorium, Austin, Tex., and San Antonio, Tex., the band was asked on occasion to play at a resolution of the Texas House and Senate to honor Merle Travis, and was proclaimed a member of the Texas Navy, with the rank of admiral. Just this week, the group was on a string of one-nighters and the Sherbro Newk Com- pany, Inc., Nashville. ... Bob Neul office also reports setting Hank Locklin for two weeks of personal in England and Ireland.


"Grand Old Opry" talent nobub, last week set deals for shows in Austin, Feb. 17 and 24, and Detroit, May 5. Indianapolis will have Hank Snow, Frank Young, Skeeter Davis, Young, Skeeter Davis, Ralph Emery, Memphis, 8, and Jones Creek. The station KZKY management.

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Frank Page, producer of "Louisiana Hayride," Shreveport, La., is at the heart of some deals for his first show of the season, opening March 16. Left in charge are George Edwards, Chuck Wilson, Charlie Walker, Coulson Judy and KWKY management. Others on KWKY’s invaluable staff are Bob Stone, Norm Baer, and Ralph Emery, who is looking after the station KRKY management. Bob Stone, Norm Baer, and Ralph Emery, who is looking after the station KRKY management.

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We know this type of plastic film record has its sound limitations, but it does give you the unique opportunity to hear the sound of Dick Dale. Next time... try the real thing!

Dick Dale
Surfer's Choice

MISIRLOU
b/w EIGHT TILL MIDNIGHT

PEPPERMINT MAN
b/w SURF BEAT

this is the sound of dick dale:
the driving rhythmic beat, the something new, the something unique, that has brought him the ferocious loyalty of over 100,000 teen-agers in southern california alone.

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Capitol is proud to present the amazing sound of Dick Dale to the nation, and we invite you to join us in the explosive birth of this exciting new star!

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Album Surfers' Choice ................. (D)T-1886
Singles Misirlou ....................... No. 4939
Peppermint Man ..................... No. 4940

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**POD SPOTLIGHT**

**CAMPUS CONFIDENTIAL**

The Four Preps. Capitol T 1014 (M); ST 1814 (S)

The Preps have become one of the strongest bets to win the college chart okay, and they're also getting some play in the Top 100. This newest entry was done at RCA and the studio people give the boys a running head throughout. Accompanied by god-ugly orchestration, the numbers are pleasant and good harmony.

**POD SPOTLIGHT**

**BROOK BENTON GOLDEN HITS**

Benton, MD 20774 (M); SR 60774 (S)

Benton is on another string of hits and a number of them are here. "Hotel Hopi, ne," "This Is Me," "Bill Wenda" and "Hit Record" are just a few of the hit singles by the singer-inclined. This one should move out rapidly.

**POD SPOTLIGHT**

**THE CASABIANCHI SONGS OF THE HUGO & LUDIUS CHORUS**

RCA Victor LPM 2561 (M); LSP 2561 (S)

A sensational new album here and it's hit the college charts okay and the Top 40. The London cast of "The Casabianchi" is now $25 million for the popular show tunes and it's worth the price. The mixed-choral groups, the director and vocal arrangements are a delight to hear. "Sweeney" and "Faris's Dream".

**POD SPOTLIGHT**

**NEW RHYTHMS IN SOUND**

Sid Romeo & Orch. RCA Victor LPM 2565 (M); LSP 2565 (S)

Bravo one of the highlights of Sid's initial release as an instrumental group and the new LP. The group is a four-piece and does a number of the better instrumental numbers. This one is ideal for some of the other successful instrumental sound arrangements on the market. Solid instrumental groups, and is applied to similar form. The group is a gem and you can hear it in "Sweeney" and "Faris's Dream".

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**POD SPOTLIGHT**

**ALTERNATIVE**

Robert Shaw Chorus & RCA Victor LPM 2562 (M); LSP 2562 (S)

A brilliant package, full of color, excitement and patriotic propaganda. The group is a new one, the Shaw Choral Society, and it features arrangements of songs from the U.S. Army, U.S. Navy, U.S. Marine, U.S. Air Force, U.S. Coast Guard, U.S. Army, and the U.S. Navy. The Choral Society mixes passages, the reading of "The Star-Spangled Banner," "America," and "The Beautiful Star." The group is a gem and you can hear it in "Sweeney" and "Faris's Dream".

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FOR 30 DAYS ONLY
AN ELEkTRA SPRING SPECIAL
BIG DISCOUNTS FOR DEALERS
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LP'S IN FOLK MUSIC HISTORY

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SUG' DR. RET. PRICES
THIS SPECIAL DISCOUNT
OFFER ENDS
APRIL 15TH, 1963

THE LIMELITERS

their first and best album—always a smash seller! The Limeliters
will be making 7 TV appearances in the coming months on
Hootenanny Tonight ABC-TV Network, Saturday Evenings.

BEST OF BIKEL

FIFTEEN of Theodore Bikel's most popular and requested folk-
songs together in one album for the first time. Theodore Bikel
will embark on a nationwide tour of 40 concerts this spring
and will also make numerous network television appearances on
Show of the Week, Hootenanny Tonight, etc.

www.americanradiohistory.com
Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

**National Breakouts**

**NEW ACTION LPs**

These new albums, not yet on Billboard’s Top LPs, have been specially endorsed by leading industry sources using sales charts as drawn by major store hits.

**MONO**

**OUR MAN IN NEW ORLEANS**
At Hi! RCA Victor LPM 1697
**IT’S UP TO YOU**
By the Brothers Four, Imperial LPM 9233
**THE HAPPY BEAT**
By Ray Conniff, His Orch and Chorus, Columbia CL 8090

**BIG GIRLS DON’T CRY**
For Season, Vee Jay LP 1154
**BOZO**
By Ardell Boyd, Mercury DL 25499
**THE LADY AND THE MADMAN**
By Gordon MacRae, Mercury DL 25499
**THE GREAT JUDDS**
By the Judds, RCA Victor LPM 1698

**TOP SONGS**

**RHYTHM & BLUES**

**THE BIG SOUL OF JOHN LEE HOOKER**
Vee Jay LP 1058 (M)
**SR 1058 (S)**

Another first-class, John Lee Hooker album! This one contains more of the same great soul that has made him famous. Hooker sounds as if he’s really done his thing. There’s no holding back. As the old song says, "Let the Big Dog Eat the Small Dog Down." There’s also some mighty strong blues and all sorts of special recording tricks in this one to boot. In the end, the best of both.

**SPOTLIGHT SPECIAL**

**THE BIG SOUL OF JOHN LEE HOOKER**
Vee Jay LP 12-1300

On teetertop music with some surprisingly comparable trio on the latter part of this album. Hooker may have a bit too much soul on this one to appeal to the mass market of this release. It’s the kind of stuff you can catch on the radio or in the bars where Hooker tends to hang around.

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This new release from Albert King is a real treat for fans of this great guitarist. His playing is as good as ever and is backed up by some of the finest supporting musicians anywhere.

**SPECIALTY SPECIAL**

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Another fine album from this great guitarist. His playing is as good as ever and is backed up by some of the finest supporting musicians anywhere.

**SPECIALTY SPECIAL**

**JIMMY McGINNIS**

This new release from Jimmy McGinnis is a real treat for fans of this great guitarist. His playing is as good as ever and is backed up by some of the finest supporting musicians anywhere.

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**B.B. KING**

This new release from B.B. King is a real treat for fans of this great guitarist. His playing is as good as ever and is backed up by some of the finest supporting musicians anywhere.

**B.B. KING**

This new release from B.B. King is a real treat for fans of this great guitarist. His playing is as good as ever and is backed up by some of the finest supporting musicians anywhere.

**BOZO**

By Ardell Boyd, Mercury DL 25499

**THE LADY AND THE MADMAN**
By Gordon MacRae, Mercury DL 25499

**THE GREAT JUDDS**
By the Judds, RCA Victor LPM 1698

(continued on page 6b)
A SOLID SMASH HIT!

Richard Chamberlain sings "ALL I HAVE TO DO IS DREAM"

MGM RECORDS THE STARPOWER LABEL

c/w "HI-LILI, HI-LO"
K-13121
### HITS OF THE WORLD

#### AUSTRALIA

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<td>1 FROM A JAKE TO A KING -- Ned Miller (W &amp; G)</td>
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Teen Buying, More Outlets To Boom Japanese Market

By J. FUKUNISHI

The total record production during the current fiscal year (April 1 to March 31) is expected to increase by 33 percent in quantity and 37 percent in value over the previous fiscal year. This is seen as a noticeable trend upward in stereo record sales.

Against this background, the announcement of the Japan Phonograph and Music Dealers Association is that the total record production reached 4,737,500 in quantity or 574,948,000 yen at current prices. This is the first time for the first six months of 1962 can be divided among six major recording companies, who expected to produce 15.31 percent, Columbia 28.5 percent, Victor 13 percent, Telchico 6 percent, and Gramophon 6 percent.

Victor and Columbia hold 60 percent of the market. As a result, the National Broadcasting Company (NBC) that Commission's indictment of the National Broadcasting Company (NBC) against their breach of the Anti-Trust Law last autumn in New York: The court is now quite free to supply merchandise in any manner whatever has been sold.

Nippon, the national book distributor, has started to distribute record to book shops across the country together with books and magazines. Sales figures for records is set at 8 billion yen (over 100,000,000,000 yen) at the end of 1962, with an increase of 5.2 billion yen. Victor's strong and positive policy to sell records without the market conditions in Japan are in a strong position and it is really admirable. No doubt they have taken the fact that Japanese consumers are spending much more money for a variety of anesthetics and continually increasing sales of stereo phonographs and other stereo equipment will grow ever more this year.

With a target of 8 billion yen, Victor intends to corner 50 percent of the market in the coming year. With this, Victor is capable of producing 1.5 million LP records this year.

Nippon Columbia, on the other hand, the sales quota at 7 billion yen. Columbia has a strong roster of Japanese artists. Victor represents more than 200 artists in addition to israeli artists in addition to major companies. Columbia plans its pride in that Japanese recording companies can now compete on equal terms with its own.

Austria

**Duco, Grease SRO**

**BRUSSELS**

June 15

Raymond de Jager, who has been chosen to represent Belgium at the Second Eurovision Song Contest in London March 29, his singer recording company, is expected to record in the Polygram studios next week with two other artists, Sinter &de Wind" and "Saksich Por- reus" of the Polygram. The song is to be performed by Lisa Marko who also performed in the contest held last week to choose the entry.

SUGAR FAMILY

Grows in Rome

**ROME**

Ludovico de Lascara, whose Messaggerie Musicale is one of the leading musical merchandisers in Italy, who controls through his Con- gress-Gennare di Cinque and Galleria del Corso the distribution of MGG, United Artists and others in other labels has been adding to his affilia-

Having recently taken over distribution of the Jaco Box label, Rome is also expected to be the export business as well. Consequently, France, Frances, France-

BELGIUM

CBS Launching Off With Conniff

By JAN TOEFS

Suites of the film "Ed Sullivan" on February 6, the CBS label was introduced in Belgium during a big cocktail party at the Pacific, Brussels. Conniff's radio performances were completely sold out before her arrival in Vicenza. Also held was her EP "Sous Le Ciel De Paris" (Philips). "Philips rep Wolfgang Arming stated: "Within 24 hours some 16,000 disks were sold. Mrs Green's program is an European tour, being handled for Broad-

Viennese conductor Erwin Halletz, who wrote a special song for Corrado Corso from Israel for the "Grand Prix Choonas TV Festival 1967" to be held in Lebanon, has been sold a lovely notion with lyrics by Victor "Viel leicht gesicht ein Wunder," Halletz, concerned with recording LP's for the U.S. label and an Austrian tour, is heading for Broadway.

Austrian composer Wolfgang Amadeus Mozart, who wrote an opera about the life of Amadeus, is said to have written the first opera, "The Magic Flute" in 1791. Mozart's opera, "The Magic Flute," is being performed in the United States and Europe this year.

A German composer of the American
country, "I'm Yours," is being performed by Herbert von Karajan and the Berlin Philharmonic Orchestra, who are scheduled to perform in Japan on December 6. On the same program, the Berlin Philharmonic Orchestra will also perform "The Magic Flute" in Japan.

MEK Gets Gold Disk for 'Telstar'

By DON WEDGE

New Musical Express, London

Independent producer Joe Meek will receive a Gold award from Decca for his work with the Tornados—particularly their hit single, "Telstar," which has now sold in excess of 2.5 million copies in the UK. Meek's work has been outstanding, and his production skills have been widely recognized. The Gold Disk award is the highest accolade that can be given to an independent producer in the UK record industry. Meek is the first independent producer to receive this prestigious award, and his success has opened doors for other independent producers to follow.

MISSING PUB

NEW YORK — In the Australian chart this week no publisher is listed next to Kylie Minogue's "I'm Not The Girl That You Think I Am." The publisher should be Tel-Cool Music, Ltd.
EMI's world tour. Clark and working to Pye Records' d'ar controller Allan Freeman was leaving March 2 on a scheduled round-the-world tour. His first call was in New York (staying at the Berkshire. He was scheduled to fly on to Los Angeles March 6 (Hollywood Roosevelt), Honolulu (8) and then Sydney (11) to visit Pye's Australian firm. He will return to Britain via the U.S., due back here March 28.

Bunny Lewis, publisher, writer and head of the independent disk firm, Ritz Records, has had to postpone his U.S. visit due to recording commitments in London. He does not expect to arrive in New York until March 17.

Frank Chalmers, of EMI's overseas division, was flying to Amsterdam March 1 for more meetings with Gerry Otv, of Bovema, his second in a month. Afterwards Chalmers was going to Cologne for talks with executives of Electrola.

Dimitri Tiomkin is in London working on the score of Samuel Bronstein's film, "Fifty-Five Days in Peking." Arrangements have been made for Dick Clark to spend a week in London, taking part in the two principal television disk shows—ABC's "Thank Your Lucky Stars" and BBC's "Juke Box Jury." The visit is scheduled for a week from March 17, although it may have to be postponed until early April.

Record Business

Philip Bond, chairman of EMI's American subsidiary, has taken his first trip to the U.S. since last year's tour. EMI's head office in London was visited by a delegation of executives from the subsidiary. The visit was intended to enable Bond to get a firsthand look at the operations of the company's American offices.

Bond, who has been with EMI since 1954, said he was impressed with the efficiency and professionalism of the American staff. He also noted the strong emphasis on customer service and the company's commitment to quality control.

Bond said he was particularly impressed with the company's advanced recording technology and its use of state-of-the-art equipment. He also praised the company's commitment to new artists and its support of emerging talent.

Bond said he was optimistic about the future of the American market and the potential for growth in the years ahead. He also expressed his appreciation to the American staff for their hard work and dedication.

Visitors

Some of the visitors who are scheduled to arrive in London in the near future include:

- Robert J. Otv, chairman of Pye Records, who will be in London for meetings with EMI executives.
- Gerry Otv, chairman of Bovema, who will be in London for meetings with EMI executives.

Tangos, carnavalists, cuecas and many other local dances still continue to delight millions of Latin Americans. But American music enjoys a growing popularity in the republics.

We know, because we have been selling records throughout Latin American for many years and the sales of American recording artists such as Nat "King" Cole amply demonstrate this.

E.M.I. companies with factories located in Buenos Aires (picture below), Rio de Janeiro and Santiago supply the greater part of the record requirements of Argentina, Brazil and Chile, also exporting to many other parts of Latin America.

In addition, we have licensing arrangements in Uruguay, Peru, Ecuador, Colombia, Venezuela and Mexico.

So goes the pattern of E.M.I.'s record business all over the world. E.M.I. records are being pressed today in 40 different countries and one in every four records sold worldwide (outside the Communist bloc) is made by E.M.I.
Musician's Bid for Control Gets Blast

By MAURICIO QUADRO

Composer Ary Barroso was forbidden by the Ordem dos Musicos to have his music played in the Brazilian territory. This occurred because he refused to pay the tax charged by the organization. The Order of Musicians of Brazil now acts as a super Tuba.

Hedec action has been following in the wake of the Order, which was formed in the last days of Juscelino Kubitschek government. Accord-

in this law no one can be considered a musician (and able to transact business contracts with his art) if he is not regularly registered with the Order. Every musicians, composer, singer, lyricist or country band leader is considered just an amateur if his name does not appear on the Order.

Maestro Jose Siqueira, president of the Order, states that the organization is needed to protect all those who work in connection with music, including teachers in the music schools, copyists, etc. By law, all foreign artists must surrender to the tax of the Order, that is 25 percent of all the money obtained in Brazil in the benefit of the Order, besides the payment of the tax charged by the government, which is 5 percent of all the money obtained in Brazil in the benefit of the Order.

Composer Reaction

The Union of Composers re-

jected against the obligation of its members to be associated with the Order. Composers, the union says, follow a liberal profession and cannot be forced to belong to the Order. They have their own union and that's enough to protect them.

However, the government is considering the possibility of creating a national union of professional musicians.

Barroso reminded that the Ordem dos Musicos was created only to protect the interests of the musicians. Afterward, he has forced everybody, such as composers, singers, musical groups, etc., to pay the tax for the membership. Now, Barroso

notes, the new project of Sen. Saul Ramos will put an end to this dictatorial organization.

In case of failure, the composer, the Brazilian Constitution guarantees the freedom of association of all citizens, without interference from the government. The attitude of the president of the Ordem, Mr. Siqueira, is totalitarian, he con-

cluded.

For many years, many main so-

cieties have been empowered to control the national music. Copy rights: the UBC (similar to ASCAP) and the group SBAT-

SADEMBRA-SACEM, which corresponds to the American BMI. Since the Ordem demonstrated their interest on the matter, they did not "protect" the composer's money.

Osvaldo Santiago, president of UBC, heard by Billboard, said that his organization and the SBAT-SADEMBRA-SACEM are similar and have friendly connection with the American ASCAP and BMI. But just now, because the Ordem was created by law, it intend to have its say into the business of the two societies, trying to interfere in their activities, especially in the field of the author rights.

The big battle has just started. The expansion of the Ordem has been followed apprehensively, since its creation, by national and international music organizations. In the near future we will know if its power will be limited to the regulation of the musician's work, or if it will con-
tinue with mere and indirect powers, as a totalitarian dictatorial force. In any case, its nasıl power will play an important role in the music world.

The president of the Union of Composers sent radio and TV stations a message asking them to support their "Week of Solidar-

ity to the Brazilian Popular Music." The week started on Sunday (20).

Ary Barroso has received mes-

sages of support from the gov-

ernor of Minas Gerais, who re-

ports that the Radio Intrans-

dencia of Belo Horizonte, cap-

tal of the State, was authorized by him to play Barroso mu-

sic 24 hours a day.

Also the American Embassy notified the Union of Composers that CBS will support their campaign, showing a demonstration on the TV stations of its network.

Buyers & Sellers

INTERNATIONAL EXCHANGE

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"You are one of the most..."

SEND YOUR BANK DRAFT TO JUKE BOX:

MICHIGAN, BELGIUM

Write for Sample Copy.

(Continued on page 64)
ARTISTS HELP CBS IN O'SEAS BOWS

Gala Receptions
Mark Expansion

NEW YORK—The CBS label made its European overseas bow in May, 1962, in Great Britain and Europe. The record, carrying the repertoire of Columbia, is marketed in these areas by Philips Phonograph Industries. To hail the introduction of the new line, Philips tossed a gala reception and fetes in London, an affair which was attended by a glittering collection of Columbia artists, including Percy Faith, Anita Bryant, actors John Gielgud and Michael MacLiammoir, violinist Zino Francescatti and pianists Philip Rados and Alexander Brailowsky.

Representing the executive echelon of CBS International, the Columbia operations at the reception were Harvey Schelm, vice-president and general manager of CRI International; Nat Shapiro, head of international artists and repertoire and creative services; and Stanley West, newly named co-ordinator of European Operations for CBS Records, whose appointment was announced at the affair.

Columbia's major emphasis on the world-wide distribution was considered by industry executives to reflect the international impact of the American recording industry and the widespread success of artists from abroad in America. While Columbia had achieved pre-eminence in domestic consumption, the company's establishment of CBS Records reflected a desire to broaden international markets for domestic repertoire as well as to contribute to the development of local product within key areas of the world.

First Releases

Initial releases for CBS Records included classical recordings by the Philadelphia Orchestra under the direction of Eugene Ormandy, the New York Philharmonic under the direction of Leonard Bernstein, the Columbia Symphony Orchestra under the direction of the late Bruno Walter, as well as recordings featuring composer Igor Stravinsky, the Budapest String Quartet, pianists Rudolf Serkin and Robert Casadesus, violinists Isaac Stern and Zino Francescatti.

Popular albums in the initial CBS Records release featured Mitch Miller, Percy Faith, Doris Day, Annette Funicello, Dave Brubeck's Quartet, Miles Davis, the Brothers Four, Ray Conniff, Jerry Murad's Harmonians, Michael MacLiammoir, the Dukes of Dixieland, Johnny Cash, Mahalia Jackson and Andre Kostelanetz, as well as two special album packages, "The Fletcher Henderson Story" and "This Is Broadway's Best."

The CBS label was actually first introduced several years ago by the Gramophone Record Company Limited, licensees of CBS Records in Southern Africa.

THE YEAR'S APPOINTMENTS

During the past year a number of major executive appointments were announced for Columbia Records International. Harvey Schelm was named vice-president and general manager, CRI International; and V. Peter de Rougement was appointed vice-president, European Operations, CRI International. Bernard Taylor, formerly director general of Arteco, was appointed director general of Disques CBS. Other appointments included that of Stanley West as co-ordinator of CBS Records, Inc., and Michel Vermette as promotions and merchandising services manager, CRI International.

SYMBOL OF CBS' EXPANSION throughout the world is this birthday cake recently sent to radio stations in Australia, commemorating the seventh birthday anniversary of the label Down Under.

Lieberson Sees Firm Reaching Top Record Position in World

NEW YORK—The ascendancy of Columbia Records to a top position throughout the world has been predicted by Goddard Lieberson, president of the company. In a statement issued in connection with the introduction of the CBS label in many nations throughout the world, Lieberson asserted: "We believe it will be only a matter of time before CBS Records emerges as the No. 1 label throughout the world."

The CBS record label appeared internationally first in May 1962, with the introduction of the line in Great Britain and Europe. Since that time, they have been released in virtually every major overseas market.

The aim of the label, according to Lieberson, is twofold: "To contribute significantly to the musical culture of each country by recording native artists and furthering the international recognition of each nation's creative talent, and to increase worldwide distribution of repertoire produced by American artists and Columbia Records, U.S.A."

"The history of Columbia Records—the oldest and largest record company in America—is a long and proud one," Lieberson said. "Columbia's numerous technical achievements, such as the development of the long-playing disk, have earned the modern phonograph recording a just beginning."

"The history of CBS Records is just beginning. In fulfilling its world-wide responsibilities to entertain, to educate and to provide living documents of our time, the new label hopefully shall set a standard in which the entire record industry may take pride."

"Lieberson himself, it may be noted, has made his own special and substantial contribution to the advancement of the culture as a pioneer in the original Broadway cast album recording field."

His first effort in this area was the recording, in 1947 of "Fiddler's Rainbow." Later, he cut one of the all-time best sellers in this field, "South Pacific," now close to the 2,000,000 sales mark. This album and others that followed closely, did much to spur public acceptance of the Columbia-developed long-play, 33 r.p.m. disk.

Last month, Lieberson flew to Europe to attend ceremonies in connection with the CBS label in Madrid, Paris and Brussels.

Species of CRI's EXPANSION the world is this birthday cake recently sent to radio stations in Australia, commemorating the seventh birthday anniversary of the label Down Under.

Goddard Lieberson

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MOST EXCITING O'SEAS LABEL, SAYS SCHEIN

NEW YORK—CBS Records, according to Harvey Schein, vice-president and general manager of CBS International, has already become the most exciting new label outside the United States, even though it's less than a year old.

Schein said in connection with the worldwide distribution of the CBS label, Schein said, "We are extremely proud of the achievements which have marked this period."

He added: "The list of record companies which appear in the following advertising pages, our growing family of world-wide affiliations, and our product as well as domestic repertoire produced by Columbia Records U.S.A. I'm sure will continue to please us.

"The meeting of CBS affiliates in Paris, early in February, was a landmark for the new label. More than 40 delegates, representing the record companies in Denmark, Sweden, and Finland; Greece, Italy, Norway, Sweden, and Switzerland in 1961, have joined in a three-day seminar—one of the most important international meetings in the history of the phonograph record industry.

"They discussed new programs, releases, recording activities, and technical advancements which will shape the course of CBS Records in the near future. The success of these meetings is a clear indication of the rapid development of CBS Records as the world's No. 1 label."

Conniff Wins Award For Overseas Sales

NEW YORK—Ray Conniff, who already had taken down four No. 1 hits in the United States, also has four No. 1 sales albums of more than a million dollars each, received the first golden tribute for 1,000,000 sales overseas. The presentation was made at a luncheon in New York's 21.

Harvey Schein, vice-president and general manager of Columbia Records International, presented the plaque. Conniff was the first artist to get the overseas award for the new CBS label.

"More than 1,000,000 Ray Conniff records were sold outside the U.S. in 1962," Schein said. "He is not the only best selling overseas artist for Columbia Records. He may well be the best selling American artist overseas for any domestic recording company."

Conniff attended the meetings of the affiliates of the CBS label at their meeting in Paris recently and he also met with the CBS representatives in Paris, the Belgian and Dutch representatives in the French capital and in Brussels.

Conniff's domestic awards were won for "So Much in Love," "Concert in Rhythm," "S'Marvelous," and "Memories Are Made of This," all certified million-dollar winners by the Recording Industry Association of America.

The overseas award was for selling a million dollars.

ANOTHER AWARD goes to Ray Conniff, this one the first gold plaque given to an artist for CBS label sales outside the U.S. "Presenting the award," Harvey Schein, vice-president and general manager of CBS International, while Dave Kaplik, pop music director, East Coast for the domestic label, applauds.

CBS Affiliates Get Moving
In German & French Markets

PARIS—A host of international record labels, including Ray Conniff, Yves Montand, singer and Gaby Casadesus, joined hands here last month with excess of Columbia Records, U.S.A., and CBS Affiliates to celebrate the opening of Disques Columbia. The new subsidiary of Columbia Records, which will market the CBS label in France. A sizable contingent of American trade representatives were on hand here for the occasion, including president Goddard Lieberson, president of CBS International; V. Peter de Bono, president of CBS International, Switzerland; and UNESCO, international and Bernd Taylor, director of EUROPEAN OPERATIONS, CRI INTERNATIONAL, and Bernd Taylor, director of EUROPEAN OPERATIONS, CRI INTERNATIONAL, and Bernd Taylor, director of EUROPEAN OPERATIONS, CRI INTERNATIONAL, and Bernd Taylor, director of EUROPEAN OPERATIONS, CRI INTERNATIONAL.

PAS—Consistent with the expansion of its worldwide activities, the Columbia Story, a travelogue, and "The Fair Lady," have been released in France. The Columbia label has been released in France for more than 50 years.

According to this one record, the Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years.

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As the Columbia brand is established in France, the Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years. The Columbia label has been released in France for more than 50 years.

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Billboard Salutes CBS RECORDS: The International Executive Line-Up

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PETER DE ROUGEMONT European Operations Vice-President
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CHUCK ANDERSON Musical Director
DISCOS CBS S. A.
Londres 240, Mexico 6, D. F.
Telephone: 25-53-99
Cable: COLRECORD

OUTSIDE VIEW OF MEXICAN PLANT
THE INTERNATIONAL LICENSEES

**BENELUX**
ARTEON GRAMOPHONE N.V.
B-10 Kruisstraat, Haarlem, The Netherlands
Telephone: 17/076
Cable: ARTEON

**CASPER D. SLAGER**
Owner

**CHILE**
GOLUMOFF INDUSTRIAS FONOGRÁFICAS
Miraflores 113, Santiago
Telephone: 65/452
Cable: GOLUMOFF

**ALICIA GOLUMOFF**
President

**COLOMBIA**
INDUSTRIAS FONOGRÁFICAS DISCOS TROPICAL
Apartado Aereo 793, Barranquilla
Telephone: 840/646
Cable: DISCOTROPICAL

**CARLOS G. PINO**
President

**DENMARK**
NORDISK POLYPHON AKTS.
Emilian 113, Copenhagen
Cable: PHILGRAP

**WENDY HANBERGER**
General Manager

**ECUADOR**
EMPORIO MUSICAL S. A.
Carriola 1974, Guayaquil

**CARLOS FINO**
Manager

**ENGLAND**
PHILIPS RECORDS, INC.
Telephone: ARNoTel 7798
Cable: GOLDSIDEB

**LESLIE GOULD**
General Manager

**FINLAND**
MUSIC FAZER
Kirkkoustaninkatu 11 (Pohjola 260), Helsinki
Telephone: 35/751
Cable: MUSIFAZER

**JOHN HUMPHREY**
CBS Label Manager

**Greece**
COLUMBIA GRAFOPHONE CO. OF GREECE LTD.
P. O. Box 157, Athens
Cable: OEGRAPH

**ROBERT ABBOTT**
Manager & Director

**HONG KONG**
COLONIAL RECORDING CO.
P. O. Box 959, Hong Kong
Telephone: 23/14
Cable: COLTRAC

**REN DA SILVA**
Manager

**ITALY**
G. RICORDI & C., S.P.A.
Via Bechier, 7, Milan
Telephone: 898-542
Cable: IBEROCH

**GUIDO RIGNANO**
General Manager

**JAMAICA**
WEST INDIES RECORDS, LTD.
13 Bell Road, Industrial Estate, Kingston 11
Telephone: 7740
Cable: WIREL

**GEORGE BENSON**
Manager

**JAPAN**
NIPPON COLUMBIA CO., LTD.
125 Minato-Chu, Kawasaki
Telephone: Kawasaki 3567

**H. TERAIZUMA**
Chief of International Relations (Western and Foreign Music)

**NEW ZEALAND**
PHILIPS ELECTRICAL INDUSTRIES OF NEW ZEALAND, LTD.
161-115 Westferry Street, Wellington
Telephone: 32/250
Cable: ARSINEX

**D. HUDIG**
Managing Director

**NORWAY**
NORSK PHONOGRAF AB
Sokolnivé 2, Oslo
Cable: PHONOGRAF

**BENEDICTE KJELLSEN**
General Manager

**PERU**
INDUSTRIAL TELEFUNKEN S.A.
Sanzolino Arteaga de Pociero No. 257, Lima
Telephone: 319/54
Cable: DONOFUNDO

**LUIS VILLAR**
Proprietor

**PHILIPPINES**
MARICO, INC.
121 Del Monte Avenue, Quezon City
Telephone: 66/853,
Cable: VILMARICO MANILA

**ARNOLO GOLEMBIO**
Managing Director

**SPAIN**
HISPAVOK, S. A.
Carriaga 6 y 64, Madrid
Telephone: 256-5709
Cable: VOX

**JOSE MANUEL VIDAL-ZAFARTE**
Director General

**SWEDEN**
A. B. PHILIPS-SÖNDRA
Kajswindstigen 27, Stockholms E.
Telephone: 34/45 45
Cable: SORODA

**LUIS CALVO**
CBS Records Manager

**URUGUAY**
SONDOX UNIFICADA
Nicaragua 1472, Montevideo
Telephone: 34/5636
Cable: LORIODER

**WILLIAM BICKEN**
Manager

**VENEZUELA**
LA DISCOTELA
Av. Los Angeles S. 51 Vino
Los Angeles, Caracas
Telephone: 33/21 33
Cable: LADROTEC

**VLADIMIR VILLA**
President

**WILLIAM BICKEN**
Manager

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**DENMARK**
NORDISK POLYPHON AKTS.
Emilian 113, Copenhagen
Cable: PHILGRAP

**WENDY HANBERGER**
General Manager

**ECUADOR**
EMPORIO MUSICAL S. A.
Carriola 1974, Guayaquil

**CARLOS FINO**
Manager

**ENGLAND**
PHILIPS RECORDS, INC.
Telephone: ARNoTel 7798
Cable: GOLDSIDEB

**ROBERT ABBOTT**
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COLONIAL RECORDING CO.
P. O. Box 959, Hong Kong
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Cable: IBEROCH

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13 Bell Road, Industrial Estate, Kingston 11
Telephone: 7740
Cable: WIREL

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125 Minato-Chu, Kawasaki
Telephone: Kawasaki 3567

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Sokolnivé 2, Oslo
Cable: PHONOGRAF

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Cable: VOX

**JOSE MANUEL VIDAL-ZAFARTE**
Director General

**SWEDEN**
A. B. PHILIPS-SÖNDRA
Kajswindstigen 27, Stockholms E.
Telephone: 34/45 45
Cable: SORODA

**LUIS CALVO**
CBS Records Manager

**URUGUAY**
SONDOX UNIFICADA
Nicaragua 1472, Montevideo
Telephone: 34/5636
Cable: LORIODER

**WILLIAM BICKEN**
Manager

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www.americanradiohistory.com
Billboard: Salutes CBS Records

PARIS
At the CBS reception in Paris, Columbia Records President Goddard Lieberson is shown with three of Columbia's top recording artists.

At the CBS reception in Paris, Columbia Records President Goddard Lieberson is shown with three of Columbia's top recording artists.

ENGLAND
At launching party in London are (l. to r.) Stanley West (Co-ordinator of European Operations), John Humphries (CBS Label Manager), Nat Shapiro (Director of International A & R), and Harvey Schein (Vice President and General Manager of C.R.I. International).

SPAIN
At reception in Madrid, Mr. Lieberson is presented with four gold records by Raul Motes for popular Columbia artists in Spain. Awards were accepted on behalf of Ray Conniff and Los Cie,c Latinos (two records each).

Lieberson greets Spanish guitarist Renato Tarrega at reception in Madrid.

ITALY
At a reception in Italy, Goddard Lieberson chats with opera mezzo Giulietta Simionato and Orefu Veniani.

The CBS Meetings in Paris, February 4-5, 1963

Columbia Records President Goddard Lieberson is shown addressing the assembly at meeting of entire CBS International affiliates.

Nat Shapiro, Director of International A & R (New York) addresses delegates on aspects of creative services. Attentive listeners are (l. to r.) C. Deffes, Kurt Maje, R. L. Taylor, Jose Fumero, P. Arnaud, S. Beaulier and Mrs. Nys Phau, all of Antena (Paris); Stanley West (CBS Records, France); H. L. Schein (International Operations, New York) and Peter de Raugemolle (CBS Records, France).

Among the subsidiaries and licensees who gathered for meeting were (l. to r.) Michel Verrnette and Schuyler Chopin (both of International Operations, New York), Bernard Muksi (CBS, Germany), Mr. and Mrs. Martin Ceasor (Music-Box, Greece), Luis and Jose Vidal (Hispanovox, S. A., Spain) and John Yis and Henry Wapexcom (Arteca, Benelux).

These CBS representatives are (l. to r.) H. Hofland and R. Weesfeldt (Norsk Phonogram, Norway), Ove Wilhelmsen and Werner Newberger (Novelty Polyphon, Denmark); John Humphries and Conor Voutz (Phillips, England) and Guido Rignano, Vincento Maccioni and P. Rogata (Rivello, Italy).

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CBS RECORDS

THE SOUND OF CBS RECORDS IS A MULTIFOLD, MULTILINGUAL SOUND

MANY COMPANIES IN MANY LANDS MAKE UP THE IMPRESSIVE CBS INTERNATIONAL ORGANIZATION

ARGENTINA
Oreos I.C.F.S.A.
Paraguay 1683
Buenos Aires, Argentina
Cable: Golcoard
Telephone: 42-3971

AUSTRALIA
Australian Record Company, Limited
11-19 Hargrave Street
East Sydney, New South Wales, Australia
Cable: Colrcord
Telephone: 4A-111

BENELUX
(Belgium, Holland, Luxembourg)
Acura Gramophone N.V.
8-10 Kruisstraat
Haarlem, Holland
Cable: Arthco/Arkleam
Telephone: 17476

BRAZIL
Disco CBS, S.A.
Cana Postal 8304
Rio de Janeiro, Brazil
Cable: Colrcord
Telephone: 52-1221

CANADA
Columbia Records of Canada, Limited
1121 Leslie Street
Don Mills, Ontario, Canada
Cable: No Cable Address—Full Address Used
Telephone: Hi 7-3311

CHILE
Golouboff Industrias Fonograficas
Miraflores 113
Santiago, Chile
Cable: Godavy

COLOMBIA
Industrias Fonograficas
Discos Tropical
Artistas, Artistas 703
Barranquilla, Colombia
Cable: Radiag

DENMARK
Nordisk Polyphon Aktieselskab
Emdrupvej 111
Copenhagen, Denmark
Cable: Polyphon
Telephone: 69 25 22

ECUADOR
Emporio Musical, S.A.
Casita 1276
Guayaquil, Ecuador
Cable: Emporomus

ENGLAND
Columbia Records
Stanhope House, Stanhope Place
London W. 2, England
Cable: Colrcord
Telephone: Ambassador 7788

FINLAND
Gy Musiikki Fazer-Musiik Ab
Aleksanterinkatu 11
(Post Box 260)
Helsinki, Finland
Cable: Musikfazer
Telephone: 10 751

FRANCE
Arteco
(Art. Technique et Commerce, S.A.)
42, Rue De Perris
Paris 10e France
Cable: Berlylaver
Telephone: Tailbout 93-20

FRANCE
CBS Shellplaten GmbH
Painengartenstrasse 4
Frankfurt/Main, Germany
Cable: Colrcord
Telephone: 77 55 44

GERMANY
Columbia Gramophone Company
of Greece Limited
P.O. Box 287
Athens, Greece
Cable: Colgraph
Telephone: 850-371

HONG KONG
Colonial Trading Company
P.O. Box 950
Hong Kong
Cable: Coltraco
Telephone: 25745

ITALY
G. Ricordi & C., S.p.A.
Via Berchet, 2
Milan, Italy
Cable: Idrocor
Telephone: 898 242

JAMAICA
West Indies Record Co. Limited
13 Bel Road
Industrial Estate
Kingston 11, Jamaica
Cable: Wiri
Telephone: 87340

JAPAN
Nippon Columbia Company Limited
125 Minato-cho
Kawasaki, Japan
Cable: Nipponoya
Telephone: Kawasaki 35711

MEXICO
Discos CBS, S.A.
Londres 240
Mexico 6, D.F., Mexico
Cable: Colrcord
Telephone: 25-85-89

NEW YORK
Philips Electrical Industries
of New York Limited
181-185 Walker Street
Wellington, New Zealand
Cable: Argenta
Telephone: 87-250

NORWAY
Norsk Phonogram A/S
Sorkdalshaven 6
Oslo, Norway
Cable: Phonogram

PERU
Industrial Sons Radio S.A.
Av. Republica de Panama No. 1427
Lima, Peru
Cable: Sonoradio
Telephone: 31854

PHILIPPINES
Marcos, Inc.
131 Del Monte Avenue
Quezon City, Philippines
Cable: Vilmereco, Manila

SOUTH AFRICA
Gramophone Company Limited
156 Main Street
P.O. Box 2445
Johannesburg, South Africa
Cable: Africord
Telephone: 23-0546

SPAIN
Hispanov, S.A.
Cartagena 62 y 64
Madrid, Spain
Cable: Vox
Telephone: 256 5700

SWEDEN
A. B. Philips Sonora
Kungsportsgate 29
Stockholm C, Sweden
Cable: Sonora
Telephone: 23 41 45

TURKEY
Gramophon Limited Sirketi
Halkali Caddesi 85
Yesilboy, Istanbul

URUGUAY
Sonora Limitada
Nacacang 1472
Montevideo, Uruguay

VENEZUELA
La Discoteca
Avenida El Paseo N°19 Los Rosales
Caracas, Venezuela
Cable: Ladicoteec
Telephone: 61 02 37

THE MANY COMPANIES IN MANY LANDS MAKE UP THE IMPRESSIVE CBS INTERNATIONAL ORGANIZATION.
THE SOUND OF CBS RECORDS IN

ARGENTINA

First in sales in the Argentine market, CBS Records is the leading label for local hits with a catalog of some 400 12-inch LP selections. At the same time, a major part of the CBS Records repertoire is devoted to international music, including U.S. product, which enjoys great popularity in Argentina. There is every reason to believe 1963 will prove to be the most successful year yet for CBS Records.

ORFEO I.C.F.S.A.
Paraguay 1583
Buenos Aires, Argentina
Cable: Colrecord
Telephone: 42-3971

THE SOUND OF CBS RECORDS IN

URUGUAY

The activities of CBS Records in Uruguay are licensed and supervised by the management of the CBS organization in Argentina. The record market in Uruguay has great potential, and sales figures to date bear this out by boasting a fine rate of growth.

SONDOR LIMITADA
Nicaragua 1472
Montevideo, Uruguay
THE SOUND OF CBS RECORDS IN
AUSTRALIA

The American Columbia catalog was released in Australia under the CBS Coronet banner over the past seven years. Now, all releases in the country will carry the CBS Records title.

The new label is certain to become quickly established in the minds of the public and trade. Local recording prospects have already begun to get underway in Australia, while the marketing of overseas product continues. 1963 is going to be a great year for CBS in the Australian record industry.

AUSTRALIAN RECORD COMPANY, LIMITED
11-19 Hargrave Street
East Sydney, New South Wales, Australia
Cable: Colrecord
Telephone: FA-4111

THE SOUND OF CBS RECORDS IN
NEW ZEALAND

In New Zealand, as in Australia, the Columbia repertoire will now appear under the newly adopted name of CBS Records. Based on the results of last year’s earnings in New Zealand, there are extremely high hopes held for the expected rising rate of record sales in 1963.

PHILIPS ELECTRICAL INDUSTRIES OF NEW ZEALAND LIMITED
181-195 Wakefield Street
Wellington, New Zealand
Cable: Argenta
Telephone: 57-250
THE SOUND OF CBS RECORDS IN

BENELUX
(Belgium, Holland, Luxembourg)

The licensee agreement reached with CBS Records marks an important milestone in the history of the Slinger Brothers organization, a major force in the Benelux record industry. The Slinger Brothers have founded a completely separate organization to distribute CBS Records throughout the Benelux countries, Belgium, Holland and Luxembourg. In addition to a large roster of local artists under contract, the overall strength of the Slinger sales and promotion forces, backed by excellent manufacturing facilities, gives the organization a tremendous grip on the record market and the means of realizing maximum sales effectiveness. Everything indicates that CBS Records will be established as a leader in Benelux in 1963.

ARTONE GRAMOPHONE N.V.
8-10 Kruisstraat
Haarlem, Holland
Cable: Artone/Haarlem
Telephone: 17476
THE SOUND OF CBS RECORDS IN

BRAZIL

Columbia Records made an excellent start in Brazil back in 1953 with a large number of locally produced records that were instant successes. Soon after, the CBS organization constructed a large studio there. Today, the CBS studio is considered one of the finest in Latin America. Formerly known as Columbia do Brasil, S.A., the company will now adopt the name Discos CBS, S.A.

The CBS label also commemorates its tenth anniversary by having attained first place in record sales on the Brazilian market. Since Brazil is the largest country in Latin America, a sizable corps of salesmen is employed to visit the 1300 dealers located throughout its vast expanse of territory. With an extensive stereo catalog featuring an excellent roster of national talent, and a TV program on the air once a week (Columbia in the Music World), Discos CBS looks forward to a fine sales year and further expansion in all areas of its operation.

DISCOS CBS, S.A.

Caixa Postal 5304
Rio de Janeiro, Brazil
Cable: Colrecord
Telephone: 52—1221
THE SOUND OF CBS RECORDS IN CANADA

The Canadian market and the methods of distribution employed closely parallel the U.S. pattern. The basic difference is that Canada is a bi-lingual country with both English and French speaking peoples predominant. The French language group represents approximately 25% of the Canadian record market and requires French language material to satisfy its needs. Some material is obtained from the French affiliate of CBS Records and other leading French companies, but the majority is recorded in Canada by popular French-Canadian artists. The increased pace of activity in this area indicates that 1963 will prove to be a most successful year for Canadian sales.

COLUMBIA RECORDS OF CANADA, LIMITED
1121 Leslie Street
Don Mills 5, Ontario, Canada
Cable: No Cable Address—Full Address Used
Telephone: HI 7-3511

COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED
1131 Leslie Street
Don Mills, Ontario

COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED
5680 Pare Street
Montreal 9, Quebec

VAN HORNE ELECTRIC SUPPLY CO.
550 Cambie Street
Vancouver, British Columbia

MOTOR CAR SUPPLY CO. OF CANADA, LIMITED
317—6th Avenue S.W.
Calgary, Alberta
Under the direction of Mr. Diego Goluboff, working closely with the Orfeo organization of Argentina, Goluboff Industrias Fonograficas has become one of Chile's leading independent record companies. Its classical and pop repertoire produced in the United States and Latin America, has increased steadily during the years of the company's existence. Goluboff Industrias Fonograficas also maintains a pressing plant which is technically one of the most modern in Latin America and plays an important part in the business operations of the company.

GOLUBOFF INDUSTRIAS FONOGRAFICAS
Miraflores 113
Santiago, Chile
Cable: Godav
Industrias Fonograficas was founded in 1948 by its proprietor and president Sr. Emilio Fortou P. Today, 15 years later, the organization holds a place among the leaders of the Colombian record industry, with an impressive list of achievements to its credit. Industrias Fonograficas was the first local company to produce its own 45 and 33 1/3 RPM records, and the first to launch stereo records on the Colombian market. The company's extensive catalog, consisting of both monaural and stereo product, has enjoyed great popularity and prestige among the populace of the country. Now, in conjunction with the introduction of the CBS trademark, a new sales organization is to be created in Bogotá, capital of the republic and the largest single record market in the country. The result will bring an even greater degree of effectiveness to the distribution operation of Industrias Fonograficas. 1963 will also include other advances such as an increase in production coinciding with the installation of new machinery and an ambitious expansion program covering all areas of Colombia.

INDUSTRIAS FONOGRÁFICAS
Discos Tropical
Aptdo. Aereo 793
Barranquilla, Colombia
Cable: Radiag
THE SOUND OF CBS RECORDS IN ENGLAND

Philips Records Ltd. was the first company to introduce the CBS label in Europe. As expected, the response from the British public to the newly inaugurated trademark has been tremendous and CBS Records is now firmly established as an industry leader in Britain. At the present time, there are 250 LP's and EP's in the British CBS catalog. Undoubtedly, 1963 will see the greatest year of growth yet for CBS Records in Britain.

CBS RECORDS
Stanhope House, Stanhope Place
London W. 2, England
Cable: Colrecord
Telephone: Ambassador 7788
Arteco, as a CBS subsidiary, will handle exclusive distribution of the CBS label throughout France. In the past, the U.S. catalog, with its unique and diversified repertoire, has proven to have strong commercial attraction for the French market. All indications point to an even greater increase in sales in the future. Furthermore, the introduction of the new label will stimulate the development of a roster of French artists who will be recorded locally. Some of France's most promising personalities have expressed interest in taking part in the planned program. Also, under Arteco's direction, international repertoire emanating from the catalogs of CBS Record companies throughout the world will be promoted on the new CBS label.

ARTECO
(Art, Technique et Commerce, S.A.)
42, Rue de Paradis
Paris 10e France
Cable: Berntaylor
Telephone: TAIlbout 93-20
THE SOUND OF CBS RECORDS IN GERMANY

Shallplatten Import Dienst has been in operation for the past six years. In that time it has established a reputation as the biggest jazz record distributor in Germany. The company carries the nickname "The House of Hits" because of the long string of best-selling singles it has released. We are happy to announce that henceforth Shallplatten Import Dienst shall become part of CBS Shallplatten GmbH under the management of Mr. Bernhard Mikulski. An important part of the new CBS Shallplatten GmbH operation is a pressing plant located outside of Frankfurt that turns out a substantial amount of locally produced recordings. As for the future, the company will increase its production of popular German material and will further expand its LP catalog, particularly in the areas of jazz and classical music. Plans for the start of the catalog expansion program call for the release of 200 LP's, 100 EP's and 100 singles. CBS Shallplatten GmbH is set to make great strides on the German record market in 1963.

CBS SHALLPLATTEN GmbH
Palmengartenstrasse 4
Frankfurt/Main, Germany
Cable: Colrecord
Telephone: 77 55 44

This image contains text in English.
THE SOUND OF CBS RECORDS IN HONG KONG

The Colonial Trading Company has been appointed the agent for the Columbia catalog, released under the CBS label, in a large territory that includes Hong Kong, Singapore and Malaya. As CBS agents, the company serves over 40 retail outlets in Hong Kong alone. Currently, the Colonial Trading Company is also servicing dealers in Singapore through an affiliated company that serves the area. The CBS brand is fast becoming one of the top-selling labels in Southeast Asia. Plans for 1963 include special emphasis on albums by Chinese recording artists. These Oriental recordings are designed to be universal in appeal and they are expected to find a market in the United States and Europe, as well as locally.

COLONIAL TRADING COMPANY
P. O. Box 950
Hong Kong
Cable: Coltraco
Telephone: 25745

HUP HUP LIMITED
232 Serangoon Road
Singapore
THE SOUND OF CBS RECORDS IN ITALY

In 1958, G. Ricordi & C., S.p.A., one of the world's greatest music publishing enterprises, established a record division for the production of Italian records under its own label (Dischi Ricordi) and for the distribution of foreign labels. Within a very short time, it achieved many national and international hits. Today, with an ultra-modern studio and a distribution chain at its disposal, the dynamic combination of Ricordi and CBS Records offers a bright outlook of an even greater increase in record sales on the Italian market for 1963.

G. RICORDI & C. S.p.A.
Via Berchet, 2
Milan, Italy
Cable: Idrocir
Telephone: 898 242
THE SOUND OF CBS RECORDS IN JAPAN

Nippon Columbia was formed 50 years ago. Today, it is the industry leader of Japan in the field of record production, accounting for 30% of the market. Since 1962, when the CBS label was first introduced in the country, 60% of all records originating abroad carry the trademark. The company ranks among the largest of the CBS overseas affiliates. Recordings locally produced by Nippon Columbia have been enjoying the greatest sales of any record company in Japan. Many of these Japanese records have been marketed in the United States through the Columbia Records Distributors. In addition, Nippon Columbia holds a high position in the electronics field, with a significant rate of sales from its acoustic apparatus and home-use electrical equipment.

NIPPON COLUMBIA COMPANY LIMITED
125 Minato-cho
Kawasaki, Japan
Cable: Nipponola
Telephone: Kawasaki 35711
THE SOUND OF CBS RECORDS IN
MEXICO

In 1947, the company was founded under the name of Discos Columbia de Mexico, S.A., and immediately found wide public acceptance. In the intervening years since its inception, the latest technical advances have been introduced by the company and today it ranks as one of the most modern manufacturing and recording operations in Latin America. Discos CBS, S.A. has under contract many of the finest artists in Mexico, most of whom are well known in all of the countries of the world where Latin American music is enjoyed. Now that Discos Columbia de Mexico, S.A. has become Discos CBS, S.A., the position it has reached as the Number One record company in the industry can be expected to be maintained in the future, as can the remarkable progress the organization has made in the past. With the record market in Mexico continuing to grow day by day, there seems to be no limit to the business gains that lie ahead.

DISCOS CBS, S.A.
Londres 240
Mexico 6, D.F., Mexico
Cable: Colrecord
Telephone: 25-85-89

THE SOUND OF CBS RECORDS IN
ECUADOR

Columbia has had an extraordinary rate of development in Ecuador, attaining the prevailing place in sales in the country. There is every indication of a continuation of the trend, pointing to the best record sales year ever in Ecuador for 1963.

EMPORIO MUSICAL, S.A.
Boulevard 9 De Octubre, 710 y Boyaca
Casilla 1276
Guayaquil, Ecuador
Cable: Empormusic
THE SOUND OF CBS RECORDS IN
SCANDINAVIA

DENMARK:

Nordisk Polyphon Aktieselskab, Copenhagen, is the largest record company in Denmark. The company's highly effective distribution operation, so important in a country of this size, has played a large part in helping to achieve the No. 1 position in Denmark's recording industry. CBS Records will make a first rate contribution toward maintaining this top position.

Another important part of Nordisk Polyphon Aktieselskab's operation is the local recordings produced for national consumption. These recordings consist primarily of popular material.

NORDISK POLYPHON AKTIESELKAB
Emdrupvej 115
Copenhagen, Denmark
Cable: Polyphon
Telephone: 69 25 22

FINLAND:

Records produced locally by Oy Musikki-Fazer-Musik account for nearly 50% of Finnish sales. Record sales in the past in Finland have amounted to two million dollars and the outlook for 1963 is for an increase in this total market figure, with CBS Records playing an important role as a result of many outstanding future releases.

OY MUSIKKI-FAZER-MUSIK Ab
Aleksanterinkatu 11
(Post Box 260)
Helsinki, Finland
Cable: Musikfazer
Telephone: 10 751

NORWAY:

Although the company name, Norsk Phonogram A/S, was first introduced in 1962, the organization itself began operation ten years earlier in 1952. Norsk Phonogram A/S is Norway's first and only complete record organization and it enjoys a dominant position on the Norwegian market. Norway is strongly influenced by trends in the United States and Great Britain and some 80% of sales are represented by pop records. There is every indication that the CBS repertoire under the new insignia will capture a substantial portion of Norwegian record sales in 1963.

NORSK PHONOGRAM A/S
Serekkalsværen 6
Oslo, Norway
Cable: Phonogram

SWEDEN:

A.B. Philips—Sonora holds an important leading position in the Swedish record industry. The company's sales history is a most profitable one. The record market in Sweden is constantly expanding and the growth shown in the past is certain to be even further exceeded in the future.

With superb facilities, modern distribution methods, a fine artist repertoire and the distinguished CBS catalog at its disposal, A.B. Philips—Sonora is prepared to maintain its high standing by supplying the top record product the Swedish public desires.

A.B. PHILIPS-SONORA
Kungsgatan 29
Stockholm C, Sweden
Cable: Sonora
Telephone: 23 41 45
THE SOUND OF CBS RECORDS IN SPAIN

1963 marks the tenth anniversary for Hispavox, an event that is made even more significant by the agreement signed with CBS Records to distribute North and South American Columbia product in Spain. As a result, the first records bearing the new label are now available on the Spanish market, and soon local Spanish artists and repertoire will appear under the CBS trademark. Hispavox had previously compiled one of the most complete Spanish classical music and folklore catalogs in the world. With the consolidation of Hispavox and CBS Records, record sales in Spain are expected to skyrocket to a new high in 1963.

HISPAVOX, S.A.
Cartagena 62 y 64
Madrid, Spain
Cable: Vox
Telephone: 256 5700
The Sound of CBS Records in South Africa

The Gramophone Record Company Limited, licensee for CBS Records in South Africa, and the first company in the world to use the CBS label, today maintains a leading position in the South African record industry. During its 24 years of service in developing the record market in South Africa, Southern and Northern Rhodesia, and Nairobi, Kenya, the company has expanded tremendously. Its vast sales territory covers an area of over 1¼ million square miles. South Africa, especially, has always proven to be an excellent record market. Now, since the advent of LP records, the market has increased substantially to an even greater degree and it follows closely on all the international trends. The CBS label, particularly, has contributed a great deal to South African sales growth by highlighting local talent. According to all indications, 1963 will be a most successful year in South Africa for CBS Records.

Gramophone Record Company Limited
136 Main Street (Post Office Box 2445)
Johannesburg, South Africa
Cable: Africord
Telephone: 23-0546
International News

Continued from page 39

Ballerina Battle Won by Torriani
By AZARIA RAPPORT
73 Abad Haan St., Tel Aviv
Vico Torriani (Decca) came out of the trap with a big combination, French performer Gilbert Becail last week in Israel. The Swiss Pianist has formed a live band and some tape arrangements of his own, called "Schnitzel," and also has a special appeal to audiences. The Pianist is at the top of his game, which remembers his tour in that Eastern European country a few years ago.
Gilbert Becail, by far a more important artist than his rival, has charmed his audiences. Yet, having arrived so soon after the third tour of "Les Compagnons de la Chanson" (whose material and style are identical to his), the public was satiated and their pockets emptied. It was scheduled to appear in the largest halls (the Mann Auditorium, 1963), which was difficult to fill when the Ohel Theater seated only 400 compared to the 2,800 of the Auditorium.

ITALY
Venetian Contest Holds Talent Test
By SAMY STEINMAN
Piazza S. Antonio, Rome
The search for new voices is becoming a national pastime in Italy, especially as the song every festival. Latest to start is the Teatro Vitali Musical Festival of Venetian Song which takes place April 4-6 at Sondrio.
Pietro Garineli and Sandro Giovanni, whose musical style is very popular these days, were among the many.
You have either reached a page that is unavailable for viewing or reached your viewing limit for this book.

www.americanradiohistory.com
### 150 Best Sellers—MONAURAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Title / Artist Label</th>
<th>Week</th>
<th>Chart</th>
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<tbody>
<tr>
<td>1</td>
<td><strong>BOBBY BROWN</strong></td>
<td>1</td>
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<tr>
<td>2</td>
<td><strong>TOMMY MATTEO</strong></td>
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<td>3</td>
<td><strong>GEOFFREY</strong></td>
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<td>4</td>
<td><strong>RAY CHARLES</strong></td>
<td>4</td>
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<td>5</td>
<td><strong>THE BEATLES</strong></td>
<td>5</td>
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<td>6</td>
<td><strong>THE ROLLING STONES</strong></td>
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<td>7</td>
<td><strong>THE BEATLES</strong></td>
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### 50 Best Sellers—STEREO

<table>
<thead>
<tr>
<th>No.</th>
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<th>Week</th>
<th>Chart</th>
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</thead>
<tbody>
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<tr>
<td>2</td>
<td><strong>TOMMY MATTEO</strong></td>
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<tr>
<td>3</td>
<td><strong>GEOFFREY</strong></td>
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<td>4</td>
<td><strong>RAY CHARLES</strong></td>
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<td>9</td>
<td><strong>THE BEATLES</strong></td>
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</tr>
<tr>
<td>10</td>
<td><strong>THE ROLLING STONES</strong></td>
<td>10</td>
<td>10</td>
</tr>
</tbody>
</table>

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**Notes:**
- Chart positions may vary and are subject to change based on various factors.
- This list includes both mono (MONAURAL) and stereo versions of songs.
- Billboard is a well-known music magazine that tracks music charts regularly.
THE BRIGHTEST STARS SHINE ON DECCA Records

America's 1st Ambassador of Good Will

BOB HOPE

IN A COLLECTOR'S ALBUM OF COMEDY

THE SWEETHEART OF TELEVISION

CAROL BURNETT SINGS NOBODY

25594

as performed on her TV Spectacular "Carol and Company"

Also Available in her sensational album:

CAROL BURNETT Remembers HOW THEY STOPPED THE SHOW

www.americanradiohistory.com
Great Atkins album! Chet with inimitable guitar... and big-brother Jim singing smooth baritone. "Swanee River," "Heartbreak Hotel," 8 others. CAL/CAS-753

Leo Addeo and His Orchestra give big sound to sunny favorites. "You Are My Sunshine," "On the Sunny Side of the Street," "Yonder in the Sun," 7 more. CAL/CAS-756

The Living Strings have never been so varied, so lovely. Lush orchestral background. "I Concentrate on You," "Whispering," "Twilight Time," 7 more. CAL/CAS-755

Artie Shaw and his orchestra one night stand

Original performances by an all-time great in the "Big Band" era! Title theme, "Confessin," "Gloomy Sunday," "Day In, Day Out," 6 other big ones! CAL-984

CHET ATKINS
THE GUITAR GENIUS

LEO ADDEO
and His Orchestra
ON THE SUNNY SIDE OF THE STREET

PLAY NIGHT THEMES

ARTIE SHAW
and his orchestra
one night stand

AMERICA'S BIGGEST ENTERTAINMENT VALUE

RCA CAMDEN RECORDS
MCLENDON'S HARBOR

In Town Makes Rating Noise

VOX JOX

By GIL FAGGEN

JAZZ HAS ARRIVED in Oklahoma with the new "After Hours Show" on KTOK, Oklahoma City, conducted by Cy Follmer. Cy is pulling in requests for the 2 to 3 a.m. stint Monday through Saturday from five states.... Joplin, Mo.'s newest radio station, KOYV, reports to Vox Jox that their format based on Billboard's Hot 100, "songs of the past" and pick albums has rocketed the station into the "most-listened to" bracket. Staffers are Fred Hutching, Gary Cooper and Jim Mccutcheon.

DEATH AND TAXES: KYW-Radio, Cleveland, has come up with a novel way to bring in tax income to its listeners. A series of soap opera vignettes entitled "One Man's Money" concentrates on one Emily Shortform's countless financial problems, and the assistance given her by Remfrew of the Internal Revenue (at your) Service. Dick Orkin directs the series, written by S. Dave Rabin and Ray DeCrane.... WCKR, Miami, is airing several special programs in cooperation with the IRS; questions and answers will be presented in capsule form, once per hour, March 7 through April 12.... Ron Correll, director of public affairs at WIRE, Indianapolis, is conducting a panel discussion weekly on the IRS and CPA's as part of the outlet's expanded advertising program, air at 6:30 to 9 p.m. weekdays.

THEY'RE STILL HIKING IN LA: A in a recent test of cross-sell power, Bob Enkhaus, Ted Quilliam, Reb Foster, Jim Washburn, Sam Larson, Gene Allen and Alen Sanders of KRLA set out to better the mark for the 50-mile hike. As far as Vox Jox has been able to learn the men have broken the record; they're still walking after three days. A woman in Chicago isflipping their wigs over a new WLS promotion on the Jim Dunbar show (10 a.m. to noon) which invites the ladies to tell 23 words why they would like a wig. The winning five will have their choice from five varicolored wigs valued at $175-$200 apiece.... Checking with WHEC, Albertville, Ala., a new feature has been added to the Bob Wilson show - an open telephone line with the listener. Comments run the gamut from birth control to divorce laws.

LISTENING TO LISTENERS: KYWZ, Houston, is making news with its listener-controlled program. Jack Carnegie, manager of the station, reports that more than 3,000 written responses were received to newspaper ads soliciting reaction to the station's "good morning" format. Says Carnegie: "Radio listeners do care about quality programming, and we are listening to their listeners. . . . A remote man's remote will be launched by WERE, Cleveland, with the origination of the Bob Neal show (6:30 to 10 a.m.) from the Cleveland Indians training camp at Tucson, Ariz., for a three-week period. Dick Courland, WERE's program di- rector, will act as anchor man for the Neal show in the Cleveland studios. WERE's vice-president and general manager Dick Klaus said the station has projected plans to repeat the out-of-town broadcasts during the 1963 season.

Focus on the Deejay Scene . . . .

WHAT IF really had been the President? Listeners to the afternoon show on WBBM, the Chicago-owned station in Chicago, were witnesses to a gag program. The idea was to have Allen, in town to promote his Dot album, "Funny Fone Calls." Bellarine pegged it to have Vaughn Meader, in his best "first family" voice, call Allen on the phone and realize it was a gag, but did know he was talking to the real Allen. Meader really began to do his own, life-like imitation of the President. He registered this look of surprise when Meader finally identified himself.

The McLendon's Hardest Sound

CHICAGO - Four of the city's traditional radio power companies have joined in the ratings here, but a six-month-old newcomer is knocking hard on their heels.

The McLendon chain's new WGN Radio has jumped into the No. 5 spot in the 6-12 morning segment; into the four spot in the afternoon segment, and into a tie for third in the evening/night race.

The ratings cover the standard eight-county Greater Chicagoland area, and when scaled down to Chicago alone, WGN comes out even higher.

Considering that WYER has been on the scene but six months and is working with a comparatively small (for Chicago at least) 5000-watt signal, the ratings are not much short of phenomenal.

A look at the ratings is revealing:

In the morning WINR is first with a strong 23 per cent figure, WGN follows with 17 percent, and WYER third with 13 percent.

In the afternoon WINR leads with 23 per cent, WGN follows with 19 percent, and WYER third with 13 percent.

In the evening, WLS and WGN are tied with 25 per cent, while WINR trails with 16 percent.

After Dark:

The evening show from WLS out front with 27 per cent, WGN second with 14, and WYER third with 13.

In terms of jockeys, the WIND morning rating continues to reflect the power of Howard Freeman's program, reaching 11 percent, WYER fourth with 10 and WYER fifth with 8.

In the afternoon, WINR maintains its domination in the afternoon with 18 percent, WGN third with 13 percent and WYER fourth with 11.

OPEN LETTER

To Measures. Jim Hawthorne, Grady Edney, Sam Lundbard, Charlie England, John Box, Don Keyes, Graham Richards and Jack Thayer.

Gentlemen: You are among the most distinguished and hardest working broadcasters in the industry of whom I have the privilege of being one of your many listeners. But as a result of the type of program you are recording regularly is governed by sales in your area, you cannot be indifferent to the current downward trend in singles sales.

YOU DEPEND on local retailers' reports for your weekly list of "hits." In today's slack market, there are only a few records that are selling regularly. When you ask a dealer what he is selling, his bottom 10 probably represents so comparatively few sales, that sound market research principles would reject them as an indication of what's selling in your area.

What I'm getting at is simply this: Record sales are an accurate barometer of consumer activity. If sales are down, you have a sales problem. And a sales problem is not something you can be guaranteed to get your material new material to your listeners. A station's emphasis on the best of the new product is not likely to be favorable with a feeling that records are important. As one of your advertisers would say, it stimulates demand. Conversely, replace enthusiasm with a perfunctory approach, and you lose new releases being exposed, and singles sales in that market will suffer.

BEST SIDE STORY

San Francisco: Elvis Greer-KSFY: Phone request: "The Gift for 50th Birthday." (Continued on page 72)

Pittsburgh: (Neil MacIntyre-KVQ) No. 1 record: "Arabia" (Dorothy-Showcase). Big chart climber: 1. "I Know Better" (Flammondo-End).

Fresno: (Johnny Hyde-KYNO): No. 1: "Puff" (Peter, Paul and Mary-Lotus). One of the few still on chart: "Perfection" (Andy Warhol-LP). New on survey: "Mecca" (Gene Pinsky-United Artists). "Sandra" (Voyager-Jubilee) and "On Broadway" (Skiffle-Atlantic).

Atlanta: (Hal Pickens-WPLO): Top requests: "Fanny Man" (Ray Charles Mercury). Good response: "Heart" (Kenney Chander- Lurie). "All Over the World" (Nat King Cole-Capitol). "I Can't Get Used to Losing You" (Andy Williams-Columbia).

Miami: (Ricky Paull-Golden): Top songs: "Thank You for the Music" (Ann Marie) (Belmonts-Sabrina) and "Little Orphan Girl" (Carr-Lurie). "Twist" (Joe Vasquez-Joey Lee). "Two Tickets to Paradise" (Rod Stewart-RI).


Stockton: (Ken Wing-KJOY): Big phone requests: "50 Mile Hike" (Billie Holiday) (Pepsi-Cola) "Hound Dog" (Pepsi-Cola) "Beverly Hillbillies" (Pepsi-Cola) "I Love You Because" (Al Martino-Capitol).

TOP 40 BROUGHT A PRODIGIOUS RISE to the record business. It was fresh and exciting. Today, top 40 radio, with its growing young audience, can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it would be successful, we would have to be nothing short of a national effort to both promote and generate interest among the public. The record companies can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it would be successful, we would have to be nothing short of a national effort to both promote and generate interest among the public. The record companies can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it would be successful, we would have to be nothing short of a national effort to both promote and generate interest among the public. The record companies can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it would be successful, we would have to be nothing short of a national effort to both promote and generate interest among the public. The record companies can't undertake its own campaign to stimulate a renewal of public desire to buy single records. How it would be successful, we would have to be nothing short of a national effort to both promote and generate interest among the public. They Also Serve the New Frontier

ARLEN PROGRAMMING on KTOK, a one-man operation, is a welcome change. As the station's manager, Dick Carson, has often said, a radio station is only as good as the people that work for it. In the case of VTOK, that's Dick Carson, Jim Rowen, and Jim Kline.

TROY, N. Y. - While radio stations around the nation this week were whipping their air personalities into a frenzy for the air for a good 50-mile-winner, WTRR in Troy, N. Y., was holding a sitting contest. In protest against the current fad for 50-mile hikes, James Robinson, a 20-year-old junior at Rensselaer Polytechnic Institute, sat himself in a lounge chair in John Mouton's studio and did not arise for any reason for 50 solid hours. Sparked on to greater effort by WTRR's disc jockey, Don Weeks, Robinson studied some, read a newspaper, played chess and napped through his 50-hour "Sitathon." His diet consisted chiefly of candy bars and coffee. Green's record shattered a 30-hour record held by radio talent Jeffrey Stevens in page 72)
TWO SURE FIRE HITS!

LOCKING UP MY HEART

the MARVELETTEs

TAMLA#54077

MY HEART CAN'T TAKE IT NO MORE

the SUPREMES

MOTOWN # 1040

MOTOWN / TAMLA RECORDS

2648 West Grand Blvd. • Detroit, Mich.
### Ready-To-Go Programming

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are page numbers and page dates to fit the program needs of the station.

#### Best Tracks From the New Spotlight LP's

These are the tracks offered for disk jockey programming by Billboard's reviewing panel at the end of the month. Using this material, the station has the opportunity to be the 1st to offer these selections.

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;The World's Greatest Love Song&quot;</td>
<td>Victor Cambridge</td>
<td>RCA Victor (305)</td>
</tr>
<tr>
<td>&quot;I'll Be Seeing You&quot;</td>
<td>Victor Camper</td>
<td>Victor (2641)</td>
</tr>
<tr>
<td>&quot;God Bless America&quot;</td>
<td>Victor Camper</td>
<td>Victor (2641)</td>
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#### Popular

<table>
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<tr>
<th>RUBY BABY</th>
<th>Dirn (Columbia CL 1031)</th>
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<tr>
<td>CAMPUS CONFIDENTIAL</td>
<td>The Four Knights (Capitol T 114, ST 1014)</td>
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<tr>
<td>MAIL THE CONQUERING HERO</td>
<td>Peter Nero (RCA Victor LPM 2631, LSP 2636) “Midnight in Moscow”</td>
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<tr>
<td>THE CASCADING VOICES OF HUGO &amp; LUCIUS CHORUS</td>
<td>RCA Victor LPM 2635</td>
</tr>
<tr>
<td>THE NEW POWER SOUNDS</td>
<td>Sela Ramee &amp; Ork (RCA Victor LPM 2633) “Rage of the Winds”</td>
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<tr>
<td>SUPERCURY</td>
<td>Dick Barry’s Persuaders (Capitol LPM 2633, LPM 2433) “Pentside”</td>
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#### Middle-Road Singles

Not far out in either of the following directions, the singles selected from the current Hot 100 are listed. These are for the near future with emphasis on the Hot 100.

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>2</td>
<td>&quot;The World's Greatest Love Song&quot;</td>
<td>Victor Cambridge</td>
<td>RCA Victor (305)</td>
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<tr>
<td>2</td>
<td>&quot;$ \text{RED} \text{OF} \text{THE} \text{RAK} \text{ACRE} \text{Garden} \text{of} \text{Seeds} \text{10}266&quot;</td>
<td>10</td>
<td>5</td>
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<tr>
<td>2</td>
<td>&quot;OUR WINTER LOVE&quot;</td>
<td>Bill Perkins</td>
<td>Columbia 42619</td>
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<tr>
<td>2</td>
<td>&quot;WALK ME IN&quot;</td>
<td>Darnell Jones</td>
<td>MGM 1079</td>
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<tr>
<td>2</td>
<td>&quot;I'M A BABE IN 3005&quot;</td>
<td>Jerry Wayne</td>
<td>BMI 1079</td>
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<tr>
<td>2</td>
<td>&quot;LIVE FOR LOVE&quot;</td>
<td>Bill Perkins</td>
<td>Columbia 42619</td>
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<tr>
<td>2</td>
<td>&quot;ALL I HAVE TO DO IS DREAM&quot;</td>
<td>Richard Chamberlain</td>
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<td>2</td>
<td>&quot;LAST FATE OF THE WIND&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<td>2</td>
<td>&quot;FOLLOW THE BOYS&quot;</td>
<td>Coast Records</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;THERE'S A LIGHT&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;DON'T BABY ME&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;SEE THE LIGHT&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<td>2</td>
<td>&quot;1ST \text{LARGEST} \text{E}' \text{S} \text{HIT}&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;LOVE FOR SALE&quot;</td>
<td>Arthur Lyman George</td>
<td>HM 506</td>
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<tr>
<td>2</td>
<td>&quot;FINISH THE OTHER DAY&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;SEVEN O'CLOCK&quot;</td>
<td>Victor Camper</td>
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<tr>
<td>2</td>
<td>&quot;REMEMBER ME&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
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<tr>
<td>2</td>
<td>&quot;YOU GIVE ME SHIVER&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
</tr>
<tr>
<td>2</td>
<td>&quot;MY MARY&quot;</td>
<td>Victor Camper</td>
<td>Trudy 567</td>
</tr>
</tbody>
</table>

#### Yesterday's Hits

Change-of-pace programming from your listener's shelves, featuring the disks that made the Billboard Hot 100 before full size records in five years ago and ten years ago this week. Here's how they ranked in the Billboard's chart at that time.

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>POP-5 Years Ago</td>
<td>March 17, 1958</td>
<td>&quot;Sequoia, the Change&quot;</td>
<td>Chaliq</td>
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<tr>
<td>POP-10 Years Ago</td>
<td>March 14, 1953</td>
<td>&quot;I'll Be Seeing You&quot;</td>
<td>Victor Camper</td>
</tr>
</tbody>
</table>

#### YesterYear's Hits

<table>
<thead>
<tr>
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<th>Label</th>
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<tbody>
<tr>
<td>&quot;Sequoia, the Change&quot;</td>
<td>Chaliq</td>
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</tr>
<tr>
<td>&quot;Sweet Little Child&quot;</td>
<td>Chuck Berry</td>
<td>Chess</td>
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<tr>
<td>&quot;Don't Ever Be Mean!&quot;</td>
<td>Jimmy Reed</td>
<td>MG</td>
</tr>
<tr>
<td>&quot;A Wonderful Time Up There&quot;</td>
<td>Edie Adams</td>
<td>MGM</td>
</tr>
<tr>
<td>&quot;Twenty Six Millers, Four Props, Capitel&quot;</td>
<td>Sauce</td>
<td></td>
</tr>
<tr>
<td>&quot;Calling a Fast Train, Perry Conway&quot;</td>
<td>Perry Conway</td>
<td>MG</td>
</tr>
<tr>
<td>&quot;Oh, Julie, Goodnight, Sue&quot;</td>
<td>Sue</td>
<td>CPM</td>
</tr>
<tr>
<td>&quot;Twenty Six Millers, Four Props, Capitel&quot;</td>
<td>Sauce</td>
<td></td>
</tr>
<tr>
<td>&quot;Go Tell It On the Mountain, Emily&quot;</td>
<td>Perry Conway</td>
<td>MG</td>
</tr>
<tr>
<td>&quot;Good Golly Miss Molly&quot;</td>
<td>Little Richard</td>
<td>Specialty</td>
</tr>
<tr>
<td>&quot;Hey Hey Hey&quot;</td>
<td>Perry Conway</td>
<td>MG</td>
</tr>
<tr>
<td>&quot;Don't Ever Be Mean!&quot;</td>
<td>Jimmy Reed</td>
<td>MG</td>
</tr>
</tbody>
</table>

### TV Network Opening Lots of Doors for Disk Artists

#### The New Frontier

*Continued from page 70*

Haven, Conn., recently. Upon making an appearance at WTRY's Pop Weekly Show, sitting Robinson experienced some numbness in his legs and had to have the help of a new chair by WTRY's Don Weeks. Robinson was as more successful and with the help of a few deep-knee-bends was back in shape.

With Robinson occupying the only comfortable chair in the studio, ABC and RCA released some clips showing their stands up.

#### McLendon's Hard Sound Makes Loud Rating Noise

*Continued from page 79*

at the top of the ratings represent a pretty good cross section of mainstream disk artists. WMAQ and WGN have a somewhat "good-music-policy," and WLS and WYRN are both "format" stations.

Interest in the show is at all time high. WMAQ and WGN have stayed fairly constant in ratings (compared to last months ago), and WGN's WYRN's invasion of the market. WLS has come at the expense of WYRN.

No apparent change has taken place between the ratings of MCLD, WLS, or WGN. As Guy Harris, program director of WIND, puts it, "we've made no change because of WYRN and plan none. Our format is one of popular, new and standards.

At WLS, however, Gene Taylor, program director has indicated that the station will make no changes. "We have forced him to expand his play list by some five to 10 records per week. WLS now plays an average of at least 75 to 70 records per week.

WLS has also become "faster" on new material. New disks go to the disk list, but older disks go off as soon as they become "out of date." What about WYRN? There's no dispute that the station has achieved its success with what is easily the "hardest" sound of any of the top-rated outlets. The station, however, declines to describe its sound as "hard rock," but "hard and blues" (though these are the terms used in many quarters).

It's stated purpose has become the best station in the town in terms of "mass appeal."

"We feel our competitors put a lot of pressure on us as a member of the station once said, "We're a little harder, but we take the people who would otherwise be eating in Chicago." WYRN indicated it would play anything that is popular and in good taste. The program is a success commercially as well as someone said, "if they didn't make it popular, we wouldn't be getting the ratings."

WYRN is not only the "hardest," but in terms of new material it is willing to take more risks. Its system is based on getting new material exposed faster. Some 75 per cent of its play list is made up of "red dots" and "red dots" in trade paper charts (fast moving singles). Out of a total of 50 sidemen in its Hot 100, nine were first broken by WYRN in Chicago (and at least half of those were first broken by the station name). WYRN has a total of 60 records on its list; sometimes a "new single" into trade stores are "logged," that is, played every day. The station alternates its "Discovery" and "No. 1" tune every hour on the hour.

The rest of the records are picked by the individual jockeys from the "red dots" and in the studio, Rick Kemp gets to pick his own tunes for his nightly "Battle," but the rest of the songs are picked from the regular list.

---

*Note: The text is a compilation of various sections from an old Billboard article discussing the music industry at the time.*
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MARCH 16, 1963

To Surmise of All, TV Growth Gave Phono Sales a Shot in Arm

CHICAGO — The television industry is credited with giving the radio and phonograph industry its biggest shot in the arm in a man in a position to know.

Gerald H. Rissman, executive vice-president of National Audio-Video Company, maker of the Phonola, noted in reports of a Phonola photography, that statistics show that phonograph sales climbed dramatically with the advent of television.

"The television brought to the public not only the voice, but the picture of the artist—which is the beauty of television. It brought the part of the consumer to own a record collection. It is all this and contrary to what people predicted at the time television firms praised," Rissman said.

The Waters Conley executive sees a mushrooming market for phonographs in years to come. He said that although 74 per cent of the entire population have record players, the majority of the new dwellings have no records, and he expects the crowd will gather to listen.

Million Units

He predicted that in 1963 alone, more than 10 million units will go into homes of new families.

Other increases in the market

EVEYBODY Dribbles At Basketball Bingo

CHEYENNE, Wyo. — One sure-fire means of insuring that the public will listen to a radio sale is to give them an additional incentive to stay tuned to the show, according to Fred A. Garvalia, of Garvalia Music Company in Cheyenne.

To prove his point, Garvalia, a radio, television, phonograph, tape recorder and components, Garvalia is sponsoring a basketball game in connection with each basketball game of the University of Wyoming team.

Listeners are invited to drop by the sales department store in Cheyenne to watch the game on the radio, on a free bingo blank. Then, they need only keep the ear Marty while listening to the game, since when home, and as scores are announced, blank off corresponding numbers on the bingo card. When a player wins, with complete roars on the card, he need only to telephone the radio station broadcasting the game, which checks the card, and then sends him a $5 gift certificate. In addition to the weekly winners, there are $2,500 in merchandise for the winner of the most bingo games at the end of the basketball season.

In a second city, the Wyoming stereo retailer uses plenty of stereo music, plenty of interest, and scores of deals in the field, and, of course, extends a constant invitation to listeners to stop in and hear the latest stereo music.

In any case, in order to play the game correctly, it is necessary that the station hear the listeners continuously, there is much more opportunity for that radio message to "sink in."

Garvalia has sold a good many phonographs directly from the unusual show, and has built up the largest listenership in the state history.

"Everyone likes to gamble a bit," Garvalia indicated, "to the point that we now have thousands of listeners playing bingo whenever a basketball game is scheduled."

MUSIC SHOW HOURS. Last month in this space we quoted a lament by L.M. (Sandy) Sandwich about NAMM's annual Music Industry Trade Show, the Next exhibition to be held in Parley's, Sandwich, the consumer products staff director of the Electronic Industries Association, made up his mind:

Change the hours of the exhibitions at the Music Show so that the product showing and selling could dispense with the waltz dance. Sandwich was still nursing scars from last year's all-day panel sessions, which were sponsored by EIA, which presented a wealth of radio-phonograph selling information—to the empty walls of the hall in which the sessions were held during a scheduled daily period during the show, so visitors could attend meetings.

Apparently Sandwich convinced both the NAMM Trade Show Advisory Committee and the NAMM board of directors. Word has not last week that the show hours have, indeed, been changed, along the lines recommended by Sandwich.

THIS YEARS SHOW will be held July 21-23 at Chicago's Palmer House. The board of directors has voted to open the exhibits at 10:30 a.m. (instead of the former 9 a.m.) Monday through Wednesday, July 22-24, and the schedule all meetings and seminars from 8:30 to 10:30 a.m. The full schedule of exhibits closes at 5 p.m. Monday, Wednesday, Thursday, 10 a.m. 6 p.m.

The EIA, meanwhile, will decide at its March 20-22 spring conference in Washington, whether to sponsor another consumer electronics show.

FM STEREOS PROGRESS. During its first full year, FM stereo made surprising inroads in the packaged goods field. EIA reports that nearly 46 per cent of all radio-phonos and TV-radio-phonos combinations produced in 1962 were now of the scheme.

The breakdown: Radio-phonon combinations—298,816 produced, 162,206, or 55 per cent, capable of receiving FM stereo. Thus, in combinations alone, 703,299 FM stereos were sold. This figure doesn't include imports, nor does it take table-model radios with FM stereo built-in. Nevertheless, it's a good guess that these latter categories brought total FM stereo sales last year to a total of well over a million units.

For the year, the eight-inch models and about 90 per cent of component tuners built will be FM stereo-equipped. Add in table radios and imports and the total will come to about two million units — or 50 per cent of the anticipated output of FM sets and combinations for 1963.

RADIO PRICES DOWN. Prices of U.S.-trade name transistor radios continue to decline, with introductions of new lines. Following GE's introduction of a gift-packed six-transistor miniature at $16.95 and a two-transistor set at $9.95, a third transistorized set to $14.95 and its gift priced eight. Then Motorola came out with its line starting with a six for $14.95 and a two-transistor line for $11.95.

HOW BIG IS SMALL TV? The U.S. transistor radio market was largely developed and exploited by importers. Japanese-made radios appeared in many outlets which hadn't formerly handled radios of this type, and things may be different now in television.

The "Manchurian" invasion from Japan now seems to be underway. It was certainly given impetus last week by Sony's action in slashing $40 from the price of its S-Six Micro TV, bringing it to $189.95, exclusive of battery or accessible rechargeable battery. Some use of the eight-inch transistorized set is expected to open many new outlets for this type of portable, transistorized TV.

How well is Sony's wee TV selling? Beyond our expectations is the only comment from Sony of America, the factory-owned importer. There's industry guessing, however, that perhaps 14- to 20,000 were sold last year, mostly during the Christmas season.

Japanese manufacturers are taking a good hard look at the "personal TV" field indicates that their market research departments may see some demand for it. General Electric is expected to come out soon with an 11-inch non-transistorized set, and is also exploring the idea of making a battery-operated transistorized version later. Westinghouse has ordered some six-inch transistorized sets from Matsushita, its Japanese licensee, and is considering selling this set in the U.S. under the Westinghouse trade name.

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The small TV market may now be setting a record which has not been set for years. The 8-inch Sharp set (made by Hakawaka) is now selling on retail counters at a $259.95 list, and within four weeks Sharp's 9-inch Sharpie set, with a six-inch TV set, which carried a tentative $199.95 list before the reduction in Sony's price.

The 7-inch Sharpie set, like those of other Sharpie competitors, may have come down as a result of Sony's cut. But here are some other Japanese transistorized sets which are scheduled for sale in the U.S. in coming months, together with new sets on the way.

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Panasonic by Matsushita—nine-inch TV at $249.95, five-inch at $199.95 and a three-inch TV set, with a color TV set, which carried a tentative $199.95 list before the reduction in Sony's price.

Dentona—four-inch TV set which operates on nine flashlight batteries at $149.95, and five-inch at $179.95, both of which are expected to appear in outlets beginning in May or June.

Channel Master—eight-inch set built by Sony will be sold; pricing has been announced; ordering is being maintained in light of Sony's action.

You'll see it more and more of these little TV sets, in more and more of the smaller retail outlets. They could be the next big boom in consumer electronics— or a bust.
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THE FAMILY INVITES YOU TO

SING ALONG WITH JACK

HIT SONGS FROM THE NEW FRONTIER

VIVE LA DYNASTY
OH, BURY ME NOT
HOME ON THE CAPE
GO AWAY, DIXIE LAND
I'M CALLED LITTLE CAROLINE
OH, DEAR, WHAT CAN THE MATTER BE
AND THE STOCKS CAME TUMBLIN' DOWN
THE PEACE CORPS GOES ROLLING ALONG
I DREAM OF JACKIE WITH THE BOUFFANT HAIR

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AUGUSTA, Ga. — Emphasizing field tests of monaural tape units instead of stereo has paid off for Walter Galosky, of W & V Co., Inc.

Concentrating on monaural tape recorders, at a lower price, still capable of excellent music reproduction, but continuously useful for recording speeches, parties, serving as business dictation machines, and general fun for the consumer is the secret to sales success, Galosky feels.

Though he carries stereo equipment up into the over—
$700 range, he sells 85 per cent of his volume in lower-priced monaural equipment—and keeps a reputation as a topnotch center for tape recorders by carrying no less than 50 in stock.

The huge inventory carried in a camera shop tends to build confidence in a tape-recorder prospect. Galosky eschews small battery-operated tape recorders which he thinks are merely "toys" and maintains the stock in as wide a range from $79.95 to $645.

Most of his volume is sold in monaural lines which he has selected for their rugged, dependable construction and low rates of service calls, which allow him to extend unconditional guarantees. On some tape recorder lines, the Georgia photo dealer offers service free for one year or even two years, depending on the price range, and the machine's reliability history. Galosky never misses an opportunity to demonstrate a recorder to his regular photo.

Vendors with large inventories such as Galosky's can demonstrate that their products are being well received by the public, and this can only mean more business for the entire industry.

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Reply: BOX 473, BILLBOARD

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Attention: Record Companies

Attention: National Distributors

Attention: Top-Slide Promotion

Attention: National Distributors

Attention: Record Makers

Attention: National Distribution

Attention: Record Makers

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*SRDS is the accepted national authority for statistical data on the record business. It is used to serve the needs of record buyers in all fields.*

**SUMMARY:** Billboard has made paid circulation (and the only audited paid circulation) all together combined!

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<th>Type of Advertising Effectiveness Research Available.</th>
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<td>Music Vendor</td>
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**Billboard leadership**

unquestioned in '62, and growing greater in '63

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Ask any experienced professional in the industry.

---

**SPEAKERS DEAL ADVICE AT NARM CONVENTION**

*Continued from page 4*

and learn about it, said Lieber- son in his talk. They must learn about the manifold problems in- volved in creating a record, packaging a record, and finally, selling a record. Records are an essential part of the business, Lieberson said, and a good jobber, to run a successful opera- tion, must know about catalog material, companies, markets, and must also know what the consumer wants to buy.

**JULES MALAMUD**

SAN FRANCISCO — Jules Malamud called on the record industry organizations and as- sociations to join together to create an industry council to work on record problems. At the Fifth Annual NARM con- vention in San Francisco last week Malamud asked NAA, ARMADA, KOSA and SOCAN to join with NARM to help solve a number of non-controversial industry needs.

At the same time Malamud noted that he had no intention of leaving NARM and hoped to be working with the organiza- tion for many years to come. Malamud said that one of the things the all-industry council could work on right away was the need to reduce freight rates on record shipments. He said that the trucking industry still charged the same rates for 45's and LP's as it used to on the old heavy breakable shellac 78's.

He also said that an industry council could set up a National Record Month to promote rec- ords from coast to coast, and could call on artists to help plug record month on radio, TV and in concerts.

**IRA MOSS**

SAN FRANCISCO — Ira Moss, head of the low price Ambas- sador Line, said in a speech at the NARM convention last week that price cutting, dis- counting, and discounting of trade manufactur- ers and wholesalers, are hurt- ing the record business by destroy- ing the profit motive for dealers.

Moss pointed out that price cutting has diminished the importance of records in the consumer's eye. He noted that many dealers have left the busi- ness due to the lowered profit on discounted disks. He said that retailers have been hit by sly prac- tices, deals and arrange- ments on the part of some quasi-manufacturers.

Turning to the book industry, he asserted that they had stabilized book sales and kept book store profits by keeping a stabilized price level. This is what the record industry must do, he said.

**RACKERS’ MOVE NIXED BY MFRS.**

*Continued from page 4*

such recognition at the various meetings. Some of the rackers were being off steam. But at the same time the rackers were revealing a deep and steady concern that they now have over their future as rack jobbers. Again and again it was brought up that regular distributors are entering more and more into rack jobbing, and they said again and again that distributors who have racks have a definite price advantage over rackers.

It was also brought up more than once by rackers that large volume buyers of records, like department stores or large gen- eral merchandise stores, were buying records at the same fractional discount (10 per cent) that rackers buy at, and thus rackers were buying their records at the same price as some retailers.

The price squeeze that all seg- ments of the record business are now undergoing was mentioned by the rackers. Many of them pointed out that they had discount to compete against large volume purchasers who re- tail their disks at deep discount prices, thus making many of their racks unprofitable. Ac- cording to many of the state- ments made on the floor by rackers, some of them even won- dered if they could stay in business with today’s high cost of doing business and the low profit margins.

It is possible that many of the statements made on the floor in the public meetings were not exactly the same as the state- ments made in private when rackers and manufacturers met individually each other. Rackers were that some manu- facturers sweetened the pot with a little bit extra here and there for those rackers who need that extra to continue in business, or who do enough business to deserve it.

But there is little doubt that rackers are feeling the pinch of the price squeeze right now, are worried about Korvette and other large merchants entering into their markets, and are also worried about the effects on their business of distrb-owed rack operations. They made that quite clear at this most dramatic of all NARM con- ventions.

**President Award Added to List**

*Continued from page 4*

Best Selling Comedy Recording. Award. The Best Selling Child- ren’s Line was Golden. The Best Selling Orchestra—a new award — was Billy Vaughn. The Best Selling Economy Price Line— under $1— was Pickwick Inter- national. Best Selling Economy Line— over $1 retail— was Camden.

RCA Victor won the award as the NARM Associate member- ship which has demonstrated un- matched achievement in those pur- poses for which NARM was formed.

Cameo - Parkway won an award as the Associate member- which has demonstrated the greatest progress in the past year, in those purposes for which NARM was formed.

---

**Members Did Biz of $100 Mil.**

*Continued from page 4*

counted for about 19 per cent of gross dollar volume. Kiddie records (other than LP) ac- counted for about 5 per cent of the gross dollar volume. Of these prices were up slightly over 1961, due to the drop-off of EP's from over 4 per cent to just under 2 per cent.

Stereo records continued to sell in larger quantities as against monaural records. In 1962 NARM members sold 33 per cent of all their LP's in stereo, as against about 31 per cent in 1961.

The survey also showed that 95 per cent of all NARM mem- bers sell singles, 68 per cent sell LP's. 96 per cent kiddie rec-
Why does everybody like the Rowe AMI phonograph?

OPERATORS ... because they can provide 200, 160 or 100 selections with only one phonograph. Because Rowe AMI has all the features, including a Top Talent tune setup, that save a routeman's time. Because its realistic price and low operating costs mean more net profits.

LOCATIONS ... because of its downright dependability. Because it makes more money from music.

Because it can be fully personalized to the location no matter how long the name.

PATRONS ... because it has plenty of selections to choose from in every category. Because it delivers the music, in beautiful Stereo Round,* without delays that provoke impatience.

There are dozens more reasons for the popularity of the Rowe AMI phonograph. Ask your Rowe AMI distributor and get yourself a deal.

*Pat. pending

ROWE AC SERVICES
18 S. Michigan Ave., Chicago 3, Ill.
Andover 3-5555
Rowe sets the standards in vending equipment, bill changers, music systems.
Cancelling an Antwerp Fair; Sept. Date is Possible

The cabinet on Chicago Coin's new Grand Prize bowl-er has restyled cabinet that facilitates servicing and is easy to move. The bowling camera is a new innovation.

Cabinet is designed by a Senate committee of the Kansas Legislature. Championed by the State's Attorney General William Ferguson of Kansas City and by the U.S. Attorney General's office.

The model is demonstrated to the committee by the attorney general. Versions of this model have been on display for the past two years but have never passed the committee.

This model has been on display for the past two years but has never passed the committee. The attorney general told the committee that the model is demonstrable to the committee. The attorney general's office.

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Bally New Fun Phone

Bally New Fun Phone Spins a Dozen Tales

Cyril Shack

On U.S. Tour


Shack flew to the U.S. last Sunday, (3) making his first stop Chicago and a stay there of three days.

Next on his itinerary is Las Vegas, and Shack expects to make several stops on the way to Los Angeles, including New York.

The attorney general's office.

The attorney general's office.

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TORY IS MARCH 18

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European Buyers Prefer Used U.S. Juke Boxes Over New Units

BY OMER ANDERSON

HAMBURG — Analysis of European phonograph sales points to a trend toward used in preference to new machines, presumably a reflection of the tightening European economic situation.

A poll of the major European importers of American equipment, new and reconditioned, showed that all of them plan to reduce the buying of new machines in favor of used equipment. One of the largest distributors of new U.S. machines reported a decline of 20 per cent in U.S. new equipment sales over the last three months. All reported declines ranging between 10 and 20 per cent.

Conversely, distributors of U.S. used machines said sales were increasing, and analysis of their estimates showed the gain in used phonograph sales is in direct relationship to the decline in new machine sales.

Where the trend is not immediately confirmed by import statistics, it is reflected by a gain in the purchase of European-built, moderate-priced equipment — and a corresponding decline in the purchase of U.S. prestige boxes, whether imported directly from the U.S. or locally assembled.

A Hamburg distributor, one of Europe's largest, explained, "A quiet revolution has been in progress ever since last summer, although most of us didn't realize it until recently."

"U.S. machines are still prime in Europe — still the prestige phonograph. But this doesn't necessarily mean they have to be new machines, not in view of the general damping of the European boom. The tone is very much off the" — the speaker added, "and every operator is caught in a coin-operate squeeze and is looking for ways to economize."

Little Difference "The trend toward used U.S. equipment is simply that it's too good — too well made. Operators are discovering that used U.S. machines will do very well for many locations where they formerly placed only new machines. There is very little difference, despite what the experts claim, between new and nearly new equipment between two and a half years old,"

In Leghorn, Italy, Notamot, a major World Wide distributor summarized, "The trend is toward locally produced phonographs at economy prices. Few operators will come right out and say so — they all feel it is necessary to talk in terms of the U.S. prestige machine."

"But how they talk and how they buy are beginning to be two entirely separate matters. Moreover, who says a U.S. prestige box has to be new? Not at all. U.S. phonographs are good for five or six years, and for several years at top locations."

There is no single source of coin-op sales figures for the European market, although one day such statistics will be available from the European Common Market executives in Brussels. However, analysis of figures supplied by leading European export-import firms and by major distributors confirm very clearly the trend indicated by U.S. Department of Commerce figures.

U.S. Figures Department of Commerce figures for the three latest months available — August, September and October — show a steady proportionate rise in the purchase of used as opposed to new American phonographs. New box and old box (in brackets) totals are: August, $693,306 ($201,913); September, $736,974 ($206,615); October, $462,598 ($178,519).

Phonograph totals: August, 1,356 (754); September, 1,050 (627); October, 596 (355).

These are the U.S. worldwide export totals, but they mirror precisely the European coin machine crossroads and clearing house for the Continental trade. Belgium is the main port of entry for U.S. coin machine shipments.

(Continued on page 52)
Weather, Flu, Strikes, Taxes Pare Cleveland Phono Takes

By BOB SUDYK

CLEVELAND — This is the winter of discontent for the coin machine industry of Northern Ohio. An impossible winter. The flu epidemic, local strikes, FM radios and a new tax have wiped the shine from the 1963 coin box.

At the start of the year nearly every operator and all distributors predicted a gold rush that would sweep volumes up as much as 25 per cent over last year, also a decent year. Long-time local Ole Lief of L. C. Music Company and Arnold Lief of Lief Music Company, two of the largest concerns, predicted a good year for the entire industry.

So what happened? The worst winter in the history of this area has hung leeches from this warm outlook. December, January and February were the coldest months on record with temperatures falling as low as 22 below. Snowfall is also the heaviest in history.

Joseph Abraham of Lake City Amusement said, "Sure the weather has hurt. Do you expect us to take the juke box into their homes? We'll just have to wait it out!"

Gas Shortage

Hyman Silverstein of Excel Phonograph also reported a drop in collections. He said, "Huge gas bills that people have to pay cut down on the spending money; because of the shortage of gas some of the small shops have closed down. These shutdowns hurt everybody's purses."

Excel has also had heavier service calls. Many of the bars and small restaurants don't keep their locations warm enough, especially over night and many machines are "working slow" and "gumming up," according to Silverstein.

Allan Kleinman of Advance Music Company blames the weather for about a 10 per cent fall-off in old locations but said that revenue is up about 20 per cent. The increase is due to new business.

Flu Epidemic

The second thorn in the rosy outlook is a flu epidemic that kept attendance down in taverns and eateries. Charlie Correll of Cadilene Music Company blames the flu and the frigid weather but reports his collections healthy.

The Cleveland newspaper strike, now entering its fourth month, was blamed by Louis Pearlman of L & N Music Company for a drop in the take. "People in the bars are listening to the radio and television news broadcasts to keep up with what's going on. Nobody wants to turn on the juke box," he explained. L & N is down 20 per cent.

Edward Kenney of Kerney's Amusement says business is down almost 20 per cent and pins major blame on area strikes. In addition to the newspaper shutdown, rubber workers, two large machine tool firms and clerks for the telephone company are on the bricks.

FM Radio

A fourth problem to crop up this winter was revealed by Attewell. He claims a push in recent weeks by tavern owners who are being introduced to an FM radio setup with large speakers.

"They are installing these and asking me to remove the background music. This costs me about $30 a month. They keep the juke box box with FM music on, nobody is playing the joke," claims Attewell.

Two other operators noted a recent switch to FM by a few of their prestige spots. But Abraham, Comella and Silverstein dismissed the FM influx as merely isolated instances and by no means a trend.

Just a Fad

"I've had a couple spots switch to FM arrangements and (Continued on page 82)
Key Brothers' Change-Them-Often Policy Opens Lock to Bigger Profits

By BOB LATIMER

DENVER — The old adage that "You've got to spend money to make money" fits the scope of phonograph record executive Sam Hilderman's operations, as well as any other business field, according to Dan Keys, of the big Apollo Music Company here.

Because Keys and his brother, Sam, partners in Apollo management, have been willing to experiment, and to invest much more in record changes than usual, Apollo has become one of Denver's largest and most successful operations.

There are two major reasons: one of them the fact that Apollo men regularly change from 10 to 15 records at every two-week stop, and the other prevalence of old favorites on every music program.

Old Favorites

Actually, the over-size record-change policy is appended directly to the heavy emphasis on old favorites which has been characteristic of Apollo locations for the last two years. All Apollo locations, with the exception of rhythm and blues spots, carry two to the usual number of old favorites, and in some cases as much as 250 or even 300 per cent more.

In other words, simply it is the Keys brothers believe that nothing but the hottest new hit has the appeal of the old favorites, and that giving the customer a much wider choice of nostalgic music will keep dimes, quarters and half dollars flowing, where nothing else will.

The choice of the old favorites is left up to Dan Keys and Bob Hilderman, who handle the collecting and programming chores. Apollo doesn't believe that a programming job can be done by someone who is not in constant contact with location owners and their customers.

Rock 'n' Roll—Very Lively Corpse

By NICK BISO

CHICAGO — Rock and roll is dead — not too many people have heard about it. Not the kids, or the radio stations or record stores, or even the adults.

A sign of widening horizons, or a form of inverse sophistication? Perhaps. But more likely a matter of getting accustomed to a fad which no longer is one.

All of which could be one big reason why more and more rock and roll-orientated hits are finding their way into the pop market. We include the broad category of rock and roll, which covers the twang and even forms of the Bossa Nova.

Fred Sipora of Singer One Stop here cites numerous examples. Take the current chart-topper, "Walk Like a Man" by the Four Seasons on Vee Jay.

It was pure rock and roll, a real teen sound. Then caught on and became solid pop. What does this mean to juke box operators? Just this.

The rock and roll records that go pop end up with a durability cycle. First they take off as a teen record. Then they either die or they hit that plateau that mushrooms them into the pop field.

The idea is to break the plateau and go pop take off even faster in the second cycle do. In other words, a teen record that goes pop seems to have some built-in sales appeal that

Seeburg Releases 10 More Little LPs; 32 in Month

CHICAGO — Seeburg this week announced the first supplement to the firm's second addition of its Little LP Catalog (33 stereo seven-inch records with three tunes to a side).

The new selections cover pop vocals, pop instrumental, jazz and R&B, classical.

For the third consecutive week, 10 more Little LP albums were released, bringing to 52 the total of new releases since February 18. Epic is the latest label to join the fold.


Texas Ops Must Show New Decal

AUSTIN, Tex. — A new type of permit for cigarette vending machines goes into effect March 1, State Comptroller Robert S. Calvert announced.

The permit, a golden colored, pressure-sensitive type decal, must be prominently displayed on each cigarette vending machine. These machines not displaying the new type permit will be removed from the law.

Calvert urged vending machine owners to file their applications for permits with the comptroller's department in Austin, or with district offices of the department, without delay.
Wurlitzer '63 Push
ZUG, Switzerland — Wurlitzer Overseas Corporation is conducting a large sales expansion program for 1963, aimed at establishing strong Wurlitzer agencies throughout Scandinavia and the Middle East without reference to trading blocs and the common market hotels between France and Britain.

Wurlitzer's big sales push, masterminded by Hans Schei-

deger, so far numbers these agencies: F. Weinekopf & Company, Zurich; M. Vertegel & Sons, Dublin; N. H. Venoui, Athens; Erich Schneider, Hamburg; Ruthe Maskeudveldeld, Drimmelen; Pohjola Ammariin Sachari-ko-aktenkde, Helsinki; Oide & Zeeck, Bremen; David Vennil, Viirum; Georgsen Brothers, Copenhagen; Cyril Kane, England; Telespar, Enserloh; Erich Willems, N. V. Rotterdam; Denhorn Equipment, Ltd., London; E. Bason, Faric Paolo Bonnici, Malta; Anibah Barreiros, Lisbon; and Atlas Amusement Company, Casablanca.

See Low-Cost Disk

COLOGNE — West Germany's Central Organization of Coin-operated Photo and Phonograph Operators (ZOA) is working to recruit six major German diskiers for its "compact" record production program. ZOA proposes production of 300 economy disk juke box play which would be issued without advertising and other promotional amenities.

Operators would work with producers to bring out disks at the lowest possible price. ZOA calls it a "basic" disk for exclusive use in a "compact" photo-phonograph trade.

Destined to be invited to participate are Ariston, Deutscher Grandopho- mophon, Elektro, Metronome, Deutsche, Philips and Tulder. ZOA contends that introduction of new technical processes and shortening of the production line would reduce production costs. For its part, ZOA promises to place its membership solidly behind the "compact" disk program, guaranteeing a large, stable market.

German Phonograph Scene

LEIPZIG — Communist East Germany plans to exhibit models of its new "Polyphonograph" phonograph at the Leipzig coin trade fair, which will be held the last week in March. The 90-coin exhibit is accompanied by the VEB Bunkwerk, Erfurt, which will show an experimental stage. Its production began last year and then halted because of economic difficulties in East Germany.

East Germany's economic planning board has agreed to new emphasis on production on condition that the Erfurt factory obtains sufficient foreign orders to finance importation of certain components. The Erfurt firm (State-owned) hopes to get orders for coin-operated jukeboxes for at least several hundred phonographs.

DAVG Has Birthday

FRANKFURT — West Germany's diskier organization, Deutsche Automaten- und Geschäftshandel-Verband, is observing its 10th anniversary. It was formed in 1953 by Gert W. Schulze and a year later reorganized by the DAGV by Helmut Rehbrock.

The distributors' initial major victory was the enactment of the August 13, 1953, payroll tax, which the trade credits with providing the financial base for the coin trade in this country. Germany's payroll tax has provided for closely regulated payroll. It has been modernized and has succeeded in keeping the payroll tax in play and out of disastrous crisis.

It is regarded as the financial underpinning of the operator trade at the moment, contributing to the credit prevailing in Britain between payoffs and phonographs.

Belgian Bingo Status

BRUSSELS — Belgian authorities have announced that "bingo games are still on their post-natal soil" and that it is "premature" to speak of cancellation of the prohibition against bingo.

Authorities said they were not impressed by reports that bingo has been given a clear field after a series of tentative moves to ban the games. The authorities feel that bingo operators are unduly aggressive about forcing cancellation of the legal bingo operation which has taken place. There has been a gain of 7,000 games in operation in the last year.

ATLAS...Reconditioned—Guaranteed
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ROE-OLA 1438 $150
ROE-OLA 1437 $150
ROE-OLA 1436 $150
ROE-OLA 1435 $150
ROE-OLA 1434 $150
ROE-OLA 1433 $150
ROE-OLA 1432 $150
ROE-OLA 1431 $150
ROE-OLA 1430 $150
IMMEDIATE DELIVERY on the SENSATIONAL NEW
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GAMES

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Golfball Liberty Bell 4/6, 345 $55
Golfball Liberty Bell 6, 450 $55
Golfball Flipper Clown 265
Gamer State Fair Fun 175
Set of the State Fairs 425

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We buy obsolete machines

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MARCH 16, 1963

BILBOARD 85

www.americanradiohistory.com
Editor to Address NVA

CHICAGO—G. R. Schreiber, editor and publisher of Vend magazine, the major equipment vending industry’s leading trade publication, will speak at National Vendors Association’s large annual convention to be held March 28-30 in Chicago’s Sheraton-Chicago Hotel.

A welcome to a chain store buyer will also join Schreiber on the podium. Details were not confirmed by press time, but Jane Mason, executive secretary of NVA, said an announcement would be made next week.

Mrs. Mason added that several new exhibitors had been signing NVA nearest an all-time exhibitor high. A full list of exhibitors will appear in a forthcoming issue of Billboard.

Some 400 guests and more than 30 exhibitors are due for the annual convention which is the bulk vending industry’s largest social event.

Virtually every large operator, distributor and manufacturer in the industry will be in attend-

ance. Operators will view equipment that will be produced throughout the year.

In addition to the exhibits, an important part of the conven-

tion will, as always, be the informal meetings and conferences between operators, distributors and manufacturers.

Feasted Speaker

Schreiber, NVA’s featured speaker, entered the vending industry at the beginning of its great growth period. He began a study of the industry in 1945 while he was executive news editor of The Billboard Publishing Company, a member of the faculty at the University of Chicago.

Educated at St. Joseph’s College, Indiana, and the University of Chicago, Schreiber entered the publishing business as a feature writer for a group of Ohio, Kentucky, West Virginia and Indiana newspapers.

In 1943, he joined the University of Chicago where, in addition to teaching, he served as advisor to the University publications and director of student activities.

He resigned from the University in 1946 to devote his full

Texas Court Exemption on State Sales Tax

AUSTIN, Tex.—The Third Court of Appeals agreed with a trial court that four vending machine firms do not have to pay the sales tax on gross receipts from sales of less than $25.

The decision reverses an administrative ruling made by State Comptroller Robert S. Calvert, and is estimated to drop State revenue about $1.5 million annually by application to all types of sales under $25.

In the action the court affirmed the decision of an Austin district court in favor of Neely Vending Company, Austin; the Canteen Company, Dallas; Galvanex Brothers, Austin, B and M Vending Company, Lubbock.

District Judge Herman Jones ruled last August 3 that the firms do not have to pay the tax on their gross receipts and said almost $12,000 in taxes paid under protest would be returned.

In arguments before the civil appeals court February 6, the State contended that the provisions of the sales act do not conflict until applied according to the comptroller’s interpretation.

One provision of the tax law exempts sales of less than $25.

Guggenheim Releases New Charm Items

NEW YORK—Karl Guggenheim, Inc., this week released two new charm items for the bulk vending trade.

Play Foods, a 1-cent plastic item, consists of a series of 25 simulated foods, including apples, beans, pears and various other fruits and vegetables. According to Bob Guggenheim, president, the series has been location tested and has proved particularly effective in

"A New Frontier in Bulk Vending"
Oak New Titan Trio to Get Spotlight at NVA Parley

CULVER CITY, Calif.—The Oak Manufacturing Company here will show its new Titan Trio at the National Vendors Association convention in Chicago's Sheraton-Chicago Hotel March 27-31.

The unit features a large globe with a capacity of 4,000 pieces of cent gum, flanked by two 300 Acorn all-purpose venders. The machines are mounted on a built-in cast iron base and solid wrought iron brackets attached to the central unit (see photo).

Coin control on the Titan is interchangeable to accept pennies, nickels, dimes, quarters or foreign coins. The separate coin box simplifies collections.

The design allows the machine to dispense ping pong balls, capsules of any size, unshelled peanuts or popcorn. The 300 Acorn all-purpose venders have new plastic globes and standard fail-safe mechanisms. Each has a capacity of 200 capsules or 400 of the jumbo rocket mix. Each unit weighs several pounds.

Shipping weight of the Titan Trio is 45 pounds.

The Superior Capsule Vender® The ultimate in quality Capsule Merchandising. Vends any item which can be placed in a capsule. 5c, 10c and 25c.

With QUICK-TACH at slight extra cost.

Cleveland Coin Machine Exchange, Inc.
2029 Prospect Ave. Cleveland 15, Ohio. Phone: Tower 1-6715

Oak's Titan Trio

Bulk Venders Face Chi Meet With Optimism

CHICAGO — The nation's bulk vending distributors will be meeting here this month in an aura of goodwill and an unprecedented good year for the industry.

The National Vending Machine Distributors Association will host a luncheon Thursday (28) and dinner Friday (29) for distributors of New Vendors Association in Chicago's Sheraton Hotel. Bernard Bitterman, Kansas City, Mo., secretary-treasurer of the group, noted that the "industry's sales volume was very good and that January and February figures gave every indication that 1953 would be at least as good if not better a year as 1952."

Bitterman noted that the distributors would be discussing problems in three areas: Manufacturer assistance—development of new equipment and new fill ideas. Operator aid—new marketing and merchandising ideas aimed at helping operators do a better job.

Tax legislation—fighting prohi-bitive and adverse legislation. The group will also hold its annual election of officers. Present slate includes: Moe Mandell, Northern; William Kurtz, Service, New York, president; Jack Nelson, Logan Distributing Company, Chicago, vice-president, and Bitterman, secretary-treasurer.

Schreiber to Talk

* Continued from page 86

time to Vend and the major equipment vending industry. The magazine editor's column was published in November, 1946.


Using switched direction, Vend has an important role in the continuing development of the major equipment field. The magazine first focused attention on the advantages of diversification, established the widespread practice of written contracts, waged the first aggressive campaign to curb "blue sky" promotions. Through its continuing market research projects, the magazine serves as a clearing house of factual knowledge.
British Journalists Dig French Film Juke Box

LONDON — Scopitone, the French-made film juke box machine introduced to Britain in January at the Amusement Trades Exhibition, is getting its biggest daily play in London's Fleet Street.

This is reported by Norman Miller, director of Radiovision (Westminster) Ltd., distributors of Scopitone here.

"Printers and journalists are getting the biggest bang out of it," he said. The units, located in a 24-hour operated cafe, is so busy that special arrangements to keep coin change on tap (the unit plays for one shilling) had to be made.

The fact that the films to date are vocal in French, in a land where bilingualism is rare, has not deterred spenders, who on Fleet Street range from copy boys to veterans who roll the daily presses, Miller said.

Radiovision official reports their import of Scopitones units as 50 a month minimum. "They are placed on location as fast as we can clear with customs," he said.

The firm favors the split-commission method of operation, but sells outright at £6,900 with discount for quantity. Lease price is £990 a week.

The first £30 is the operator's, on the split-take arrangement, but is unguaranteed. The balance of payout is on a 50/50 deal.

BULK VENDING OPERATORS at the National Vendors Association convention in Chicago will participate in a drawing for this 1963 Falcon station wagon March 30. The Paul A. Price Company, sponsor of the drawing, has distributed tickets on the following basis: One each for the first $1,200 of purchases in 1962 and one for each additional $100 purchase. Additional tickets will be given for purchases made during the show. Winners must be present at the drawing.

ATTENTION: VENDING MACHINE OPERATORS

VENDING MACHINE DISTRIBUTORS

A SPECIAL PACKAGE PLAN COVERING ALL EVENTS IS AVAILABLE AT $15 per person — $25 per couple

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FRIDAY NIGHT PARTY
SATURDAY BANQUET AND SHOW
PARTICIPATION IN MYSTERY EVENT...
A DELIGHT OF PRIZES AND SURPRISES

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REGISTER NOW FOR:
NATIONAL VENDORS' ASSOCIATION

"VEND-O-RAMA '63"
SHERATON-CHICAGO HOTEL
CHICAGO, ILL.
MARCH 28-29-30-31

Send in the following blank with your check to:
JANE MASON
Exec. Secretary
1155 N. Cicero Ave., Chicago 31, Ill.
**Rock-Ola Sets Boston Distrib**

**BOSTON — The Music Vending Corporation, a new firm formed by Al Levine and Al Simon, has been named Rock-Ola distributor for New England.** Simon, one of the deans of the coin machine industry, is Rock-Ola’s New York director. Levine had been sales manager for Boston’s Roid Distributing Company and had been associated with various other Boston distributors.

The new firm will handle the complete line of Rock-Ola music machines and accessories. An executive house at the firm’s Commonwealth Avenue headquarters is planned, with all New England operators invited.

**Custom Consoles Big in Germany**

**MUNSTER, West Germany — Heinrich Hecker, German phonograph manufacturer, Seeburg’s LP Console concept several years ago with his Phonophor, which houses a Seeburg mechanism in stylized cabinets harmonizing with location furnishing. Hecker’s business has boomed to the point where he is now offering 10 different console styles, ranging from modern to period furniture. They include the Bremen, the Munich, the Cologne. The Phonophor comes equipped with six remote-control selector switches. Hecker attributes part of its success to its “interior decoration consultation,” which means the firm will send an expert to the location to advise on the type of console cabinet harmonizing best with its decor.**

*FOR SALE*

**10 Late AY 160**

**5 Like New Rowe AMI**

**10 Like New DS100 and DS160**

**120 Boylston St**

**Boston, Mass.**

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**BARGAINS FOR THE WEEK**

**GAMES**

250 OF THEM

Resolves a Large Lot of Drinks and Coffee Vending Machines in Trade, Also a Large Lot of Photographs.

**WHAT DO YOU NEED?**

United Midwest, Chicago, 1316 Loop...$50.00

Rossman, St. Louis, Mo. 1316 Loop...$50.00

Wright, St. Louis, Mo. 1316 Loop...$50.00

**2000 GAMES**

**TALL ITEMS**

2000 games of the same type.


**Wisconsin Wurlitzer Distributor**

**Prefers Area Model Showings**

**MADISON,** Wis.—Continuing its "Bring 'em to the prospect" program, United, Inc., recently held a successful two-day Wurlitzer Model 2700 showing for operators in the Madison area.

Bad weather had cramped attendance during the Statewide Wurlitzer debut at United, Inc.'s, Milwaukee headquarters earlier in the year. A subsequent spontaneous trade showing in Green Bay drew a fine response. It set the pattern for this follow-up in Madison.

According to distributor Harry Jacobs Jr., "We might handle this way every year from now on. It's pretty difficult to pull operators from all over the State to Milwaukee for each of the showings. Our exposure in Green Bay and in Madison was very satisfactory. I attribute it to the fact that we took the trouble to go directly to the operators in the territory with the new equipment. They appreciate the convenience."

Madison ops who showed up at the Lorraine Hotel to attend the United, Inc., Wurlitzer exhibit, included Lou Glass, Moon Molinaro and Walter Greenberg, Modern Specialties; Joe and Jerry Volk, Volk Music; Nate Robinson, Madison Coin, and Mr. Cameron, Smith-Cameron Company.

Out-of-towners were C. S. Pierce and Dick Wright, Pierce Music, Brookfield; Arthur Bartz and his son, Bartz Music, Mt. Horeb; Mr. and Mrs. Andy Waterman, Wisconsin Dells; Mr. and Mrs. Neil Nat, Wisconsin Dells; Charles Martin, Portage, and Ralph Pericello, Beaver Dam.

**III. Solon Asks**

**Anti-Bingo Ban**

**SPRINGFIELD,** Ill.—Bills to outlaw "bingo type" pinball games in Illinois were introduced in both houses of the Legislature here last week.

Albert W. Hachmeister (R., Chicago), chairman of the pinball subcommittee, was chief sponsor of the House bill. Sen. Robert R. Canfield (D., Rockford), former Winnebago County State's attorney, was chief sponsor in the Senate. Hachmeister has said that "the machines are controlled by the crime syndicate which gets an estimated take of $30,000,000 a year from them in the State."

Legislation to outlaw the machines was passed by the 1959 Legislature but was vetoed by former Gov. William G. Stratton. The Senate passed bills to outlaw the machines in 1961, but they failed in the House.

The Kansas City phonograph-amusement machine operation has sponsored a bowling team for many years, and stocks the shop window, facing out on Kansas City's busy Main Street, full of trophies which have been won year after year. The display includes many gold trophies, including complete-team novelty types which show five-bowler's plays at once, along with more standard vase or urn-style awards.

Consistent winners in bowling competition, the Kansas City phonograph-amusement operators' team has become extremely well known, and through tying the headquarters to the team reputation, much good will and public recognition has been earned.

In fact, there have been numerous instances in which the company has been invited to spot amusement machines or a phonograph by location owners who got their first acquaintance-ship with the coin machine firm simply through noticing the window display.

**Bowlers Bring Home Bacon**

**For Lively Window Display**

**PARAMOUNT AMUSEMENT COMPANY'S** state window displays trophies won by the firm's bowling team over the years.

**WORLD'S LARGEST INVENTORY**

**Complete and Ready To Go At The Best Prices Ever Offered**

**WIRE—PHONE—WRITE TODAY**

Send for Complete Lists From World's Largest Inventory

**ARCADE—GAMES—BINGO**

**RIDES—MUSIC—etc.**

**DAVID ROSEN**

580 N. WOOD STREET, CHICAGO, ILL.

Phone Center 7-3093
The New Seeburg Consoles and Cassettes are replacing equipment so rapidly that our warehouse is bulging.

All equipment cleaned, checked and in good working condition.

Write for special prices on used Seeburg Bar brackets for all types of wall boxes.

3 W1—100 Wall Boxes $19.50
V 3 WA—200 Wall Boxes 39.50
T oredrop Speakers 5.00
Seeburg 111 Wall Speakers, HFCV 2-8" 19.50
Seeburg 111 Corner Speakers, HFCV 3-8" 19.50
Seeburg 111 Corner Wall Speakers, CVCS 1-8" 19.50
Recessed 12" Speakers, HFCV 1-12" 15.00
Recessed 8" Speakers, CV 8" 10.00
Remote Power Supplies 5.00

Players actually run the bases with Williams Patented Base Running Unit.

**MYSTERY PITCHER THROWS**
- FAST BALL — SLOW BALL
- INSIDE — OUTSIDE PITCHES.

Replay Model with EXTRA Inning Feature, and Over the Fence Home Runs.
Extra inning for HOME RUN when arrows are hit.

- GRAND SLAM HOME RUN (Adj.)
- "TOPPING" SCORE TO BEAT
- TOTAL RUNS SCORED
- MATCH FEATURE (Adjustable)

**FOR SALE**

**GAMES & BOWLERS**

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**PHONOS**

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**CIGARETTE VENDORS**

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<td>Cable:</td>
<td>Llew-10</td>
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</table>

We are new distributors for Seeburg speakers and speakers.

**NEW**

**Action**

**Official**

**Baseball**

**Scoring**

**SEE THESE NEW EXCITING, FEATURES IN WILLIAMS NEW 1963 BASEBALL GAME**

- New 24 volt system
- New "push-pull" latch mechanism for front molding
- New Relays
- New motor operated target reset
- New "brushed nickel" front door and frame.

Rock and Roll—a Lively Corpse

A straight pop record doesn't have, at least to start with.

Parents hear kids playing the record, they hear it on radio, pretty soon they begin to like it, and buy it, and play it. This isn't necessarily so for all records, but it's increasingly so with the big ones.

"Big Girls Don't Cry," also by the Four Seasons on Vee Jay, is another example. It started with the kids and branched to adults.

So did "Go Away Little Girl" by Steve Lawrence on Columbia, and a newer example is "Yakety Sax" by Boots Randolph on Monument.

The only places where this isn't true is the really quiet locations, intimate lounges and the like. They never do go for the screaming sound. But these places are few and far between.

What it means to a juke box operator is a good "cover" record. That is, a record that can go on any type location (it covers them all). All of which is good news, since, as Sippora points out, singles are selling less but there are more out.

Without going into statistics, a pop record today has nowhere near the long life it did a few years ago.

The over-all volume is good, but it's spread over many more labels. A pop hit goes up faster, dies faster, and in the long run, sells less.

Looking at the situation in Chicago, few records (singles) are on the charts more than three or four weeks. A record on as long as eight or 10 weeks is a giant hit.

As a result, juke box operators aren't able to take too many chances. Neither they nor the record stores will buy in depth. Radio stations are also up in sensitivity, adding to a speeding up of the cycle.

A record that hangs on, as a rock and roll hit going pop, gives the operator a chance to come out.

**Williams Ball Game**

- Continued from page 81

quarter contests, metal door, formica playfield and stainless steel trim.

Other features include a new 24 volt system, push-pull latch mechanism for the front molding, new relays, new motor operated target reset, and "brushed nickel" front door and frame.

Labels Come Off

ROME- In order to emphasize their numbers on juke boxes, Voice-of-Philadelphia now publishes a detachable label on every 45 r.p.m. jacket, thus assuring themselves of full identification for their records which are also issued on Columbia, Pathé, Capitol and Liberty labels in Italy.
Servicemen From 60 Music Firms

- Continued from page 83

Ralph Kelly, Clyde Lower, Inc.; Jim Miraglia; Harry Chase and Joe Carter, Tri-City Amuse-
ment, Inc., and Andy Fox and Edy Yarnall, Fox Amusement.

On hand in Syracuse were Robert Milder and Fred Hastings, Putnam & O'Brien; Cobert Hunt and Paul Egan, American Amusement; Alvin Euselwian, N. & N Amusement; Richard Sage, Finger Lakes Phonograph;

European Buyers

- Continued from page 82

ments to the Continent, and distribution center for Europe and staging point for shipments to the Middle East and Africa (al-
though most of this trade moves directly).

U. S. Department of Com-
merce totals for Belgium (and therefore for a wide segment of the Continental trade as well) are: August, $275,711 ($56,-
05); September, $114,739 ($78,441); October, $123,175 ($98,814).

Moreover, when new machine exports are substantial, as in the case of shipments to West Ger-
many, these exist in the form of mechanisms, which are installed in cabinets and with speakers and amplifiers manufactured in West Germany.

A trade source in Hamburg summarized, "The Continental market for the big new Ameri-
can boxes is getting tougher. The pressure is growing from new European equipment and from reconditioned U. S. equip-
ment."

Dick Bell, Joy Automatics; How-
low Lowe, Modern Amusements; Roy Beaver, Tri-City Amuse-
ment, and William Retterer, Ar-
row Amusement.

In Rochester were Charles Winters, Winters Amusement; Sid Jenkins, Lewis Machereau and Dick Sage, Finger Lakes Phonograph; Don Sullivian, Dan Strieber, Mike Ribando, Ernie and Mike Colanni, A-1 Amuse-
ments; Mike Draciak, A & B Equipment; Joe Major, Don Thomas and Sheldon Lines, Joy Amusements; Sam Paulus, Armorende Vending; Pete Carr,-
Jefferson Amusement; Frank Leonard, Leonardo Amuse-
ment, and Carl Plecarretto.

At Buffalo were Joe Karl Vending; Robert Utter, Coin Amusement; Floyd Reese, Race Vendor; Joe Petsch; Ken Stewart, of Sherry Amuse-
ment; Richard Pavlisko Amuse-
ment Vending; Joe Fisher, of Votapho Co.; Frank Reminik, Harold Haslau, and Donald Davis, Catterama Amusement; John Lan-
atta, Sherry Amusement; George Maler, Barthick Enterprises, and Southwest Music.

British Coin Firms

- Continued from page 81

reported to have booked stands for LVA's initial exposition. And the operators expect vast crowds, most of them arriving in charter-bus loads from the provinces.

Germany to commit.

in joining the British liquor trade's first show in London is the fact that the nation has

possession of a federal gaming device 

demand High in Britain

cost $875 while a used machine can be bought for between $250 and $375.

LONDON—The Italian-mode

ling British distributor Filmbox Equipment Co., Ltd., "fran-

tically busy," according to R. J. Strachan, sales executive.

Strachan reports more than 100 Cinebox units installed by sale or lease—since January.

In Britain, holiday camp orana-

tion, is one big customer, and other major holiday camp firms are closing large orders at this time, he said. Some machines are on a commission basis.

The film-juke box units retain here at $3,725, plus contract for film changes, which are pre-

sently being made on an average of once a week.

Filmbox Equipment is geared to the problem of film supply and change. Its subsidiary Parkside Film Productions, Ltd., active in TV and advertising films, furnishes this product. There are 63 sound films currently circulating Cinebox locations, Strachan said.

London's State Cinema Ball-

room, a large Organisations ed-

ice, is featuring Cinebox ses-

sions projected onto a large special screen, during dance-time intermissions.

Bingo Target of Kansas Bill

- Continued from page 81

now come back to background music and juke boxes bigger than ever. It's just a flood of the moment," said Silverstein.

Last annoyance to come out of this winter is a proposed $50 State tax on juke boxes now being discussed in the Legisla-
ture. Comella revealed that the situation is being watched closely. If allowed to pass it would deprive many "tune" locations of music, he believes.

He stated flatly that this would liquidate at least 20 per-

cent of all locations in this area.

Despite the weather, flu, FM radio, strikes and the tax pro-
posal, most of the operators contacted are still convinced that 1963 is going to be a good year. Veteran operator Charles Metro of C. M. Music, among others, is holding his own despite all these irritations.

Perhaps all the gloom is due to the weather.
THE GREATEST MONEY-MAKER
in Automatic Music

The Wurlitzer 2700 is a unique combination of features. One group, like the Ten Top Tunes with its Golden Selector Bar and the fully programmed half-dollar play, is designed to increase the phonograph's earnings. The other group, like the 2700's high-speed title strip changing, tilt-out amplifier and plug-in relays, is engineered to radically reduce service time and costs. Together, ALL the features add up to a conclusion Wurlitzer operators have already found out in the field... feature for feature... point for point... the Wurlitzer 2700 is the greatest money-maker in automatic music.

WURLITZER 2700
Literally Alive with Money Making Features

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
107 Years of Musical Experience
THE WINNAH: Thrill of a lifetime is written all over the faces of the Royalelettes, Baltimore vocal group, as they learn that they won over 1,000 other contestants in talent contest sponsored by the Buddy Dean TV show in Baltimore. Winners were immediately signed by Chesmaller Records. Their first release is called "No Big Thing."

FIRST EFFORT: Checking the score of singer Barbara Grindstaff’s first release for Showcase Records are Mel Tillis (left) and Joe Tanner (right). Looking pleased in Monument Records President Fred Horton. Top side, "Where the Red Roses Grow."

A FOR ALPHA: Harry Apostolides, of New York’s Alpha Distributors, and Warner Bros. Sid Schaffner (district sales manager) each awarded gold records by Bob Summers (right), Warner Bros. Records national sales manager, for having sold over $1 million worth of Allan Sherman’s "My Son, the Folksinger."

MORE MARKET: Famous Smokey the Bear sits in an session with the Limeliters for RCA Victor recording of "The Crying Trees." The folktype tune will be used in conjunction with annual Smokey the Bear forest fire prevention campaign.

HOPEFULS: Hot album artist Lena Horne is caught in a relaxed mood with Changer Records President Richard Pierce during recording session of her first LP for that label. Album is set to be released on March 11.

BID & LITTLE: Recording together for the first time are Lonesome artists "Lil’ Esther" Phillips and "Big Al" Downing. Seen to be released, the single is entitled "Till the Wall Goes Down." If you won’t buy it, I’ve got it." The pair were total strangers before disk date.

EPIC-GRAMMY: Popular British songwriter Helen Shapiro pays close attention to playback at Epic recording session in Nashville at Bradley Studios. She arrived in Nashville via New York, to cut new set of tunes. Paying equal attention are Norman Parsons (left), Helen’s English a.k.a. producer, and Al Kasha. Epic a.k.a. producer, who records her in this country.

FACETIME: Instrumental-singing group, the Cassadgs, who once backed up Brenda Lee, sign recording contract with Atlantic Records. Standing are Marlin Moore, of Starday; Lemon Fike, Richard Williams and Jeff Gordon. Seated are Sally Smith and Merle Shutter.

SPRING CLEAN-UP of a special issue at the American M.

Hoping to salvage President Art

dress to distribute the film’s new "Crying Trees" sales plan. Morris S. Price, national sales director (right), also spoke.