ARMADA MEET HOT—BUT NO ANSWERS

Cecil Steen Buys Into Edge

By BOB ROLONTZ

NEW YORK—Cecil Steen, head of the large New England rock jockey, Recordwagon, Inc., last week became a substantial shareholder in Edge, Ltd., the Washington-based rock-jockey concern, which is considered to be the second largest rock firm in the country. Steen purchased the entire stock of Jerry Lillienfeld, who bowed out last week as president of Edge.

Ed Snider, the former treasurer and member of the board of Edge, has now become, with the exit of Lillienfeld, the president of the Washington-housed firm, while Steen becomes treasurer and member of the board of the firm. Just last month, he was elected president of the rockers' trade association, NARM.

According to Steen, there will be no merger between Recordwagon and Edge. Both firms will continue to operate as separate companies.

Steen will be active in Edge in its internal affairs, systems and controls. According to Snider, "the knowledge that Cecil will bring to the Edge in the operations area will be most helpful to Edge. We are now on the verge of a big expansion program and Cecil will add a tremendous boost to our entire program."

Steen told Billboard that he felt Edge was a solidly based rock jockey company, and he expects it to continue to grow as it has over the past few years.

"If someone had to inherit Edge because I think it is a wonderful investment," said Steen, "and I was on earth to get in."

Edge, Ltd., according to Snider, had a gross business of $69,500,000 in 1962, and the 1963 projection is for about $9 million. Edge has offices in Washington, covering that

PHILADELPHIA—Some lawyers don’t want no twittin’ round here... but Cameo don’t care what Philadelphia lawyers won’t allow, they’re gonna play the twist anyway, and the marketing wound up in Judge Leo Weirnott’s Commonwealth Pleas Court last week.

Plaintiff in the suit is the seven-man law firm of Beasley and Orzech. The suit was filed in the 21st floor offices in the Atlanta-Leece Building, one floor below the Cameo recording studio.

They complained that it was impossible to hear themselves think—much less hear clients—with the rumble of the twist, the wailing of the brass and and the moans of Checker and his buddies filtering through the floor.

The law firm asked an order, either restraining Cameo from continuing its recording or directing the owner of the building to release the plaintiff from their lease. The prosecution’s exhibit No. 1 was a spinning turntable with a Checker Checker offering: "From your sweet lips..."

The judge blanched at this intrusion on the court’s decorum and shouted: "That’s enough!"

After hearing further testimony, Judge Weirnott requested to hear the violin side, and flipped it. "Take it off,” the judge demanded.

I think anybody who heard that,” he said, “would have a complaint.

He took the case under advisement.

Gee, suppose they had played the master to "Foot Stompin’"

U.S. Interest in European Film Juke Boxe Mounts

By OMAR ANDERSON

HAMBURG — The U.S. coin machine trade is taking an increased interest in coin-operated film juke boxes or "coin movie theaters," which are rapidly becoming the rage in Europe.

There is a swelling volume of inquiries from the U.S. to Europe for information on the Continent’s three leading film machines—Scopitone, Cinebox, and Telobox Caravell.

Several well-known U.S. trade figures, it is learned, have been to Europe recently to check on U.S. production and sales rights to the coin movies. Some of the U.S. trade figures, apparently believing that the film juke box is becoming a phenomenon international in America, have wrapped their visits to Europe in an almost conspiratorial stealth.

Some information concerning these reconnaissance has now become available in the wake of the announcement that Estey Electronics of New York has acquired the license to manufacture and distribute Cinebox in the U.S.

When Cinebox and Scopitone both appeared on the market about two years ago, the European trade at one disclosed interest. Sales were immediate, albeit small initially, and they have been steadily increasing. Meanwhile, the producers, recognizing that the film box will succeed or fail almost solely on the availability of quality films, have been organizing a national film production program.

continued on page 9
ELVIS METRO-GOLDWYN-MAYER PRESENTS ELVIS

IT HAPPENED AT THE WORLD'S FAIR
A TED RICHMOND PRODUCTION

HIS BRAND-NEW ORIGINAL SOUND TRACK RECORDING

FROM THE MGM MOVIE SOUND TRACK
"IT HAPPENED AT THE WORLD'S FAIR"
LPM/LSP-2697

ORDER BIG...ORDER NOW! RCA VICTOR

Copyrighted material
Nielsen's Rating Not So Hot With This House

By MILDRED HALL

WASHINGTON — The "impression" figures of the Nielsen broadcast rating service took a steep decline last week on Capitol Hill in the wake of testimony showing a wide gap between elusive "impressions" and "meter" accuracy, claimed field methods, and the hard facts of the broadcast-listening testimony.

The "impressions" comment was made by Rep. Arthur Younger (R., Calif.), member of the House Committee on Telecommunications, during the third week of hearings on broadcast rating services last week. The Nielsen "image" was further downplayed by Representative Moss (D., Calif.), who said Nielsen clients must find the small-print explanations of sampling error as "transparent as a Danish radio Nielsen." Nielsen ratings for local TV and local radio stations were scheduled for Wednesday afternoon.

Denmark Wins Eurovision Final, Edging Switzerland

By DON WEDGE

LONDON—Denmark won the eighth Eurovision Song Contest. In the finals here March 23, it gained a narrow victory over Switzerland, Italy was third and behind them was France.

The Danish song, "Dannebrog," sung by Sille Volmer-Sorensen and Otto Francker, was sung by Grethe Ingmann, guitar-husband Jorgen Ingmann, well known for his big song, "Apache," three years ago. They appeared with Mrs. Francker at the singing was by Mrs. Ingmann.

Volmer-Sorensen is a freelance arranger, working particularly in Danish radio. Francker wrote one of Denmark's biggest hits of recent years, "The Old Gardner," former director of the Danish Radio Symphony Orchestra. Francker is now associated with writing for theatrical productions. Musical director for the winning team was Kai Mortensen, conductor of the Danish Radio Symphony Orchestra.

The song is published by Mortons Musikforlag, Copenhagen, as a part of a license.

For the first time the contest was staged in a television studio. All 16 participating countries' radio and TV stations have been used previously. As a visual presentation of the song the "Dannebrog" was used.

Atlantic-Atco Kick Off Promo For Ray, Darin

NEW YORK — Atlantic and Atco Records have kicked off a major promotion involving artists formerly on the two labels. Atlantic has April as Ray Charles month, while in like manner, Atco has made April Darin Month.

Under the two concurrent programs, albums by the artists in question will be at 25 per cent discount. An all Ray Charles album and 11 by Darin. Deferred billing of 30-60 days will be unlimited on the program.

The radio and TV buyers will be used to push the promotion while direct mail is being sent out. Two-color easel displays will be available and ad mats will be employed for local distributor-dealer ads.

In addition to these two special campaigns, Atlantic and Atco are also offering an extra 5 per cent discount on the cataloged albums of both labels.

Merr Chicks On PPS Set

CHICAGO — Mercury Records has placed a new promotion on its Perfect Presence Sound series, requiring the purchase of five PPS discs at a time. With each PPS purchase made, each of the 11 PPS albums will receive 62 cents with each one bought at the regular retail price. Special offer starts April 1 and extends through May. There are 33 albums in the PPS series.

A Bulwark of the Industry

RECORD dealers who were in business in 1948 well remember the name Paul Southard. He was Columbia's vice-president of selling and was the man responsible for launching the new LP record.

Record dealers of the New York metropolitan area, who know Paul Southard as their Columbia distributor, paid an unprecedented tribute to him recently on the eve of his retirement from Columbia, which brought to mind those days when they called him "The Bishop of the industry's business and also acknowledge that this is the first time such a tribute has been paid to anyone by the record dealers of New York City."

Plans for the Southard testimonial were developed by a committee of Phil King and Ben Korol, of King Korol; Harry Sultan, Sultan's; and Earl Wall, which included: Leslee Book, Steadman's; Raul Acedro, Schimene's, and Merc's Jack Grossman; Lou Weinstein, of Columbia's New York branch, coordinated the activity.

Special guests who honored Paul in song were Earl Weightson, Lou's first and Tony Bennett, Seated with Mr. and Mrs. Southard on the tables were Terry with his wife Rhoda, and daughter Mary Lou with her husband Jack Fulller.

Among the guests were top executives from RCA, Capitol, MGM, and ABC, as well as Columbia. Paul Southard has been a tower of strength in the record business. He has served the industry well as a dealer, distributor and manufacturing executive. Whenever he goes from here (his plans are still indefinite) we know he'll continue to make contributions that will be rewarding to the rest of us.
U.S. GETS OFF FLYING IN ALL-STAR LP RACE

NEW YORK—The United States Committee for Refugees, which is co-ordinating the promotion and sale of the "All-Star Festival" LP in this country, reports that sales in the U.S. had reached 100,000, as of Thursday, March 23. Dr. R. Norris Wilson, who heads the U.S. committee, said that the U.S. quota is 300,000 LP record sales.

European sales continued to climb last week, registering a 25 per cent increase over the previous week. Sweden maintained its hold on first place in European sales with a 90,000 unit total. A high density of sales in a specific region has been attained in Gotland, Sweden, where, on the average, one out of every 25 inhabitants has purchased the disk.

After the first month, here are the sales standings by country:

- Sweden 170,000
- Austria 17,000
- Germany 72,500
- Italy 16,000
- Netherlands 73,000
- France 14,000
- Norway 65,000
- Ireland 10,600
- United Kingdom 54,000
- Greece 2,500
- Switzerland 37,000
- Finland 1,500
- Belgium 28,500
- Yugoslavia 1,500
- Denmark 25,000

NARM Puts UN Album Push at Top of Agenda

NEW YORK—The No. 1 project on the NARM agenda these days is the UN record. This was the word from Cecil Stein, newly elected president of the recorders' organization and head of Record-"wagon, Inc., in Boston. Charles Schlange of Metrowest is head of the committee pushing the sale of the "Live from the World" album on Mercury, sales of which help raise money for the UN Committee on Refugees.

Schlange is pushing sales of the UN record on all NARM member racks. Meanwhile, Milt Izraff of Beacon in Boston, is putting the disk with NARM and non-NARM recorders, and is calling distributor promotion men in his territory to get air exposure on the LP.

JEROME HINES IN 'GODUNOV' WITH BOLSHOI

NEW YORK—Jerome Hines, the Metropolitan Opera basso has been invited to open the fall 1964 season of the Bolshoi Opera in Moscow as "Boris Godunov," and to record the opera with the Bolshoi Opera Company in the fall of this year.

Hines, the first non-Rusian artist ever to accept such an offer by the Soviets, will also make his first American radio appearance, with the Bolshoi's Godunov, from his record-breaking Russian tour from the Stage of the Metropolitan Opera on Saturday afternoon, April 6. The opera will be broadcast by WOR, N.Y., at 2 p.m.

HEARTY HELLO to Nashville visitors is aim of colorful sign at entrance to Music Row, heart of industry activity in Southern city. Billboard's Mark-Clark Bates leans on shovel, while J. T. Hailey, local music booster, watches.

JUST ROUTINE

ASCAP Puts on Cumulous Show

BY REN GREVATT

NEW YORK — A religious songwriter from Hackensack, N.J., is working on the show at the semi-annual general membership meeting of the American Society of Composers, Authors and Publishers held this past week (28) at the Americana Hotel here.

He said: "With so much emphasis focused on background music, may I ask, what will our great action involving the so-called ground music? As many of the greats have said, we must continue to go into the public domain, where will our money go? We must make sure that the existing people replenish the supply of material. Something has to be done to encourage new writers. They must have a sense of security in being ASCAP writers, so that they can know that when their time comes, they will still have an income."

Prior to Redmond's statement, ASCAP executive vice president Stanley Adams opened the meeting by "associating the number of ASCAP affairs since 1959." Adams outlined "what is good and what needs help." Among the points covered by the Adams report were changes for the better in the distribution system and the fact that his agency had been the best organized works during their first year. ASCAP also pointed out certain minimum points of credit.

Newsroom

Credits Meet on Fleetwood Record Service

NEW YORK—A meeting of the creditors of Fleetwood Record Service and Installation Corporation, for the collection of owing accounts of the company, was held on Friday afternoon, April 11, 1960, at the Americana Hotel here.

Preliminary figures indicate that the company has approximated assets of $72,000, including $40,000 in accounts receivable. Liabilities total about $160,000, of which approximately $111,000 is to be paid directly to the record trade.

Leading creditors were understood to be Capital Record Distributors (about $11,000) and Columbia Record Distributors (about $8,000). Selling on the creditors committee are Vincent Capuzzi, Alpha Distributors; Bernard Katz, Pickwick Sales; Sidney Pastor, Strand Records; Raul Vail, Capital Distributors; Elliot Blaine, Conat Distributors; Harry Englehart, London Record Distributors, and George J. Wimberly, Capital Distributors.

At this meeting, a traditional creditors committee chairman, having served in this capacity in various other groups, including the Goody creditors committee, was named chairman.

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Treasure Jack Bregman said ASCAP revenues for 1962 totaled $35,279,033. Operating costs, excluding interest, of 16,649,075, left a total of 650 people as well as costs the home and branch offices amounted to 20 per cent of income, leaving about $28 million as net income. Each current membership was listed at $257, and 2,130 publishers, 2,130 writers, and 52,970 songwriters.

Juke Box Bill

Executive committee chair- man Artie Shaw, who is the pending juke box bill in Congress, has been unable to contact his Congressman on this. He also touched on a fileSenate has paid little attention to the Shansvich TV group, in connection with ASCAP's recommendation that payment methods on top of its "sound" show (the court turned down). The matter of licensing of educational telecasters. Shaw also detailed recent accomplishments of the Society's public relations committee.

The meeting was then turned over to a local the front on long addresses followed by both Pancake Herman and Lew Beller. At a number of points Beller's floor talk, Adams called for the sergeant at arms. In one case this resulted in a lengthy tugging match between him and Beller, accompanied by shouting for the mike.

Reid Evans, another tradi- tional member from Cape Cod, violently attacked the 1960 con- eration of the recognition of background music as being in the qualified works category. Reid's views were also echoed from an assistant attorney gen- eral, who said he would continue indicating that the Justice De- partment was now ready to throw out the 1960 con- eration.

Lazar, Sherman Edwards,
15 OF THE GREATEST PERFORMANCES EVER RECORDED AVAILABLE IN STEREO* FOR THE FIRST TIME

ON COLUMBIA RECORDS!

"Electronically Re-channelled for Stereo" through the miracle of Columbia Records' modern sound engineering.
Golden Disk Secret: Keep Kiddie Stuff Simple, Says Shimkin

NEW YORK—Arthur Shimkin of Hollywood Productions, the producing arm of Golden Records, has told The Daily News that the single-track records marketed by his company were used by the Cap Ballad Boys and others to cover up memories of the days when records were sold less than a year. "I know that it will never be that way again and really shouldn't be," he said. "We will agree that there is room for parameter in the old days, but there is no way the traditional record sales through dealers any more. We've got to do it."

Shimkin went on to say that big names often mean very little in children's records; that only a very few of the well-sung singles in former Golden has used have helped the sales of records.

Shimkin summed up part of his philosophy with "I do not make a record only because I like it. I make a record because there is a need for it."

The dazzling luxe of higher volume in spite of low profit has been found to have a barb that is hard to swallow. What have, indeed, been the sales, and why do people allow them to happen? They have been a sign of some values that stop at price.

One: The most exciting and glamorous product in the history of memories is the disc, with utter disregard to the true value and drama, intrinsic in a record.

No one will deny, I'm sure, that a record will have credence on this matter will launch a rebirth of the presently dormant interest in records that were originally responsible for building the record business into the most fascinating occupation available to a salesman.

If the record makers are recognized and respected, a necessary music market distribution facility, the distributors must be to the same extent the more stable, higher profit task of building a true dealer organization.

Shall the record makers be completely dependent on the chart as a sub-substitute distributor, the reappraisal of their place in the market is for the label to serve to point up the need for dealers; the record maker and the record buyer with products that can never be naked.

Shall the record makers be other manufacturers of high quality material to record, as the record makers will always be sold again. The dealers who stock and in the most sturdy, higher profit, lab, of a true dealer organization.

As the record makers are now treated as a sub-substitute distributor material, and the record buyers will always be sold again. The dealers who stock and in the most sturdy, higher profit, lab, of a true dealer organization.

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PRESENTS
MUSIC FROM THREE GREAT MOTION PICTURES NOMINATED FOR ACADEMY AWARDS:

MUSIC FROM
“TO KILL A MOCKINGBIRD”
Starring Gregory Peck
Eight nominations, including Best Music Score!
The Pulitzer Prize novel that is now a rare and memorable film experience
COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 20

THE ORIGINAL SOUND TRACK OF
“DAVID & LISA”
Two nominations!
An unusual love story of two adolescents who find each other while searching for themselves
COMPOSED BY MARK LAWRENCE
Includes jazz impressions of David & Lisa by the Victor Feldman All-Stars
A/AS 21

THE ORIGINAL SOUND TRACK RECORDING OF
“WALK ON THE WILD SIDE”
Nominated as “Best Song!”
COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 4 ST
CMA Steps Up Bid for Status

NEW YORK — The Country Music Association’s plans to gain broad mainstream acceptance for country music have gone into high gear. A deluxe presentation of the country music medium, featuring well-known country acts, will be made May 17-19 by the Country Music Foundation in the New York Sales Executives Club at the Hotel Roosevelt.

Committee chairman set up by CMA have already plunged into their duties, with Jim McCollum, in charge of artists, transportation, housing and hospitality reporting definite commitments to appear from Leon McNeill and his band, Flat and Scruggs, Don Gibson and Tex Ritter. Also looking in are Sue Thompson and/or Brenda Lee and/or Anita Bryant.

Ken Nelson, chairman of preparing the script for the show, with help from Lloyd Dunn, Steve Sholes and Eddie Kalin. RCA’s Ben Rosner is lining up plans to record the entire presentation, which will then be produced as a promotion L.P. A&M officials have indicated a general agreement, according to Rosner, on waiving recording fees on this subject.

Steve Sholes of RCA Victor will handle tape editing and mastering while Jack Loetz of Columbia Records will handle reproduction of 1,000 pressings. Ken Nelson of Capitol is enlisting the co-operation of 20 country artists in participating design, copy and printing of the LP’s cover. Rob Austin is handling publicity and will work closely with Sales Executives Club executive director, Harry White. Gene Autry and Jo Walker, president and executive director of CMA respectively, will work with others on the committee to prepare a v.i.p. guest list of network and agency execs for the show.

Staging arrangements for the show, which will be directed by Roy Horton of Southern Music, while Wesley Rose of Rose-Arns and Grant West, vice president of set up door prizes and souvenirs. An attempt will be made, through the Tennessee Walking Horse Society to get a horse as the main prize. The TV Guide co-producer of the show is the Arkansas State Highway Department, which is arranging for the printing of the souvenir program.

INDUSTRY BRIEFS

Melody Goes to Racks

NEW YORK—Melody Record Supply Company, Morty Kline’s independent distributor, has here, set up a rack-jobbing arm; only, and is open to the general public. Awards for tips on hot masters are made only to the person who can record once. A petition must be accompanied by a petition for the tipster to receive the award.

SPOKE ELECTED

HOLLYWOOD — Harry Spoke is Elected new chairman of the West Coast committee of the American Guild of Authors and Composers.

Not for Public

NEW YORK—Monument Records informed Billboard this week that its “Mighty Masters Collection” title is distribute- tional, sales and distributing personnel only, and is not open to the general public. Awards for tips on hot masters are made only to the person who can record once. A petition must be accompanied by a petition for the tipster to receive the award.

Cocci Steen Buys

— Continued from page 1

area and Norfolk, Baltimore and Philadelphia. Firm has another office in Columbus, Ohio, covering Indiana, Ohio and Western Pennsylvania. Recordwasher did about $4 million last year, said Steen.

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ABRMS MEET IS HOT—But There Are No Answers

ARMADA Meet Is Hot—But There Are No Answers

— Continued from page 1

policing and self-regulation, and a return to the "good old days."

The meeting, one of the events in ARMADA’s recent history, was held exclusively for some of the top independent manufacturers, distributors and dealers. There were more than 60 distributors on the program.

The awareness of the omnipresent Handelman situation was a private meeting held by the ARMADA board for MGM and Verve distrib- utors last week, and while no details were revealed, the distributors were congratulated on "their" and the rack jobber’s recent "job." In other developments at the on-going session, ARMADA President Amos Helicher said that he was preparing to make a few points in the Federal Trade Commission investigations.

The group also appointed an independent manufacturer ad- visory council to help make certain that the direction the record marketing situation is heading, according to ARMADA President Vee Jay; Jerry Raker, Colpix; John Pepper, Mercury, and Jerry Wexler, Atlantic.

ARMADA also announced it would continue the national distrbution diversification at its June convention. "The association feels that the new members, said Helicher. "If distributors want education on how to be rack jobbers or one-stop, we’ll give it to them."

NARM Condemned

At a recent NARM board- door meeting, ARMADA strongly condemned the National Association of Record Merchandisers (NARM) for going di- rectly to the manufacturers with its demands.

Distributors rather than manufacturers will arrange for rack orders, the board said. ""At the same time, it is not in the interest of manufacturers, nor it is the best interest, to be working directly with distributors who are working directly with distributors,"" he said.

ARMADA also condemned the non-distribution policy at the NARM meeting and urged that the discussion be continued some other time.

In an oblique reference to Handelman, the board also an- nounced that it had the right to become a distributor in a territory but not in a territory in which the distributor with which, manufacturer will cooperate at any time, but will do business with the manufacturer picture in numerous territories.

Helicher kicked the meeting off by asking if buying a "good deal, full of chaos and turmoil" for distributors, "Are we sick or not?" he asked. "The record industry can expect a billion dollars worth of new business; a billion sold shortly, but by whom, and to whom and through what channel," he noted.

He stated that in an informal survey of a number of distributors, it was revealed that more than 70 percent of the distributors’ business was being lost to the financial discount buyers.

One of the most succinct spokesmen for the distributors to diversify was Lee Harrisone, formerly of London. "Nothing can change the basic economic facts of life," he said.

"Unless a distributor can take a product to the ultimate consumer at the wholesale price, a new way will be found. In this case, it has been the rack jobber," he said.

He noted that despite limited capital, racks were doing well, and that 12 years ago distributors couldn’t do as well.

"This will increase and we’ll eventually have a whole new in- dustry," he pointed out. "There’s nothing in this business that’s really economically. The only reason an independent distributor can put a rack up to now is because it’s economically unfeasible," Helicher added.

"Why not in being a distributor is doing the distribution job cheaper than anyone else can do it," he said.

Helicher noted: "ARMADA is not ready to advise members on how to go about the different methods of distribution and teach them how to be rackers and one-stop operators."

Times

Harold Lieberman noted that "this year could be a year of times change . . . we must ad- just. One-stops and racks are a thing of the past."

Vee Jay’s Abner urged distributors to take action to protect their territory, whether it be one-stop or racks if you have to do it at all, and "call a meeting of your distribution," he said.

"We’ll back you all the way," Abner added.

A more cautious view was advanced by John Schwartz, who said he preferred that a distributor, not wishing to split his lines, would "just carry what sells very well with racks and one-stops in his area if other distributors wouldn’t transship into his territory and cut prices. A proposal by John Kaplan to try for a reduction in list price was opposed by manufacturers.

Kaplan’s secondary point of the ARMADA meeting was for mono and stereo, noting that discount- ing would still continue but that"it’s just a question of how much spread in the price.

He suggested a $1.42 distributor price and a $1.86 dealer price.

Murry’s Ken Mayers summed up manufacturer feel- ings, pointing out that the disk- 3,000 orders are worked on the same margin now. "We couldn’t sell an LP at $1.50 and stay in busi- ness," he insisted.

Anderson, Chicago’s distributor and president of the Society of Record Dealers, took issue, citing recent testimony of Manufacturers.Anderson, urging that disk sales were sold to the Co- lumbia Record Club at under 60 cents (Columbia Record Club hearings conducted by FTC). MCA and Columbia were the early ones to press the point.

Anderson also pointed out that the manufacturers were pressing costs and did not take into consideration such things as publication, printing and the like. Anderson called for an Association of Independent Co-operators, noting that the recorders are "ready, willing and able."

He also pointed out that as one of the industry’s "prime evils," and suggested a bilateral understanding between distributors and dealers. Among manufacturers represented were Stereodiscs, Mercury, Smash, Monument, Continental, Capitol, Old Town, Atlantic, ABC-Para- mount, Roulette, Colpix, Re- quest, Kapp, Vee Jay, Liberty and Boyds.
THE KINGSTON TRIO #16
From the fastest-selling album in Kingston Trio history comes the fastest-selling single in Kingston Trio history!

REVEREND MR. BLACK
b/w One More Round #4951

*Picked to be a hit by Billboard, Cash Box, Music Reporter, Music Vendor & Variety!
Close Distribs Ties Can Make Things Hum for Disk Dealers

By PAUL ACKERMAN

For the dealer to compete success-
fully in today's market, he must have the closest and fusion with his distributors. More than ever, the manager must be aware of what is in the best possible position to advertise and market the products in which he is interested in marketing, financing, and virtually every other aspect of his business.

The distributor is anxious to see that in such a capacity. It is not necessarily his purpose of the distributor being altruistic. Rather, he is looking for gaining the economic health of the dealer—only in this way can the distributor keep all dealers as a customer and enhance his own billings. So the reasons for this close co-operation are based upon hard economic and business disciplines.

In addition to providing the dealer with the customary exchange and return privilege, the distributor helps the dealer in his merchandising arrangements, distributor salesmen line up appearances on radio, television, and a regulated buying schedule.

Finally, the distributor's knowledge of the market is a prime factor in the total cost to a record shop and its potential gross. façade of good health and a good gross from the dealer, as well as good grosses from other sources, an analysis of comparable stores in similar locations in the same, or nearly, areas; the nature of the community and its musical tastes and sales which in turn are tempered by whether the shop is a suburban one, or on a downtown street.

Types Important

Such considerations as location, type of store and type of clientele close, of course, even more as such matters as essential inventory, the comparative quantity of odd lot and pop merchandise, and finally, pricing policy. In all these factors, the element of the local market, the physical location of the store, the nature of the selling approach, the use of customers' and the like is a factor in the outcome of any one of these aspects.

One of the most pressing problems in today's record industry is the trend toward increased production. Literally hundreds of releases appear each week. It is virtually impossible for one person to keep up with them.

New York

British import George Brown, who copped kudos for his performance in the American Record Merchandisers and Credit Men's Association (ARMADA). These articles will survey the current condition of retail record and musical instrument sales and explore their needs and the steps that can be taken to fulfill all their promotional and merchandising requirements. We are grateful to the author and to ARMADA for this material.

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard by Paul Ackerman, the managing editor of the American Record Merchandisers and Credit Men's Association (ARMADA). These articles will survey the current condition of retail record and musical instrument sales and explore their needs and the steps that can be taken to fulfill all their promotional and merchandising requirements. We are grateful to the author and to ARMADA for this material.

Here again, there are various ads, such as trade papers, local radio programs, fan magazines, known community tastes. But again, they miss the central source whereby much guidance in these matters can be obtained. He must turn to the distributor to the his promotion men and salesmen in order to position to gather all this information and sift it through and organize it for the benefit from the dealer.

The distributor will also help the dealer to use his own initiative and establish close relations with civic organizations, and his customers. These are the people who will not do this. But he is particularly backward if he does not.

Talent.

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Talent.
Sweeping The Nation From Coast To Coast!

SURFIN' U.S.A.
b/w Shut Down #4932

The Beach Boys

The Album That Started The Surfin' Rage!
(S)T-1808
ARTISTS’ BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted in 3 to 5 sets these biographies will help you build a consistent fill of such data.

DICK AND DEEDEE
(Donovan Bros.)

NAMES: Deedee Sperling, Dick. Early: SPOE, D.A.G.S. Ealy 20’s: HOME TOWN: Los Angeles. BACKGROUND: Dick, St. John, whose painting talents won him a scholarship to the Los Angeles Art Institute, was working on a sketch of a mountain scene one day when he got an idea for a song. He showed the tune, “The Mountain’s High” to Deedee Sperring. Dick had previously gone through a grammar school spell. They became very close friends and later married. They have two sons, Jerry and Billy.

LATEST SINGLE: “Young and in Love” looks like a strong contender for a top position on the Hot 100 chart.

MOBILE REVIEW

‘West’ Track Fast—and Clear

By Bob Rolontz

“How the West Was Won” should turn out to be one of the most exciting Westerns in many a day. With Cinemar it becomes one of the most spectacular pictures of all time—not only for the glorious scenes of the West, but also for the wild horse story, the Civil War scenes and a radio-ranking Great Train Robbery episode that had the audience sitting on the edge of the chair. Set at Lorne’s Cinerama Theater in New York last week.

Though the picture is weak in some parts, it more than makes up for this deficiency by the potent line-up of stars appearing in the picture, from starting bit parts. They include Debbie Reynolds, who might be called the Gregory Peck, Carol Baker, James Stewart, Robert Strauss, Henry Fonda, Lee Cobb, George Peppard, Richard Widmark, Thelma Ritter, Walter Brennan, John Wayne, Agnes Moorehead, Andy Devine and you name it.

Many of them are sung by theNow defunct Dave Guard group, the whiskey Hill Singers. Featured song is an adaptation of “Green Green Greetings,” which may yet turn that old English song into a minor hit, perhaps even toppled off Miss Reynolds and all the other members of the cast.

There are some new songs in the picture, too, none of them

Unquote

Lou Henne (announcing she’s quitting night club work after 10 years) is giving just 10 of it all. Take Las Vegas. I’m tired of being a bill. I’m in one of the most beautiful rooms in the next room. And it’s just as crowded here.

Producer Arthur Whitelow (on auditioning a young singer, Liza Minnelli): “She sang two songs for us and she was brilliant. She sings like her mother. It’s amazing, a cry in the voice. The heftations, the mannerisms. But still she’s good.”

Comic Mort Sahl (insisting that he puts Democrats down as well as Republicans): “I was speaking at this $100-a-plate dinner, and just to let you know, I was being fined for Adlai Stevenson. So I said, ‘I don’t feel so upset about replacing him because I know you Democrats just want to have your chances to get Adlai Stevenson, and you always settle for a second place.’”

NBC Press Release (Passing on program corrections for the TV Guide cover story): If you want the songs nominated for Academy Awards, as previously announced. He will open the hour singing without a song.”

Mahalia Jackson (at a recording session at which the music industry is concerned): “We are going to get past our grammar school days. It became a smash and they received the Oscar for the disking. Their follow-up song “Tell Me” was on the charts for many weeks and is now heard in Los Angeles and is written by Dick, is climbing steadily on the Hot 100 chart. The pair already a favorite with teen-age audiences (Deedee beats a tambourine) has broken all attendance records in teen clubs on the Coast. They are currently on a coast-to-coast personal appearance tour. their current album, “Young Love,” is also getting action.

LATEST SINGLE: “Young and in Love” looks like a strong contender for a top position on the Hot 100 chart.

RECORDING SESSION

Hail the Conquering Nero

RCA Victor and its conquering hero, Peter Nero, played host to some 500 members of the Los Angeles music industry. Theirs, in turn, comprised the "live" audience for Sgt. Pepper LP album release, "Peter Nero -In Person." Recording at Peter Nero’s Hollywood studio in Los Angeles, the session marked a double first for Nero: this LP is "The Last Time Ever" and also the first time he has recorded with less than a full orchestral complement.

The album should serve a double purpose too: Nero will emerge for the first time as a personality as well as a pianist. The best moment of the session was clearly loaded with the same sense of humor one finds in many of Nero’s movies. It was a moment when Nero is expected to steal the show from his recording partner and should delight his followers.

TALENT ON TOUR

Top Record Talent in Top Records This Week

EAST

Vie Damone opens at New York’s Bistro Top Ten on April 4. Four weeks beginning April 1.

At the Copa on April 4 is newcomers, Bob Anderson, Lou Henne in great shape at the Lake Shore Cafe, South Norwalk, N.J., through the 7th.

Johnny Tillotson will be in the Three Rivers Inn for two weeks beginning the 1st.

Eugene Ormandy brings the Philadelphia orch to Carnegie Hall for an all-Wagner program April 7. Schoenberg and Bartok and quartet will be at the Darien, Conn., High School auditorium April 7. Count Basie at Norwalk Senior High School on the 7th.

SOUTH

Count Basie and Ork in Atlantic City, N. J., Convention Hall

www.americanradiohistory.com
MARY WELLS

"LAUGHING BOY"

MOTOWN #1039

#15 on Billboard's Hot 100
#20 on Music Reporter's Big 100 Singles
#28 on Music Vendor's Top 100 Pop

MARY WELLS

TWO LOVERS

Current Best Selling Album: Includes Mary's Current Best Selling Single on Billboard's chart, "LAUGHING BOY"

Look Out for Mary's Next #1 Single!

Management: TALENT MANAGEMENT INC.

Exclusively:

MOTOWN / TAMLA RECORDS

2648 West Grand Blvd.
Detroit, Mich.

MARVELETTES

SMASH HIT SINGLE:

"LOCKING UP MY HEART"

TAMLA #54077
THE SHAPIRO, BERNSTEIN ORGANIZATION IS PLEASED TO ANNOUNCE THE APPOINTMENT OF

EMIL LA VIOLA

GENERAL MANAGER OF SHAPIRO, BERNSTEIN & CO., INC.

And His Election As

VICE PRESIDENT OF PAINTED DESERT MUSIC CORPORATION

SHAPIRO, BERNSTEIN & CO., INC.

PAINTED DESERT MUSIC CORP.

COLUMBIA PICTURES MUSIC CORP.

NORTH & SON MUSIC, INC.

SEVEN ELEVEN MUSIC CORP.

THE BARCLAY MUSIC CORP.

666 Fifth Avenue, New York City, Circle 7-3553

Boards Borrow Liz

NEW YORK — Liz Ingleton leaves the regular Billboard staff this week to go back to her first love, the stage, in a role in Sheldon Deane’s off-Broadway play, “The Lion in Love.” To be presented this month at No. 1 Sheridan Square Theater in Greenwich Village.

The play is scheduled for a limited engagement and Miss I. expects to be back at her editorial chores later in the spring.

‘West’ Track Fest

memorable, but it’s the familiar tunes that hold us fast.

By turns, the score is stirring and tender, and it is one that many fans who see “How the West Was Won” will want. Its appeal will be helped by the fact that “HTWWM” is a family flick. In fact, to this reviewer it’s the best kid picture for adults in a long, long time.

in Seattle and Portland the 5th and 6th... Los Angeles City College get a Four Freshmen concert April 5... Gene Pitney is off to the Hawaiian Islands for the “Show of Stars” tour from April 5-13... Judy Henske will hold forth at the Unicorn in Los Angeles through April... Dick Contino will be in Colorado Springs at the Roaring 20’s for two weeks from the 1st... Busy schedule for the touring San Remo of the World Festival will be seen this week at the Municipal Auditorium, Oakland (1), the San Francisco Opera House (2), the Seattle Opera House (3), Fresno High School (4), and Philharmonic Hall, Los Angeles (5).

SAN FRANCISCO

It’s kind of a homecoming for the Yagabodhis who are returning to Bimbo’s in San Francisco. This group, all members born in the North Beach area, were one of the first local singing groups to hit the musical big time. The quartet, consisting of Artila Rino, accordionist; Al Torre, guitar; Diino Natale, fiddle, are led by Dominic Germano... Rody Warren is reported to be getting $1,000 a night for an engagement to start shortly at New York’s, joining the local popular favorite, Dick Stewart... The Tommy Dorsey band, led by Sam Donahue, will return to the Claremont Hotel in Berkeley for a two-night stand, May 27 and 28. On this occasion they will bring juvenile singer Frank Sinatra Jr. and the Pied Pipers and Ziggy Elman, The Woody Herman band will play at the hotel the previous weekend.

Two well-known singers and recording artists of a bygone era died in California recently. Jackson C. Hynie, billed as “Johnny Hynie, the Kincaid Hill Boy,” was a turn of the century singer who later gained night club roles and mining with his musical career, lasting into the 1930’s. He introduced the late Victor Herbert’s “A Kiss in the Dark” in Chicago.

Marguerite Ras Walswerp was another San Francisco-born signer who toured both the United States and Europe in the 1920’s giving operatic concert tours. She has been active in musical circles in California since her retirement. She was 72.

SAN ANTONIO

Bob Newhart has been signed for a Dallas appearance on May 18. It will be the first time in Dallas for the button-down humorist. He will appear at the Southern Methodist University Coliseum. “Robert Goulet in Person” is the second production for the 1963 Summer Musicals season in Dallas. The Goulet show opens July 22 for two weeks. Featured with the Columbia recording star will be Carol Lawrence, the Welte Brothers and the Step Brothers.

PHILADELPHIA

Penthouse Club brings in the Kenny Mitchell unit for a six-week stint... Pianist Don Edmonds and bassist singer Sal Colangelo team up for a stand at the Saxony East... The Prime Kib, under new management, launches its entertainment policy with the Jeyriders Quartet... Venus Lefkas and the Gayles at nearby Atlantic City, reopen Easter Saturday with a name band policy for weekends with Woody Herman first in.

MAURIE H. GRODENKER

Mr. & Mrs.: That’s Louis Prima with bride Gia Maione at National Conference of Christians and Jews banquet, where Prima got award from the Nevada Region Brotherhood chapter.

TALENT ON TOUR

(Continued from page 12)

the 5th and the Suburban Club of Baltimore County, Fells Point, Md., the 6th... Pianist Gima Bachman is guest of Dallas Symphony April 1... Tony Carrol is at the Port O’Call, Tierra Vara, Fla., April 4... Lubbock, Tex., can see the Four Freshmen at the Municipal Auditorium April 4.

MIDWEST

Folkniks Addles and Croft will be at the Ohio Wesleyan University, Delaware, Ohio, May 1 and Buchell University, Louisvile, Pa., April 6... Comic George Kirby headlines at the Colony Club, Omaha, from April 4-10... Canway Twitty to Kansas City (Mo.) and Marty’s Lounge for a week beginning the 1st... Count Basie at the Club Laurent, Chicago, for one-nighter April 1... The touring Four Freshmen will appear at Deary College, Spring- field, Mo., on April 3.

WEST

Les Baxter’s Balladeens open at the Holiday Hotel in Reno for three weeks as of April 4... Phil Harris takes his act to the Desert Inn, Las Vegas, for six weeks on the Ist... Shelley Berman will be front stage at San Francisco’s Fairmont for three weeks starting April 2... Buddy Greco will give concerts
ORDER IT RAT NOW-A SMASH
The Untouchable Sound of
BILL BLACK'S COMBO
DO IT-RAT
NOW
2064
Hi
RECORDS

Big Request Action
The Palisades
MAKE THE NIGHT A LITTLE LONGER
4401
Chairman RECORDS

HOTTEST CHART CLIMBER TODAY
Jimmy Soul
IF YOU WANNA BE HAPPY
3305
S.P.Q.R.
RECORDS

THE AMERICAN LONDON GROUP
539 WEST 25th ST., NEW YORK 1, NEW YORK

Sunrise Serenade: P.T. - Love You Now And Always; Comedy; Moonlight And Kiss; South Of The Border; Lucky To Be Loved; Midnight Moonlight Cocktail; Brandon Twilight Time; For The West Wind, Cold Summer Breeze.

Copyrighted material
NEW YORK—The breadth and scope of kiddie LPs available on the market today offer children a choice of products that range from 1 to 14 the richest and most diverse array of recordings in the history of the record industry. Subjects range from traditional folk music to the newest rhythm records for the moppets to science and history records for the older child. Between in them lie records about animals, myths, heroes, fairy tales, stories and songs.

Most of the new and exciting children's records have been issued in greater array by the independent labels and kiddie-only labels such as the Fantasy, Columbia, and Bob Jones.

The exception of Columbia is the Columbia Discs which have been a regular part of the record production of children's records, Victor, Capitol and Decca have been slow to send the world's traditional kiddie material to the public. They have limited their output to the records of the old favorite "Rumpelstiltskin," "Cinderella," and "Pinocchio" which have been rerun in Broadway last seasons for the eight to 14 sets.

Breakdown

Actual amount of children's record market has been broken down into three or four distinct record markets, that is, the traditional kiddie market, with the Chipmunks, the Goofus, the Peter Rabbits, Goldilocks and other fairy tales. These are still being produced in large numbers as one to three years of age. From three to four years there is still a market, the mass section of it covered by records and books, but in animated sound and TV friends, Huckleberry Hound, Buddies Bunny, the Bugs Bunny, Rocky and His Friends, and records of music and nursery rhymes and the like.

After six or seven the market section for children's records begins to seem to the record companies. The market is small, and there are such factors as the number of children's records, the age of the child's inclinations and his or her parents.

For this age group there are recordings of classic stories, religious records, musical records, records of folk songs or pop songs or excerpts from the classics. There are also educational records that help children learn to spell, that help them learn another language like Spanish or French, and they use these as the story of great composers, like Beethoven and Tchaikovsky. There are recordings of such great children's classics as Wind in the Willows and "Winnie the Pooh" both in English and Latin, the latter being known as "Winnie Il Pu."

History Telling

For the older child, say about 10 or 11 who is interested in history and the past, there are records of current events; the Micro Chart; the Flower Compact, the Declaration of Independence, Washington's Farewell Address, and Lincoln's Gettysburg Address. Some of these historical records cover major events of the world and the War II including the Guadalcanal invasion of D-Day.

Records for this age group also cover such diverse areas as "A Child's Introduction to Atomic Energy and Outer Space," an area that appeals to practically all boys and girls.

A Child's Introduction to the Instruments of the Orchestra and "Moby Dick" narrated by the late Charles Laughton. There is even an album called "A Child's Introduction to Sex" for the older child.

Today's world of children's records is a basic library in itself. Most of the children's records are on the market are for the amusement of the young set, but there are also enough educational and disk albums available to please a parent who is anxious for his child to learn while listening. And probably at no other time in the record business have so many records been available for so little. There are scores of 99-cent LPs on the market for the child's record, and there are also many $19.89 LPs covering almost every conceivable subject for the children from ages three or four to 10 or 12. So whether a child wants to play the piano or sing or dance or or learn, he can do it today to phonograph records, which should make everyone happy, including the child, his parents and, of course, the record dealer.

Martin for Philly Folk Fest

PHILADELPHIA — Jimmy Martin and the Sunny Mountain Boys have been signed to appear at the forthcoming Philadelphia Folk Music Festival, the Jimi Hendrix, the Byrds, the Association and the Limeliters. Jimi's new double, "The Old Man's Daughter," went on the air, heavy playing in the Philadelphia and Detroit markets. Martin and his group were recent guests on the Buddy Deane T.V.or in Baltimore.

Top Kid LP Labels by List Price

NEW YORK—Here is a list of key manufacturers of kiddie LPs by list price. Many manufacturers have two or three different price levels for the same albums and thus are listed more than once.

99-Cent LPs

Diplomat

Family Enterprises

Happy Time

Playtime

Coronet

Choo Choo

Tale Spinner (UA)

$1.98 LPs

Peter Pan

Camden

Capital

Delphi

Columbia

Cosmo

Disneyland

Golden

Hermey

MGM

Mercury

Riverside

$2.49 LPs

Young People's Records

$2.98 LPs

Capital

$3.25 LPs

Rhythm Productions

$3.98 LPs

Columbia

Decca

Disneyland

Golden Book & Record

Key

Lilly

Pathways of Sound

Period

RCA Victor

Wonderland (Riverside)

$4.25 LPs

Folkways

$4.95 LPs

Enrichment

Playhouse

$5.95 LPs

Elektro

Sound Award

Tracking Systems

Vanguard

Vox

$6.95 LPs

Cricket

Language Records

Folkways

Instant Listening

Spoken Arts

$7.95 LPs

Casden

Disneyland

$9.95 LPs

Living Language (VPR)

Living Literature (TPR)

Rss Bagdasarian and the celebrated Alvin.
ON RCA VICTOR

"ALL THE HITS FROM "OLIVER!" "The Melachrino Strings and Orchestra gives you ten glorious musical treats. They include Overture and Finale from Lionel Bart's spectacular hit, "Oliver!" Each show stopping number is beautifully accented and expanded by Melachrino orchestrations. This is a dazzling collection from an already legendary musical, "Consider Yourself." "Where Is Love?", et al.

The Limeliters: "Makin' a Joyful Noise." This is the first time out for Lou, Alex and Glenn with purely religious folk songs, and all American at that! These are the glorious songs that grew from the religious and the personal freedoms that marked the beginnings of the nation. Among them you will find: "We Will Overcome," "Down by the Riverside" and "Who Will Join?" Everybody!

"YOUNG—AT HEART." The head of the famous Cartwright family, Lorne Greene, is much more than an actor. You'll be sure to agree when you hear him bring his singing voice into the musical spotlight with this warmly appealing new album. It's one of those rare occasions when a standard tune takes on a welcome new sound. "September Song," "As Time Goes By," "Speak Low," 9 more.

The most trusted name in sound
"THE GROUP." You'll find them one of the most exciting new vocal trios that you've ever heard. Their style is distinctively fresh or fiery as the song demands. The swinging soprano is Anne Gable; the tenors are Larry Benson and Tom Kampman. And the sound: as high-flying as three nightingales out for a lark! Why not join them on "But Beautiful," "I Hear Music," "Joey, Joey, Joey," 9 more.

"WHO IS GARY BURTON?" You'll find the astonishing answer in this album! Not yet twenty years old, Gary's tremendous talent on the vibraphone is startling and all the more so here since his mallets beat a path for an impressive group of top brass and rhythm men, including Joe Morello. Album spotlights two bright originals: "Storm," "Get Away Blues," plus a host of the most.


"ALOHA FROM NORMAN LUBOFF." This is the Luboff chorus's first album of Polynesian music. You'll find that it takes you on a trip to the balmy Isles of Hawaii and Tahiti. Your musical guides bring new vocal coloring to the haunting and exotic themes of this Pacific paradise. And the sound is first class all the way. "Song of the Islands," "Sweet Leilani," "Hawaiian War Chant," plus 9 more.

PLUS THESE PRIME SPRING OPENERS:
- ART BLAKEY / "A NIGHT IN TUNISIA"
- GEORGE SHEA / "GEORGE BEVERLY SHEA SINGS HIS FAVORITE SONGS AND SPIRITUALS"
- BLACKWOOD BROTHERS / "ON STAGE"
- WALTER FORBES / "FOLK SONG FESTIVAL"
- CARLOS MONTOYA / "FLAMENCO ANTIGUO"
- PORTER WAGONER / "THE PORTER WAGONER SHOW"
Getting new releases has never been a problem for the big city radio outlets. Not so for the smaller top 40 stations. A typical example is WTAY in Robinson, Ill., where program director Jack Boyd, writes: "I'd appreciate it if you'd mention that not all r&b jockeys are tight in the big cities of Chicago, St. Louis or San Francisco. There are plenty of us here in the smaller areas just as hip to good r&b as are the big city boys. The only trouble is, we don't receive copies. As you know, this is a plea for records, not only for WTAY, but all smaller market stations. Who will the record companies learn that not everyone who purchases records listens to the top stations in any given market. Millions of people listen to the 250 and 1,000 watt stations in towns of from 8,000 to 30,000. These deejays 'sell' records too—but only if they have copies to play.

Veejay's instrumental group on Herald-Ember Records part company with Commodor Distributors in five key markets. The group, named Fenway in Pittsburgh, Great Lakes in Cleveland, Apen Martin in Newark, Hit in Cincinnati, and Beta for the Herald office in Atlanta and Nashville. The group's Billboard ad this week is not yet done when the Waxman record company, their Ohio distributor, was named Bill Darnell is off on a promotion trip to Pittsburgh, Cleveland and Detroit, and the label's Al Silver is celebrating his second wedding anniversary with his wife Sylvia April 21. The group is in the midst of "Welcome Me" by the Scott Brothers on Comet, from Joly Fields. The group had Cameo hit a few years back...

EMERSON RECORDS  
The story of a r&b history that will be told by Bob Fries in his second release coming soon:"Don't Play That Dance." It's a Brook Benton-Jackie Wilson-type thing. Wright used to record for A&M.

Onederland Records' George Leener leaves on a flying promo tour to Detroit, Cleveland, Pittsburgh, New York, Washington, Nashville and Louis (in that order). Leener is one man who never worries about air line schedules. He pilots his own plane. It's named Tail Feather.

Could it be because of Onder-ful's newest side: "Shake a Tail Feather" by the Finlaymen. The song has cracked three big Chicago milestones: Wynr, WLS and the thin sheet. A particularly interesting number in that initial action was pop followed by r&b-type action. The chart r&b number. The Five Duotones, now playing Chicago's Regal, leave next week for New York, Lou Morgan (Doc) Downey Jr. may join one of the McLoone groups soon, he was seen keeping a small smash trial at Chicago's Gold Star. His group is called the O'Bed. The first r&b session was spelled Dick (Wild) Kempt on his evening slot, facing WLS' Gene Weingartner and Bill Smith, for a few days.

Frank Barrow, producer of radio films, AM-FM, at the Chicago World's Fair, that Gordon DeWittly, the station's 13-year-old blind deejay, will have his own radio program every 7-8 slot. Other news, according to Barrow, is that Gordon has been doing a 15-minute show on "Ludic, There He Is" by Baby LeAnn. Also, "I Love of My Man" by Tenva Kilgore on Dejoc, Scepter subdepartment all getting new radio action in the request department."

MUSIC AS WRITTEN  

MURKY  
Miles L. Jorrie has joined the law firm of Orenstein & Mos. King Records has signed Lillian Moore, Jimmy C. London, and Ray Van Hooser has joined the field staff of SESAC.

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MUSIC AS WRITTEN  

MURKY  
Miles L. Jorrie has joined the law firm of Orenstein & Mos. King Records has signed Lillian Moore, Jimmy C. London, and Ray Van Hooser has joined the field staff of SESAC.

The story of a r&b history that will be told by Bob Fries in his second release coming soon:"Don't Play That Dance." It's a Brook Benton-Jackie Wilson-type thing. Wright used to record for A&M.

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HUGO WINTERHALTER

AND HIS ORCHESTRA

playing

I’LL REMEMBER APRIL

(BOSA NOVA STYLE)

S/W

SNOWFALL

ABC-10432

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DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
HOT HOT HOT BREAKING OUT ALL OVER "I DREAM OF AN ANGEL" h/w "Sharon Lee" by THE GREAT CHUCK RONDELL w/the SORCENUS BROS. 
HIT LIST: 4/2/63

C & W Breakers "WE'VE MET BEFORE" h/w "Don't Leave Me Now" by the CATES SISTERS 
HIT LIST: 4/2/63

 attraverso il bronzo con le casse. Si tratta di una esperienza a 360 gradi che si svolge in un ambiente completamente immerso nella musica, con uno spettatore attivo che può toccare, sentire e immaginare la storia. Questo tipo di esperienza è una delle ultime innovazioni nelle arti visive, che ne sogna di altri tempi. Il potere della musica è evidenziato in modo impressionante, come se fosse una sorta di terapia terapeutica e un rimedio spaventoso. Il potere della musica è una delle cose più importanti che abbiamo, e ogni persona dovrebbe avere l'opportunità di sentirla in modo così vivido e immersivo come è stato descritto qui.
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SINCE "THE F--------F--------" Barreling along to a barrel of profits. So funny... it'll knock anyone off his rocker.

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RECORDS

SMASH DIVISION, MERCURY RECORD CORPORATION,
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SINGLES REVIEWS

WINNERS

POPCORN

JAMES DARREN
THEY SHOULD HAVE GIVEN YOU THE OSCAR

(Alban, BMI) (1:14)-Columbia 4187

This is a bright spot inspired by the forthcoming Academy Awards. That tells the tale of a bad man who should have died and is taken back on by the female star. The song is "Blame It on My Youth." (Cappell, ASCAP) (1:48).

ROGER WILLIAMS
ON THE TRAIL

(Kabbee, ASCAP) (1:12)-Kapp 225

An interesting parody of the arrangements of the old Folks At Home, done to catchy music behind the words of "When the Wave Is Raging." (Chappell, ASCAP) (1:32).

C.A.W. SPOTLIGHT

SALLY WAS A GOOD OLD GIRL

(Papier, BMI) (1:19)-New Star 45023

A mighty smart performance by the chamber of a lady and man (which I can't relist) was written by Horace Swann. This is a song that tells a story that moves along well. The record is being given a top spot by Big Time and it is "Why Just Walk Right Back Again." (Papier, BMI) (1:19).

PERKINS, CARL
I'VE JUST GOT BACK FROM THERE

(Twentieth, BMI) (1:20)-Columbia 4153

It's been a long time since Purrkins' original "Blue Suede Shoes," but in these times it has been given a new lease of life. It is "I'm Just Going to Walk Right Back Again." (Papier, BMI) (1:20).

HUGO WINTERHALTER
AND HIS ORCHESTRA

(Touch, BMI) (1:20)-Musical, ASCAP (1:21)

This is an encore record with a lot of new magic. The orchestra is the key to this song, and it is "It's Just Like Walking Right Back Again." (Cappell, ASCAP) (1:21).

THE BROTHERS FOUR
Welcome Home Sally (Kasen, ASCAP) (1:12)-Kapp Records (Long Away Lowery) (Majik Tracks) (2:19), COLUMBIA 42752

STEVE ALAIMO
It's a Long Way to Happiness (Fornet Bros.) (2:12)-A. Life of Loneliness (Blue Sin-Face) (2:36).

AL CADDIE

EDDIE HURT
Love (Caruso, BMI) (2:04)-Honey Get My Money (Sheba, BMI) (2:04). ODE 3144

ROD FOLEY
One True Love (Barret, BMI) (2:07)-I Just Love You (Barret, BMI) (2:06). DECCA 3145

DOTTIE WEST
Standing in the Shadows of the Righteous (Leech, ASCAP) (2:15)-I'm Going to Be with Jesus (Oscar, BMI) (2:30). WARNER BROS. 3593

CRAIG REID
Wait 'n See (Cameo-Parkway, BMI) (2:08)-It Ain't Right (BMI) (2:33). DECCA 3185

JAMES BROWN
Prisoner of Love (Jackie DeShannon, BMI) (2:08)-I'm Shakin' (BMI) (2:08). RICK 379

RICHARD BERRY
Emmylou (Brunswick-Garay, BMI) (2:10)-I'm pleading for You (BMI) (2:20). SAVAGE 111

BOBBY DARRELL
Cry, Darlin' (Acme-Ross, BMI) (2:11)-My Darlin' (BMI) (2:14). LONE STAR 3116

CAHILL, JIM
Is Shakin' (BMI) (2:17)-Her Name (BMI) (2:20). RED DAWN 118

LENA HORNE
My Love (Stanbush, BMI) (1:51)-I'm in a Hurry (BMI) (1:57). PARIS 131

BURT JACkSON
My Everything (Czar-Cal-Najer, BMI) (2:07)-I'm In Love With You (BMI) (2:08). ASCAP 1391

JIMMY CLIFF
Never Go Back To Carolina (BMI) (2:10)-I'm Going Home (BMI) (2:08). COLUMBIA 42510

LADY LUCK AND THE LULLABIES
You're The One (BMI) (2:10)-You'll Win Me (BMI) (2:20). DORAN'S (BMI) (2:20). PHILIPS 1381

CLASSES
Three From a Summer Place (Willis, BMI) (2:07)-I'm So In Love With You (BMI) (2:08). ASCAP 1360

JEFF COOK
Leave Me (BMI) (2:10)-I'm Going Home (BMI) (2:10). ASCAP 1360

MICHAEL ALLEN
My Heart Won't Be Goodbye (Alabama, BMI) (2:10)-Merry Christmas (BMI) (2:10). ASCAP 1360

RONNIE JOHNSON
Love, My Love, Love (Kemper, BMI) (1:51)-Only One Time (BMI) (2:05). ASCAP 1360

MARY MILLER
Cry, Darlin' (Acme-Ross, BMI) (2:14)-I'm In Love With You (BMI) (2:09). ASCAP 1360

EDWARD ORKUN

BRONNY LARWOOD
I'll Be On Top Again (Kasen, ASCAP) (2:15)-The Flip Flop (BMI) (2:05). ASCAP 1359

JIMMY CLIFF
I'm in Love With You (BMI) (2:10)-I'm Going Home (BMI) (2:10). ASCAP 1360

GREG CHESS
My Heart Won't Be Goodbye (Alabama, BMI) (2:10)-Merry Christmas (BMI) (2:10). ASCAP 1360

BERKLEY, GORDON
Bimbo (BMI) (2:13)-Dance, Dance, Dance (BMI) (2:20). ASCAP 1360

DEO
Well I'm Not Gone (BMI) (2:10)-In Love With You (BMI) (2:05). ASCAP 1360

JIMMY CLIFF
I'm In Love With You (BMI) (2:10)-I'm Going Home (BMI) (2:10). ASCAP 1360

(Continued on page 33)
"I feel very secure with Command in my salesman's bag."

March 7, 1963
P. O. Box 125
Stevenson, Conn.

Mr. Enoch Light
1501 Broadway
New York 36, New York

Dear Mr. Light,

A salesman for Command Records can easily become jaded about his product simply because it is so consistently great.

However, upon receiving my samples of your latest release I was stunned by the fantastic sound that poured from my speakers. I never cease to be amazed how Command tops itself with new greatness time after time.

This latest Command release came just at the right moment. With other companies fighting "sound" battles on paper it was certainly heartwarming to have release from Command which leaves the others fighting for second place.

Today I put your latest release up against (***). Believe me, Mr. Light, you are still the "King" of sound.

It is refreshing for salesmen to prove their product to themselves. Especially when the proof is arrived at through competition.

Thank you for your never ending pursuit of quality in sound. I feel very secure with Command in my salesman's bag.

Sincerely yours,

[Signature]

Don Dempsey
Sales
Allied Distributors

(***WE HAVE DELETED THE NAME OF A PRODUCT RECENTLY INTRODUCED BY ANOTHER COMPANY.)
## Billboard Top LP's

**FOR WEEK ENDING APRIL 6**

### 150 BEST SELLERS—MONAURAL

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Sales</th>
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<tbody>
<tr>
<td>1</td>
<td>SONGS I SING ON THE BEATLES</td>
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<tr>
<td>2</td>
<td>DAVE AND HEATHERS</td>
<td>80,000</td>
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<tr>
<td>3</td>
<td>DOROTHY &amp; DOROTHY</td>
<td>70,000</td>
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<tr>
<td>4</td>
<td>10TH ANNIVERSARY</td>
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<td>5</td>
<td>THE BEATLES</td>
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<tr>
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<td>9</td>
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### 50 BEST SELLERS—STEREO

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<td>MONAURAL</td>
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<td>4</td>
<td>DAVE AND HEATHERS</td>
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<td>5</td>
<td>10TH ANNIVERSARY</td>
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<td>6</td>
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</tr>
<tr>
<td>9</td>
<td>THE BEATLES</td>
<td>10,000</td>
</tr>
</tbody>
</table>

- Billboard is a weekly music chart that ranks the top-selling albums in the United States.
JACKIE WILSON'S DYNAMIC NEW ALBUM

including his Smash Hit
BABY WORKOUT

BABY WORKOUT

JACKIE WILSON

(M) BL-54110
(S) BL-754110

Plus AN EXCITING NEW ALBUM BY THE DEMENSIONS

including their hit recordings of
MY FOOLISH HEART
OVER THE RAINBOW

and many others

(My) CRL-57430
(S) CRL-757430

Contact Your Decca Branch Now!
### HOT 100—A TO Z—(Publisher-Licensee)

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist/Label &amp; Number</th>
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<tbody>
<tr>
<td>1</td>
<td>HE'S SO FINE</td>
<td>Colin, Lode 2156</td>
</tr>
<tr>
<td>2</td>
<td>OUR DAY WILL COME</td>
<td>Elvis Presley, RCA 509</td>
</tr>
<tr>
<td>3</td>
<td>THE END OF THE WORLD</td>
<td>Master Delta, RCA Victor 825</td>
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<tr>
<td>4</td>
<td>SOUTH STREET</td>
<td>Otis, Columbia 5408</td>
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<tr>
<td>5</td>
<td>CAN'T GET USED TO LOSING YOU</td>
<td>The Everly Brothers, MGM 1358</td>
</tr>
<tr>
<td>6</td>
<td>BABY WORKOUT</td>
<td>Jackie Wilson, Brunswick 5552</td>
</tr>
<tr>
<td>7</td>
<td>YOU'RE THE REASON I'M LIVING</td>
<td>Billie Holiday, Columbia 479</td>
</tr>
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<td>8</td>
<td>RHYTHM OF THE RAIN</td>
<td>Buddy Greco, Columbia 5110</td>
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<tr>
<td>9</td>
<td>YOUNG LOVERS</td>
<td>The Drifters, King 7007</td>
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<td>10</td>
<td>PUFF</td>
<td>Dee Jay Starr, Cosmos 1060</td>
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<td>11</td>
<td>BLAME IT ON THE BOSSA NOVA</td>
<td>Elsa Guerra, Columbia 5120</td>
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<td>12</td>
<td>WHAT WILL MY HEART SAY?</td>
<td>Johnny Mathis, Capitol 4010</td>
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<td>13</td>
<td>WANNA BE AROUND</td>
<td>The Everly Brothers, MGM 1358</td>
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<td>14</td>
<td>LAUGHING BOY</td>
<td>The Righteous Brothers, 45199</td>
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<td>15</td>
<td>FOLLOW THE BOYS</td>
<td>Frank Sinatra, Capitol 1041</td>
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<td>16</td>
<td>DON'T SAY NOTHING BAD ABOUT MY BABY</td>
<td>Coleen, Columbia 1514</td>
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<td>17</td>
<td>WALK LIKE A MAN</td>
<td>The Righteous Brothers, 45199</td>
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<td>18</td>
<td>LET'S LEND SOME MORE</td>
<td>The Righteous Brothers, 45199</td>
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<td>19</td>
<td>OUT OF MY MIND</td>
<td>Tommy Tucker, Capitol 1041</td>
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<td>20</td>
<td>PIPELINE</td>
<td>The Righteous Brothers, 45199</td>
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<td>21</td>
<td>DON'T BE AFRAID, LITTLE DARLIN</td>
<td>Columbia, Columbia 1514</td>
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<td>22</td>
<td>WILD WEEKEND</td>
<td>Brenda Lee, RCA 3812</td>
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<td>23</td>
<td>ONE BROKEN HEART FOR SALE</td>
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<td>24</td>
<td>I WILL FOLLOW HIM</td>
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<td>25</td>
<td>LITTLE DARLIN</td>
<td>Columbia, Columbia 1514</td>
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<td>26</td>
<td>I GOT WHAT I WANTED</td>
<td>RCA, RCA 3812</td>
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<td>27</td>
<td>DON'T SET ME FREE</td>
<td>Bobbe, ABC-Paramount 34010</td>
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### BUBBLING UNDER THE HOT 100

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<th>Title</th>
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<tr>
<td>HE'S GOT THE POWER</td>
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<td>DON'T WANNA THINK ABOUT PAULA</td>
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<td>DARLING'S BEEN LOST</td>
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<td>CAST YOUR FATE TO THE WIND</td>
<td>Columbia, 5408</td>
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<td>A LOVE SHE CAN COUNT ON</td>
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<td>RAINBOW</td>
<td>Columbia, 5408</td>
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<td>HERE I STAND</td>
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<td>MEDITATION (Meditation)</td>
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<td>HOW CAN I FORGET</td>
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<td>WHAT ARE BOYS MADE OF</td>
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<td>IF YOU WANNA BE HAPPY</td>
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<td>KILLER JO</td>
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<td>BILLY BAKER, WON'T YOU PLEASE COME HOME</td>
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<td>THEME FROM LAWRENCE DEAN</td>
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<td>HOW CAN I FORGET</td>
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<td>COME AND GET THESE MEMORIES</td>
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<td>ASK ME</td>
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<td>I'LL MAKE IT AROUND</td>
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<td>(Today I Met) THE BOY I'LL MARRY</td>
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For more information, visit www.americanradiohistory.com.
### TWENTY SMASH HIT ALBUMS ON DOT

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<tr>
<th>1963'S EARLY HITS</th>
<th>DAYS OF WINE &amp; ROSES</th>
<th>FUNNY FONE CALLS</th>
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<td>Steve Allen</td>
<td>Billy Vaughn</td>
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<td>DLP 25501</td>
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<td>Lawrence Welk</td>
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<th>A SWINGIN' SAFARI</th>
<th>BABY ELEPHANT WALK</th>
<th>GOLDEN HITS</th>
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<td>Billy Vaughn</td>
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</thead>
<tbody>
<tr>
<td>Lawrence Welk</td>
<td>Lawrence Welk</td>
<td>Jo Ann Castle</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>DLP 25412</td>
<td>DLP 3359</td>
<td>DLP 3249</td>
<td>DLP 3165</td>
</tr>
<tr>
<td>DLP 3412</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>GRAVY WALTZ &amp; 11 CURRENT HITS</th>
<th>THE END OF THE WORLD</th>
<th>GREAT GOLDEN HITS</th>
<th>I LOVE YOU TRULY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Allen</td>
<td>The Mills Bros.</td>
<td>The Andrews Sisters</td>
<td>Pat &amp; Shirley Boone</td>
</tr>
<tr>
<td>DLP 25515</td>
<td>DLP 3515</td>
<td>DLP 3452</td>
<td>DLP 25475</td>
</tr>
<tr>
<td>DLP 3515</td>
<td></td>
<td>DLP 3452</td>
<td>DLP 3475</td>
</tr>
</tbody>
</table>

### BEST SELLING SINGLES

<table>
<thead>
<tr>
<th>#16440 Pipeline</th>
<th>Chantay's</th>
</tr>
</thead>
<tbody>
<tr>
<td>#16453 Hot Pastrami</td>
<td>The Dartells</td>
</tr>
<tr>
<td>#16457 Gravy Waltz / Preacherman</td>
<td>Steve Allen</td>
</tr>
<tr>
<td>#16456 Granny's Pad / Blues Bouquet</td>
<td>The Viceroy</td>
</tr>
<tr>
<td>#16455 Sorry (For The Way I Treated You) / Boss Strikes Back</td>
<td>The Rumbles</td>
</tr>
<tr>
<td>#16454 I Wonder Where You Are Tonight / Dream Girl</td>
<td>Arthur Alexander</td>
</tr>
<tr>
<td>#16461 Diamond Head / How The West Was Won</td>
<td>George Cates</td>
</tr>
<tr>
<td>#16439 Meditation / Days Of Wine And Roses</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>#16452 Blue (THE ORIGINAL!)</td>
<td>Bill Lindsey</td>
</tr>
<tr>
<td>#16448 Heartaches / Happy Melody</td>
<td>The String-A-Longs</td>
</tr>
<tr>
<td>#16450 Face in A Crowd / Lonely Tears</td>
<td>Jimmie Rodgers</td>
</tr>
<tr>
<td>#16421 Boss</td>
<td>The Rumbles</td>
</tr>
<tr>
<td>#16451 The End Of The World / Big City</td>
<td>The Mills Bros.</td>
</tr>
<tr>
<td>#16436 Release Me / My Smoky Mountain Home</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>#16431 The Minuteman / Atlantis</td>
<td>Oederland Orchestra</td>
</tr>
</tbody>
</table>

### Additional Notes

- Pipeline (Chantay's)
- Hot Pastrami (The Dartells)
- Gravy Waltz / Preacherman (Steve Allen)
- Granny's Pad / Blues Bouquet (The Viceroy)
- Sorry (For The Way I Treated You) / Boss Strikes Back (The Rumbles)
- I Wonder Where You Are Tonight / Dream Girl (Arthur Alexander)
- Diamond Head / How The West Was Won (George Cates)
- Meditation / Days Of Wine And Roses (Pat Boone)
- Blue (THE ORIGINAL!) (Bill Lindsey)
- Heartaches / Happy Melody (The String-A-Longs)
- Face in A Crowd / Lonely Tears (Jimmie Rodgers)
- Boss (The Rumbles)
- The End Of The World / Big City (The Mills Bros.)
- Release Me / My Smoky Mountain Home (Billy Vaughn)
- The Minuteman / Atlantis (Oederland Orchestra)
SIZZLING SPRING

LOU CHRISTIE

"TWO FACES HAVE I"

R-4481

JUST OUT! THE ORIGINAL...

JOEY DEE SMASH!

"HOT PASTRAMI WITH MASHED POTATOES"

R-4488

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SALES-O-RAMA

RONNIE HAWKINS
"BO DIDDLEY"
R-4483

RAY BARRETTO
"EL WATUSI"
Tico 419

SAM & DAVE
"YOU AIN'T NO BIG THING BABY"
R-4480

THE FLAMINGOS
"I KNOW BETTER"
End 1121
JUBILEE MAKES IT WITH 4 BIG ONES

WHAT A GUY
THE RAINDROPS
Jubilee 5444

SANDRA
THE VOLUMES
Jubilee 5446

THE GOOD LIFE
KATHY KEEGAN
Malibu 1219

YOUR VERY FIRST LOVE
THE DUBS
Wilshire 201

DO THE MONKEY/A THREE DOLLAR BILL
BEVERLY ANN GIBSON
Jubilee 5447

NEW! NEW!

JUBILEE RECORDS

a product of Jay-Gee Record Company, Inc.
A DIVISION OF THE COSNAT CORPORATION
318 West 48th Street, New York 36, N.Y. PL7-8570
The HILARIOUS GERALD GARDNER
CREATOR OF THE MILLION-SELLER BOOK
WHO'S IN CHARGE HERE?
HAS NOW WRITTEN
A Wild and Wacky LP
He's in charge here!

Gerald Gardner, author of the best seller Who's in charge here?
presents

He's in charge here!

featuring Martin Adam Willson as the man in charge

HIS MILLION SELLER BEST

Produced & directed by Aubrey Mayhew

THE GREATEST COMEDY SALES ARE ON ATLANTIC

1841 Broadway, New York 23, N.Y.
The Group that Started it All...

The KINGSTON TRIO

Our thanks to the Nation's Disc Jockeys for all the spins---Especially on our new Single---

"The Reverend Mr. Black"

Capitol #4951

Current Best Selling Albums

THE KINGSTON TRIO #16

1847

SOMETHING SPECIAL

1747

NEW FRONTIER

1809

KINGSTON TRIO, INC.

916 Kearny St., San Francisco, Calif.

UTM ARTISTS, LTD.

9107 Wilshire Blvd., Beverly Hills, Calif.

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If total on-the-air time per week is any thermometer, radio currently is in a healthy condition. In the past decade, total weekly hours of programming have increased by an average of more than 8 per cent. The average has been pulled up both by more stations on the air and by the presence, undoubtedly, of more 24-hour-a-day programmers.

In 1953, stations, overall, averaged 113.2 hours, or 4.7 days per week on the air. Today the figures have increased to 122.7 hours, or 5.1 days on the air for every seven-day period.

Of even greater significance is the changing pattern of programming matter. In 1953, approximately 47 per cent of total air time was devoted to record programming. This year, that figure has increased by 70 per cent. Put another way, record programming today accounts for virtually 90 per cent of all radio programming.

Specifically, 53.2 hours per week of the average weekly on-the-air time of 113.2 hours in 1953, were devoted to records. Currently, 97.8 hours per average broadcast week of 122.7 hours is accounted for by a spinning turntable.

A decade ago, with television not yet fully grown as an economic-entertainment factor, radio still occupied something of a place as a non-musical entertainment medium. Some dramatic shows and some soap operas still held a place of importance. Day-time hours were still punctuated with the type of housewife-aimed quiz and game shows that have now become a part of TV's day.

The impact of the growth of the video medium and pure economic factors arising therefrom, have largely accounted for these changes in emphasis. Record programming does not involve the cost factors of the live show no matter how simple, nor does it require rehearsal time. It can be done effectively with no more than a disk jockey, an engineer and a turntable, yet it has been found to have the broadest kind of commercial appeal. The vastly increased amount of musical repertoire available on records, enhanced the development of many different kinds of programming formulae within the broader scope of record programming.

Top 40 type hit programming views today with the so-called better music format for audience attention. Stations too can become specialists in jazz, folk, specialty and classical material as well.

The burgeoning use of popular recorded music on radio has gone hand in hand with the vastly increased amount of disk programming in the past decade. Comparison of figures for both this year and last year as against 1953, clearly shows this marked trend. Approximately 60 per cent of total disk programming time in 1953 was accounted for by the general pop category (including jazz, Top 40, folk and show material) while the same classification dominated programming time in 1953 with a whopping 83 per cent of total disk programming.

The trend is perhaps even more graphically shown by a comparison of actual average hours per week of general pop programming for the years surveyed. In 1953, only 10.9 hours were given over to pop. In 1962, the average programming hours had mushroomed to 75.4, while currently the average is running at 81.5 hours per week.

Interestingly, there is a less clear-cut picture with regard to the programming hours devoted to country and rhythm and blues material. For example, in country, the field appeared to be in a decline, dropping from 11.5 average hours per week in 1953 to 7.6 hours this year. A low point was reached last year at 5.4 hours.

It must be remembered, however, that country music has undergone substantial development during the decade, both stylistically and in terms of mass acceptance. Much of what is produced today has been accepted as country music a decade ago, before the mass acceptance of the country music form. Thus country music has become an established part of the pop field and tends to show up in that category rather than in its own.

The same is true, to a great extent, of rhythm and blues. A great many records produced today are basically of a rhythm and blues character. Yet they too have broken out of the narrow, regionalized bounds of a specific rhythm and blues market and have, in a sense, lost their separate identity. But just as in country, many disks programmed broadly by pop stations today, might once have been placed pure r&B in content.

In the classical field, there is little in the way of a clear-cut trend on which to base solid conclusions. The AM radio area, with which the survey deals exclusively, has never been a major force in classical programming, and with the growth of the impact of FM stereo radio, the AM share of classical programming can be expected to remain a minor factor.

Though the religious field even today occupies a very minor share of total disk programming, it's of interest to note the percentage of increase in programming in this field. A decade ago, 1.8 hours per week ran to religious content. With an average of three hours per week in 1962, religious record programming has increased over 70 per cent in 10 years.
..., albums considered exposure all are kind.

The average station is buying about 13 singles a month now. This has actually changed little since a decade ago, when the average was 10 singles purchased.

Album libraries are also being built-up by purchased copies as well as goods received free. Supple- mental purchases of three per month was the average in 1953. This has increased to 4.8 per week, or approximately 20 per month this year.

If purchases have grown, it follows that annual appropriations for disk purchases have also grown. This is true, in figures tabulated from returns in the current program director survey. Ten years ago, an average budget of $450 was earmarked for purchases of all types of records, both singles and albums.

Free albums to stations bring a substantially better shake for the record manufacturer in terms of exposure than do free singles. That's the clear conclusion to be drawn from a tabulation of program director responses in Billboard's current programming practices poll.

Sixty-six per cent—two-thirds of all LP's received free—are programmed more than once by the average station, according to the program directors of those stations. This compares to only about 24 per cent of all free singles that receive more than one exposure.

Among free LP's received by stations, only about 22 per cent receive no programming of any kind. In the singles field, over 60 per cent of those received are never spun on the air. Of all records received free, the figures for only a single air exposure are comparable, 12.3 for albums, 14.7 for singles.

This is interesting when it is considered that the total of new albums released often runs to 70 to 80 per week. But the significant fact is that the number of albums received free by stations is still far below the number of singles received in an average week. Thus, there is a greater value concept connected to the album, which may in turn account for more individual exposures.

While it is true that a number of stations today depend almost exclusively on Top 40 type programming, wherein little time or space is made available for the exposure of new product, the fact is that of all stations polled in the current Billboard radio programming survey, an average of 14.1 new singles are spun each week. With better than four times this number of new records received each week, it would appear that getting a new record exposed is now not, nor ever will be, an easy job. Yet the figure of better than 14 new records played on the average station per week, is a respectable one, and far greater than is sometimes supposed.

Is it really true, as many record manufacturers and independent record promotion men claim, that it is more difficult than ever to get new records exposed on radio? Apparently it's so, according to figures developed in Billboard's current survey of programming policy and practice.

Of all the free records submitted to stations for programming, over 60 per cent are never played at all at the present time. A decade ago, only 10 per cent of those received fell into the "never-get-played" category.

Conversely, almost 70 per cent of all singles received free in 1953 were played more than once by the average station receiving them. Today, less than 25 per cent are programmed more than once. A decade ago, about 21 per cent of all free singles were programmed only once, while only 14.7 per cent of the 1963 singles are given a single spin.

Although these statistics may stand on their own merits, another consideration may also be taken into account. This is the fact that the outpouring of single records is vastly increased today over the number of disks issued a decade ago.

Thus, with a considerably smaller total of new records a decade ago, it was possible to program a substantially larger share of the total than it is today. This will at least partly explain why a greater percentage of a smaller number of records were programmed only once and more than once in 1953 and why a smaller percentage of a smaller total were never played at all in 1953 as against the current year.

---

**Question...**

**OF THE FREE SINGLES YOUR STATION RECEIVES, WHAT PERCENTAGE ACTUALLY ARE PLAYED ON THE AIR?**

<table>
<thead>
<tr>
<th></th>
<th>1963</th>
<th>1953</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of all free singles played Only Once</td>
<td>14.7%</td>
<td>21.4%</td>
</tr>
<tr>
<td>% of all free singles played more than Once</td>
<td>23.7%</td>
<td>68.8%</td>
</tr>
<tr>
<td>% of all free singles never played</td>
<td>61.6%</td>
<td>9.8%</td>
</tr>
<tr>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
</tr>
</tbody>
</table>

---

**Question...**

**OF ALL THE FREE LP'S YOUR STATION RECEIVES, WHAT PERCENTAGE ACTUALLY ARE PLAYED ON THE AIR?**

<table>
<thead>
<tr>
<th></th>
<th>1963 Only</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of all free LP's played only Once</td>
<td>12.3%</td>
</tr>
<tr>
<td>% of all free LP's played more than Once</td>
<td>66.0%</td>
</tr>
<tr>
<td>% of all free LP's never played</td>
<td>21.7%</td>
</tr>
</tbody>
</table>

---

**Question...**

**ON THE AVERAGE, HOW MANY NEW SINGLES DO YOU PROGRAM EACH WEEK?**

14.1
CONGRATULATIONS TO NATIONAL ASSOCIATION OF BROADCASTERS
I'D LIKE TO THANK EACH AND EVERY ONE OF YOU FOR YOUR WARM ACCEPTANCE

TONY BENNETT

CONTEMPTIBLE SELLING SONG \"I WANNA BE ARONDO\" COLUMBIA \#6578
CURRENT SELLING ALBUM \"I WANNA BE ARONDO\" COLUMBIA - 9060
\"HELLO MY HEART IN SAN FRANCISCO\" COLUMBIA - 1959
Almost three times as many stations control programming of disk jockeys now as against 10 years ago, according to Billboard’s 1963 survey of radio program directors. Concurrently, the number of jocks enjoying complete programming freedom has declined by almost two-thirds.

At the same time, almost 25 per cent of program directors answering the survey this year, indicate more control is exercised over jocks this year than in 1956. Ten years ago, in the same basic survey, 20 per cent fewer PD’s said control over programming had increased from the preceding year.

According to the adjacent figures, in 1953, slightly over half of all stations in the survey said that policy completely controls jockeys. In 1953 only about 18 per cent controlled fully. Concurrently, the number of stations exercising partial control, decreased from 64.6 in 1953 to 42.9 this year. Thus, it would appear, many of those formerly operating on a partial control policy, have since stepped up the rigidity of their control.

Jockeys enjoying full programming responsibilities for their own shows, fell off considerably. In only about 7 per cent of cases do jocks have this freedom now as against about 18 per cent a decade ago.

Sample comments, received from program directors participating, provide a picture of control today. In many cases, this control seems to fall into a sort of management “presel ect” process, whereby program directors, often in concert with other management functionaries, pre-determine a play list of anywhere from 40 to 90 records per week. From this final list, the jockey is allowed to pick his own material.

In other areas, where programming is varied according to slot and time of day, a selection of “acceptable” albums or singles is chosen, again by management and program- ming director, from which the jockeys or “announcers” as they were frequently referred to in comments, choose their own plays.

A sample comment runs, “Management selects records which go into the library. Then jockeys play anything they want to out of the library.” Another comments, “Actual selection of records is left to jocks within bounds of strict station policy.”
Thanks, Broadcasters, for getting me there—Joe Harnell
Latest single—DIANE. Current Hit LP "FLY ME TO THE MOON"
exclusively on KAPP records
**Billboard 1963 RADIO PROGRAM DIRECTORS SURVEY**

**Question . . .**
DO YOUR RECORD SHOWS HAVE MORE, LESS OR ABOUT THE SAME NUMBER OF SPONSORS THIS YEAR AS A YEAR AGO?

<table>
<thead>
<tr>
<th></th>
<th>This Year</th>
<th>1953</th>
</tr>
</thead>
<tbody>
<tr>
<td>More</td>
<td>63.1%</td>
<td>59.3%</td>
</tr>
<tr>
<td>About the Same</td>
<td>36.5%</td>
<td>37.3%</td>
</tr>
<tr>
<td>Less</td>
<td>0.4%</td>
<td>3.4%</td>
</tr>
</tbody>
</table>

**Question . . .**
PLEASE CHECK THE MUSIC CLEARANCE LICENSES HELD BY YOUR STATION

<table>
<thead>
<tr>
<th>License Type</th>
<th>This Year</th>
<th>1953</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMI</td>
<td>98.9%</td>
<td>98.2%</td>
</tr>
<tr>
<td>ASCAP (blanket license)</td>
<td>95.4%</td>
<td>94.6%</td>
</tr>
<tr>
<td>ASCAP (per program license)</td>
<td>1.9%</td>
<td>5.0%</td>
</tr>
<tr>
<td>SESAC</td>
<td>78.6%</td>
<td>83.1%</td>
</tr>
</tbody>
</table>

**Question . . .**
DOES YOUR STATION PUBLISH A LOCAL SURVEY SHEET?

<table>
<thead>
<tr>
<th></th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>30.9%</td>
<td>69.1%</td>
<td></td>
</tr>
</tbody>
</table>

**Question . . .**
WHAT PERCENTAGE OF YOUR MUSIC PROGRAMMING IS DERIVED FROM

SINGLES? 49.4% (average)
ALBUMS? 50.6% (average)

**Question . . .**
ARE THERE ANY MAJOR CHANGES IN EMPHASIS OF MUSIC PROGRAMMING PLANNED FOR YOUR STATION?

<table>
<thead>
<tr>
<th></th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>10.7%</td>
<td>89.3%</td>
<td></td>
</tr>
</tbody>
</table>

The comparative state of sales trends in radio is good in 1963 as against conditions of a decade ago. Of those program directors replying, 1963 saw an increase of 4 per cent over the 1953 tally of those stating that record shows have more sponsors than in the preceding year. Concurrently, less than 1 per cent of the respondents said sponsorship of record shows was down in 1963 as against the previous year, while in 1953, over 3 per cent indicated a drop-off in sponsorship.

The music licensing picture has undergone relatively little change at the radio station level in the past decade. Virtually all stations responding held BMI licenses, with the same holding true for ASCAP blanket license arrangements. ASCAP “per program” licensees dropped from 5 per cent in 1953 to less than 2 per cent now. Licensees of SESAC also decreased slightly, from about 83 per cent of responding outlets a decade ago, to 78.6 per cent in 1963.

Those stations not currently publishing local record survey sheets outweigh those which do in a ratio of about seven to three, according to Billboard’s program policy survey. The 30 per cent figure for those which do, however, is seen as significant, in view of the considerable number of stations which deal with pop material not at all or in only an off-handled manner. Of those stations employing local survey sheets, the vast majority, 87.7 per cent, publish on a weekly basis.

Only a few years ago, albums accounted for an infinitesimal share of radio record programming. It has been only a few years too, since singles dominated not only radio programming but dollar sales volume as well. With the rise of the LP as the dominant force in record sales, the share of radio time devoted to albums has also steadily grown. An average of all stations replying to Billboard’s current programming survey split their music programming time almost 50-50 between albums and singles material.

The great majority of stations currently appear to be satisfied with their programming format. Virtually 90 per cent plan no major changes. Of those changes contemplated, comments indicate they are of a minor variety, stressing greater or lesser amounts of time to specific types of material, rather than any broad, about-face kinds of change. In general, the trend appears in the direction of middle-of-the-road, with less “hard rock” but more general pop airing.
DYNAMITE

JAMES BROWN

...with a new pop teenage sound, singing sweet as he did in "Lost Someone", with a full orchestra and nine voices

PRISONER OF LOVE

KING 5739

Congratulations to National Association of Broadcasters...and I hope you like my newest... James

EXCLUSIVELY: KING RECORDS

BOOKINGS: UNIVERSAL ATTRACTIONS
...first "Surfin'
...then "Surfin' Safari"

#409

And now we offer...

"Surfin' U.S.A."
b/w "SHUTDOWN" Cap. #4932

THE BEACH BOYS

BRIAN WILSON
MIKE LOVE
DENNIS WILSON
CARL WILSON
DAVID MARKS

*Thanks

Thanks, Radio Sveriges & Klas Burling
Thanks, swingin' D.J.'s, in Australia

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Beverly Hills • New York

Personal Management:
Murry G. Wilson
3701 W. 119 St., Hawthorne, Calif.

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The Phenomenal...

DICK DALE
KING OF THE STOMP

Teen America's New Favorite!

MOVIN' LIKE MAD!

(D) T-1886

MOVING SINGLES—
"MISERLOU"—"PEPPERMINT MAN"

#4939 #4940

D. J.'s, thanks a million for helping me break through---
Dick

Soon to be Touring the East Coast
Many, many thanks, D. J.'s for making my single...

"FROM A JACK TO A KING"
such a Great Smash!

.. and now my album by the same title...

Ned Miller

Fabor Records
**PAT BOONE**

(Dot) PM: Randy Wood-Jack Spies; BD: W.M.

HOMETOWN: Nashville; EDUCATION: College; INTERESTS: Sports; BACKGROUND: Movie, TV, autobiographies “Twist 12 and 20” was best seller. Second book was published “Between You and the Garrapata.” NEW MOVIE: Evil Gone, Evil Done.

LAST SONG: Sisters Meditations (Anabanada) b/w Doors of Wine & Raisins. LATEST ALBUM: I Love Th' Music (With Shirley Boone). MILLION SELLERS: A Wonderful Time Up Top the Gingerbread Man; April Love; Don’t Fret Away. FRIENDLY PERSONALITIES: Almost Lost My Sanity. ENGLISH SONGS: Letters in the Sand, Remember You’re My Girl, Why, My Baby, Why; Mostly; Half Million Album Seller: Pat’s Great Hits; Previous or Other Hits: Earls Legacy, Days Away, Dollar Dollar, Candy Smiles, Spotify, Kansas City, Watchin’ the Door Open, You Chains of Love, Sugar Man, It’s Too Late to Turn Around, Two Hearts, With the Wind and the Rain in Your Hair, California in the Stars, Beyond the Sunset, Side by Side with Shirley Boone; Tenderness; Big Cold Wind, That’s My Desire, Johnny Winter, Will Marie: I’ll See You in My Dreams, Recently Signed: Pat Boone Sings: You, Friend: Hawaii We Love, Star Dust, Pay, Mean Bossa—LP.

**JAN BRADLEY**

PM: Don Tully

AGE: 19; EDUCATION: Attended St. Mary’s Hall Community high school, Chicago. Hobbies: Water skiing, dancing and skiing. BACKGROUND: Born in Mississippi, Jan’s father was 6 years of age—prone to heart attacks. The 8-year-old Jan’s mother was graduated from high school in 1940. Following graduation Jan made regular appearances and cut her first record, "Estate Girl.”

LAST SONG: "Mama’s Didn’t Lie.”

**BOB BRAUN**

(Decca) PM: Kistar Productions


**JERRY BUTLER**

(Vee Joe) PM: Irvin Nathan. BD: Shaw.


LAST SONG: You Can Run (But You Can’t Hide) b/w I’m the One. LATEST ALBUM: The Best of Jerry Butler. PREVIOUS ALBUMS: Make It Easy On Yourself; Our Sixties; Find Another Girl; I’m Telling You; Moon River; He Will Break Your Heart.

**WALTER BRENNAN**

(Harlem) PM: Horace Braham. BD: WH.

AGE: 68. HOMETOWN: San Fernando Valley, Calif. BACKGROUND: The veteran Hollywood actor, age 30 years—and three year Oscar winner began a new career in television and recordings when he was over 60 years old. He starred for two years on ABC-TV’s series “The Real McCloud.”


**DAVE BRUBECK**

(Columbia) PM: Mrs. Dave Brubeck. BD: A.B.C.

BIRTHDAY: 1920. HOMETOWN: Concord, Calif. EDUCATION: College. BACKGROUND: Studied music with noted French composer Darius Milhaud and Arnold Schoenberg. At First Brubeck wanted to be a violinist to continue his father’s music career. He and his quartet have made numerous appearances on 400 networks, TV, night clubs. Won Billboard award as favorite Dixie Jazzmen instrumental group.

LAST SONG: Dave Nova USA, b/w This Can’t Be Love. LATEST ALBUM: Dave Nova U.S.A. The Real Ambassadors. PREVIOUS ALBUM: Take Five Countdown Time In Outer Space, Brubeck Plays Bernstein, Brubeck Plays Brahms, Jazz Goes to College, Time Out, Time Further Out-LP.

**JO ANN CAMPBELL**

(ALC-Parkwood) (Cameo) PM: Don Scott. BD: R.C.A.

BIRTHDAY: July 20, 1926. HOMETOWN: Jacksonville, Fl. PHOTO: Alton. BACKGROUND: Started career as a dancer. Other INTERESTS: Song-writing.

LAST SONG: Another Feeling b/w Waitin’ For Love (Cameo). LATEST ALBUM: All the Hits (Cameo). PREVIOUS ALBUMs: I’m the Girl From Wisconsin (Cameo). Koolie, Paradise in (ABC-Parkwood).

**JERRY CANNON**

(Chow) PM: Renutel Enterprises. BD: G.A.C.


**CHARLIE BYRD**

(Rhindom) (Verve)

BIRTHDAY: September 16, 1925. HOMETOWN: Cheatham, Va. BACKGROUND: Bird began serious study of the guitar at an early age, with his father and in 1956 was selected as a private student of classical guitarist Andres Segovia. An aide student of Latin American music, he was appointed to the U.S. State Department for a tour of South America, and brought the bossa nova back to him to this country. Together with Stan Getz, Byrd is responsible for introducing bossa nova music.


**EDDIE CANO**

(Edipol) PM: Louisa Cano.

Members of his quartet are L潺( Charles, bass. Carlos Mejia, bongos, congo drums; Froilan Aguirre, drums.


LAST SONG: One Day Will Come b/w Days of Wine and Roses. LATEST ALBUM: One Day In Heaven. PREVIOUS OR OTHER HITS: Eddie Cano at PM-LP's. 22

**THE CASCADES**


HOMETOWN: San Diego, Calif. AGES: Teens and early 20s. Hobbies: basketball, climbing, skin diving. BACKGROUND: The vision of five young men combine to produce the seventh sound of The Cascades: John Guerre, Eddie Snyder, Dave Stevens, Dave Williams and Dave Zaks. The boys get their start in night spots in Southern California, chiefly at a local club called the Pepperment Stick.

LAST SONG: Mysteries of the Rain b/w Let Me Be. LATEST ALBUM: Rhythm of the Rain.

**GEORGE CHAKIRIS**

(Capitol) PM: Ruth Aaron. BD: W.M.


LAST MOVIE: Currently starring in "Dis-

**GENE CHANDLER**

(Duke of Earl)

(You Joy) PM: Earl Davis, BD: Shaw


**RICHARD CHAMBERLAIN**

(Mago)

HOMETOWN: Los Angeles. EDUCATION: Los Angeles Conservatory of Music. BACKGROUND: Became widely known through his starring role on ABC's medical series, "Dr. Kildare." He won a recording contract after his first professional singing appearance as a guest star on a TV special. His ambition: to sing and dance in one of those big MGM musical pictures.

LAST SONG: All I Can Dream. LATEST ALBUM: Richard Chamberlain Sings: PREVIOUS VIDS: Love Me Tender, Thanks From Dr. Kildare.

Sincerely, Paul and Paula

We Thank You

1 Million Plus!

Hey Paula

Personal Management: Mimi Smith
Box 11152
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Half Way There!

Young Lovers

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**THE COOKIES**

(Statements) PM: Nancy-Kirk Alanstar

NAMES: Dorothy Jones, Margaret Ross and Earleen McColl. 

ADDRESS: 291 Grove Street, Hartford, Conn.

**EDUCATION:** High school.

**HOBBIES:** Reading, music, art, cooking, gardening.

**INTERESTS:** Cooking, baking, music.

**LATEST SINGLE:** Don’t let ‘Hitchin’’s Rat (About Your Baby) b/w Softly in the Night. PREVIOUS ON LOCATION.

**NAT KING COLE**

(Capital) PM: Carter Guster, DC: 00.

**BIRTHDAY:** March 17, 1919. Home Town: Cleveland, Ohio. Education: Bachelor’s degree. Occupation: Music, teaching. 

**HOBBIES:** Playing piano and the piano, the latest dance songs, playing baseball and tennis.

**INTERESTS:** Performing. Arranging, producing. Performing with his orchestra.

**LATEST ALBUM:** Christmas. 5.00.

**OTHER ALBUMS:** None. Previous on Location. For Alfred, Andrew, Red-Nosed Reindeer, The Aztec Trio.

**MIKE CLIFFORD**

(United Artists) PM: Helen Hogan

**BIRTHDAY:** November 6, 1923. Home Town: Los Angeles. Education: High school. 

**HOBBIES:** Collecting records and working. Swimming, radio, TV, night clubs, films, personal appearances. 

**PERRY COMO**

(IRA Victor) PM: Dee Beley, DC: 00.

**BIRTHDAY:** May 18, 1912. Home Town: Carnarvon, Pa. Education: High school. 

**HOBBY:** Golf. 

**INTERESTS:** Owner of a bar, a few years. Has a band with Ted Weems and Larry Long. Top rated NBC-TV star.

**LATEST SINGLE:** Lover’s Love b/w The Island of Forgotten Lovers. LATEST ALBUM. 

**THE CONTOURS**

**ARES:** All are in their 20’s. 

**HOBBIES:** Billy Porter, Billy Hagg, Joe Shillingorge, Sahlen Amos, lead guitar, and fifty four.

**BECAME:** About three years ago, four years ago, and thirty-five. 

**INTERESTS:** Robert Johnson, was offered thirty-five thousand dollars to write the opening notes to the group’s first album. 

**BACKGROUND:** A good friend of Brown’s, Johnson turned over to the recording company the group’s first album. 

**HIRE:** A distaff cousin of Johnson’s, Jack Wilson, and the other three. 

**INTERESTS:** That sounds like what is going on the Garden State has caused the sky to be so dark.

**CONTINUOUS:** To the Garden State has brought to the Garden State.

(Continued on page 50)
I thank you, disc jockeys, for the plays -

Diane EMOND
(Pronounced: “E-Moan”)
- Current Single -
“I Wanna Be Your Lover”
#63201
b/w
“I Can’t Help It”

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Look for his new release APRIL 15
the ISLEY BROS.
Latest Album TWIST and SHOUT
the SHIRELLES
FOOLISH LITTLE GIRL

Chuck JACKSON
TELL HIM I'M NOT HOME

Dionne WARWICK
THIS EMPTY PLACE

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THE LOVE OF MY MAN

Tommy HUNT
Latest Album,
JUST DON'T KNOW WHAT TO DO WITH MYSELF

the TABS
TWO STUPID FEET

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**JOHNNY CRAWFORD**  
(Connecticut, 1940 - April 1, 2006)

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**BO DIDDLEY**  
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THE EXCITERS

(United Artists) FM R. R. & S. Productions.

NAMES: Brenda Lee, Carol Johnson, Lillian Walker, Herbert Broken. ABBE: Brenda and Carol are making hits...herbert is in High School. Herbert Broken is now a cornerstone and record producer. BACKGROUND: The group originally belonged to another singing group in Jamaica. Whether or not they were a member of an all-female group.

LATEST SINGLES: He's Got the Power/Beware of Love. PREVIOUS OR OTHER HITS: Tell Her.

SHELLEY FABARES

(Eddy Grant)

REAL NAME: Marilite Fabian. ABBE: Middle 30's. HOME: Denmark. BACKGROUND: She is head of the Newmont Records, in addition, she is also a successful A&R, man, composer, and TV producer.氪.ILLA, her daughter, starred as a dancer, and her big acting break came in 1950 with an appearance on a Frank Sinatra TV Spectacular. Has also appeared in films.

LATEST SINGLES: Rapsie, Call Me When You Get a Chance/If I Left a Note to Say Goodbye. PREVIOUS OR OTHER HITS: Tell the World What We Did Last Summer. MILLION SELLER: Johnny Angel. PREVIOUS OR OTHER HITS: Johnny Angel.

BENT FABRIC

(Atlantic)

REAL NAME: Bent Fabricius-Barney. ABBE: Middle 30's. HOME: Denmark. BACKGROUND: He is head of the Newmont Records, in addition, he is also a successful A&R, man, composer, and TV producer.氪.ILLA, her daughter, starred as a dancer, and her big acting break came in 1950 with an appearance on a Frank Sinatra TV Spectacular. Has also appeared in films.

LATEST SINGLES: Chicken Feed b/w That Certain Party. PREVIOUS OR OTHER HITS: Millionaire Cat. MILLION SELLER: Millionaire Cat.

FERRANTE AND TEICHER

(United Artists) B0 W.M.


ARTHUR FIEDLER

(ICA Victor) B0: Boston Symphony Orchestra.

AGE: 68. EDUCATION: Graduate Royal Academy, Berlin. HOBBIES: Flying machine, collecting books on conductors and first editions of musical scores. HOME TOWN: Boston, Mass. BACKGROUND: Mr. Fiedler was a violinist in the Boston Symphony in 1916; nine years later he formed the Boston Sinfonietta, a chamber music orchestra composed of 50 members. In 1929 he launched the new ephemeral Esplanade concerts. CURRENT ACTIVITIES: Guest conductor, National Symphony Orchestra, Washington, D. C. President of this TV special, command concert tour.

LATEST ALBUM: Jazz and Other Favorites in the Latin Flavor. PREVIOUS OR OTHER HITS: Isn't She Sweet? Round-up-LPs.

THE 4 SEASONS

(Phil) Four yrs.

NAMES: Frankie Valli, Bob Gaudio, Nick Massi, Tommy DeVito. BIRTHDAYS: Frankie, May 5, 1939; Gaudio, Nov. 7, 1940; Massi, Mar. 16, 1939; DeVito, June 14, 1939. HOME TOWN: All hail from New Jersey. BACKGROUND: Boos for Bob Gaudio, who joined the 4 Seasons after leaving another group that others had been working to get signed. After four years they had not yet recorded a hit. After winning only mild success, the first commercial product proved to be a Bob Crown who changed their name to The 4 Seasons. Other hits: "Tall in the Sorth." PREVIOUS OR OTHER HITS: Big City Don't Cry, Santa Claus Is Coming to Town, Sherry, Sherry and Other-LP.

SERGIO FRANCHI

(ICA Victor Phil.) B0: Bollito Green. BO: AEL.

AGE: 35. HOME TOWN: Florence, Italy. EDUCATION: Junior College. BACKGROUND: He is head of the Newmont Records, in addition, he is also a successful A&R, man, composer, and TV producer.氪.ILLA, her daughter, starred as a dancer, and her big acting break came in 1950 with an appearance on a Frank Sinatra TV Spectacular. Has also appeared in films.

LATEST SINGLES: The Good Life b/w Now. LATEST ALBUM: Our Man From Italy. PREVIOUS OR OTHER HITS: Sergio Franchi's Romantic Italian Songs-LP.

CONNIE FRANCOIS

(IMP) FM: George Scherbrock

REAL NAME: Dominique Manuela Novack. BIRTHDAY: December 12, 1929. HOME TOWN: Nice, France. EDUCATION: Private school. BACKGROUND: She is head of the Newmont Records, in addition, she is also a successful A&R, man, composer, and TV producer.氪.ILLA, her daughter, starred as a dancer, and her big acting break came in 1950 with an appearance on a Frank Sinatra TV Spectacular. Has also appeared in films.

LATEST SINGLES: Follow the Boys. MILLION SELLER: Connie Francis Sings Modern Hits. PREVIOUS OR OTHER HITS: Someone's Somebody's Some-Body's Nasty Lipstick. On Your Collar, Everyone's Some-Body's Lousy Lipstick. PREVIOUS OR OTHER HITS: Scarlet woman as career as child TV, birthday, 8-bit, shows. We Belief's 10th Annual Dick Clark Fest in "Most Popular Female Vocalist" and "Favorite Female Vocalist." PREVIOUS OR OTHER HITS: Favorita Vocalist.

DAVE GARDNER

(Capitol) B0: Happy Garden

BIRTHDAY: June 11, 1922. HOME TOWN: Jackson, Tenn. EDUCATION: High school. HOBBIES: Playing piano, guitar, violin. BACKGROUND: Night club TV, guest spots. The man with the white mustache, who made most of his comedy material.

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THE

BLUE

BELLES

WITH

THE

BIGGEST

RECORD

OF THE

YEAR!

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**JUDY GARLAND**

(Capitol) PM: Fred Fields

REAL NAME: Frances Gumm. BACKGROUND: A show business veteran since the age of three, she wore her sister in matching outfits even when she was just six months old. In 1923 she started in her first silent screen role and by 1929 she was playing opposite Garret LeAdd in Technicolor. She returned to the screen in 1932, becoming a star for M-G-M. She was nominated for an Academy Award in 1940 for her performance in "The Wizard of Oz" and was one of the few entertainers to make the Forbes magazine list of highest-paid entertainers in the world. She died of a heart attack in 1969.

**ROBERT GOULET**

(Columbia) PM: Norman Brownson

Just Back from Record-Breaking Tour of New Zealand & Australia and...
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Hollywood

Eddie Cano

Currently #1 on the National Charts:
"OUR DAY WILL COME"

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MOON RIVER
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Thank you, Mr. James. Though more than 1600 radio stations have turned to RSI to service their needs, there are still many who probably have programming problems with which RSI can help. This message is directed to them.

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New York City 36.
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ROBERTA PETERS

Birthdate: May 4, 1925. Home Town: St. Louis, Ill. EDUCATION: High school. HOBBIES: Swimming, skiing, and her family. BACKGROUND: Peters plays the role of Senora Vento’s young son on ABC TV’s series “The Rhoda Show.” She is also a TV personality for her series “Here’s Roberta.”

Paul Petersen

Birthdate: September 23, 1945. Home Town: Glendale, Calif. EDUCATION: High school. BACKGROUNDS: Petersen plans the role of Sonora Vento’s young son on ABC TV series “The Rhoda Show.” He is also a TV personality for his series “Paul Petersen.”

LITTLE ESTHER PHILLIPS

Birthdate: December 23, 1935. Home Town: Houston. ROBERT: Bowling. BACKGROUND: Phillips studied music in college and school on local college circuits. She is a former high school student and was the first female to study music on the station. Phillips won an award in 1968 for her music. She is currently working on a new album called “Little Esther Phillips.”

Gene Pinyt

MUSICAL: Pinyt’s Blue Productions. BACKGROUND: Pinyt is a former high school student and was the first female to study music on the station. Pinyt won an award in 1968 for her music. She is currently working on a new album called “Gene Pinyt.”

ELVIS PRESLEY

I'm grateful to “You” & “You” & “You” ’til “The End of the World”

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By the Nation's Radio and Television Editors*

"WHAT KIND OF FOOL AM I?"

By Leslie Bricusse and Anthony Newley

from the Broadway Hit Musical "Stop The World—I Want To Get Off"

*21st Annual All-American Poll conducted by Radio-Television Daily

BROADCAST MUSIC, INC.
589 Fifth Avenue, New York 17, New York
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**Pye Closes Australia Disk Division**

SYDNEY—A shock came to the industry here when Pye Electrical Industries announced that it would be shutting down its Australian operation. Radio Corporation (Melbourne) will take over the distribution business, a function handled by Pye Records in Australia. Labels also handled by Pye in this country are the English Pye disks, which will now be released on Aorl Records.

*Colpix, under the new set-up, will continue to handle the Colpix label only.*

The Crown Series label will continue to be released on the supermarket line. Goldklangroo Records, which was also a part of the Pye program, will come into effect from April 1. RKO Records, which had solid foundation within the record industry as they also release the Tempo, Top Hits and a number of South American labels.

**COUPLE OF WINNERS: Swedish singer Elga Anderson gets first place, the international Amanda Elodie Eddie Constantine on occasion of their German songs on the American Top Ten graduated and Walter Leisle, and "Quelque Tange," with Hans Werner-Carl Seefeld.**

**RAID NETS BIG Pirate Cache**

By CARL MYATT

HONG KONG—The piracy question is very much alive right here again this week when the police, following up a tip, raided a place called Kowloon and confiscated nearly 7,000 records. It is believed that these had been pirated and smuggled in from Taiwan.

The records were mostly of Chinese recording artists, but recordings by many of the better-known artists were also included. At the original examination of the pirated copies, it was decided that the pirated versions reached the market they would have sold for a total of HK$42,000.

"Above the Stars" by Arker Blik on local Columbia... Liberty Records planning to cash in with the forthcoming release of Bobby Gee's Golden Group... Nickelson's recent contractual agreement with American Gee's newest smash single "I Got a Woman" c.w. "You Don't Love Me Anymore"... TV stations in the rapid-expanded air play by Australian disk label shots... Earl Grant on his second visit to Australia and his first visit to Sydney is currently enjoying a capacity house at Andrews night club.

**ARGENTINA**

**LP at $1.40 Hits; New Release Out**

By RUBEN MACHADO

Lavalle 1783, Buenos Aires

Travellers Record industry executives visited Buenos Aires: Lawlor of the American Domestic Merchandising, Licensee Company of the American Domestic Merchandising Department of RCA Victor U.S.A., made a selection of the latest recordings made in Argentina for the international repertory of his company. Harvey U.S.A., the international chief, was here for a few days, to attend meetings, to press the farewell cocktail party for Peter De Roogemont, who takes charge of the European scene for Columbia.

Brazilian Embassy in Buenos Aires held occasion of the releasing of the RGE records in Argentina. Productions Ferma of Buenos Aires played host to Jose Scatena, president of the Re Casa record company, who traveled with a delegation of Argentine music managers.

Asignon D. Dos Santos and Milhino, who made star performances on TV channel 13 and Radio Belgrano, presenting the first recordings of that label. "Vivir es un del Clán"—in the view of the smash hit made by the long play "El Club del Clan" (RCA), sold at a promotional price of $1.40, a second volume has been released with local artists only in international repertory compositions. Artists are: Fallo Ortega, Johnnie Tedesco, Violeta Rivas, Jolly Land, Raul Lavie. CBS has released a ranking of the most requested artists of the moment in their catalog Enigma Guzman, Jackie, Los Ciclos Latinos, Los Punchos, Alfredo Pilo, Silvina Loy, Los Gnomos, Rules-ado, Roberto Yanes... New Mcf lyon-long play records: "Peroncito his band jazz," with the Bobby Chetnet orchestra, "Choral" by Lionel Hampton's band and "Bossa Nova" by the Chetnet orchestra.

**BELGIUM**

**Imperial Nears Deal for Leyton**

By DON WEDGE

News Editor, New Musical Express

EMI all set to make currently in the charts with "Cupboard Love," is near to being agreed to a deal with Dutch singer. It is believed that he has made a success as an actor in Holland and his career is being developed on those lines. He is due in Hollywood almost immediately with Mirisch about future films.

Lawrence Wright, head of the EMI London branch, says Horatio Nichols responsible for any current special with a "I'm for" his "outstanding services to British pop and light music" in the 1962 Ivor Novello awards just announced. The Ivor Novello Awards Writers' Guild. Other highlights include the award for the song written for the singer's song, "Blim" for "Stranger on the Shore," for "I Was Made to Love Him," most performed works. The French version of Cliff Richard film "Summer Holiday" is due to be released in its category with Lionel Bart's "Bugs" as runner-up.

**AUSTRALIA**

**4-Year-Old Cuts Novelty Record**

By GEORGE HILDER

19 Todman Ave, Sydney

Ron Gillespie of W & O Records here has recorded the novelty number, "I Want to Be an Indian," by an eight-year-old Australian boy from the MGM film "The Wonderful World of the Brothers Grimm." The number cleared is

"I want to be an Indian"

Raid Nets Big Pirate Cache...
D. J.'s, Dealers, Operators, One-Stops:

You asked for it - here it is!

Ray Charles
Singing

Take These Chains
From My Heart

b/w
No Letter Today

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### BRAZIL

**RCA in Survey Of Consumers**

By MAURICIO QUADRO

Rua Visconde da Gavea 125

Brazillian RCA is conducting the public directly through a leaflet distribution in the retail stores, asking customers some questions which will reflect the trends for their new programming, repatory and market. Here are the questions:

1. Is your phonograph mono or stereo?
2. Do you own any imported records? If so, of which country?
3. Do you think stereo and mono should be released simultaneously? If so, why?
4. Do you find any gaps in the stereo releases?
5. If you could, what are your suggestions for stereo records, either for classical or pop, they will be appreciated.

**Sambahussa (Plenty of Samba)**

The album of Erich Sambass, which includes bossa nova tunes and traditional samba in Brazilian style. The same label released this month an album with Erich Simonetti and his orchestra playing well known sound-track hits in Bossa Nova style. He recorded also "Música A Luz da Draconio-4", to be released next month. Erich Simonetti, after many years in Brazil, is now back in Italy. Another new large album in Brazil was made in Brazil by RCA "Viva Viva pela Italia" (Traveling through Italy) with the Al Vozes (The Voices) a trio under the direction and performance of Wilma Camargo. This album includes modern and traditional Italian tunes. Elisabeth De Paoli was the prize-winner of the national song contest A Vez de Osorio ABC-1962 (The Golden Voice — 1962) has its first double-compact on RCA label.

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Record prices here are rocketing higher and higher as the increase has been announced. The top price for LPs is now $200 for monos and $300 for stereos. The average exchange of $1 dollar amounts to $59.00 reiseros.

### CHILE

**City Sings Festival Song**

By RICARDO GARCIA

EPO Box 2626, Santiago

Vina del Mar—the Chilian garden city—was the scene of the Festival and, which lasted 10 days. A minimum of 10,000 persons attended daily. Same as previous years. There were 20 finalist songs.

MEMBERS OF THE GRAMOPHONE RECORD RETAILERS ASSOCIATION

We look forward to seeing you at your 1963 CONFERENCE AND EXHIBITION April 21 & 22 Hotel New Ambassadors

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Hal B. Couch, Publisher
Art Rosetti, European Director

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"The International Music-Record Newsweekly"

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**ARGENTINA**

**MICROFON RECORDS**

The most aggressive record company in Argentina.

- **Audio Fidelity (U.S.A.)**
- **Durium (Italy)**
- **Supraphon (Czechoslovakia)**
- **Kodex - Celluloid - Dutch - Canadian - American - Prestige.**

**MICROFON ARGENTINA SRL**

Buenos Aires, Argentina

### BRAZIL

**RCA in Survey Of Consumers**

By MAURICIO QUADRO

Rua Visconde da Gavea 125

Brazillian RCA is conducting the public directly through a leaflet distribution in the retail stores, asking customers some questions which will reflect the trends for their new programming, repatory and market. Here are the questions:

1. Is your phonograph mono or stereo?
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"The International Music-Record Newsweekly"
THE CHALLENGE:

THE SOUND
ON THIS NEW RCA VICTOR RECORD
CHALLENGES COMPARISON WITH THE SOUND
ON ANY OTHER RECORD AVAILABLE
ON ANY LABEL ANYWHERE

WHAT THE CONSUMERS SAY:

HERMAN FRANK, Glenrock, N. J.
"The sound is very good and you can really pick out the instruments that are playing."

DARRYL HARRIS, New York, N. Y.
"I like the Dynagroove process. The full spectrum of sound was still completed at the low levels... frequency response was held... from the lowest point to the highest... toward the center of the record... no noticeable distortion at all."

ROBIN BENNETT, Bronx, N. Y.
"I heard Dick Shory's album and thought it was terrific. The high notes on Leontyne Price's records, are very clear. You can pick out instruments. You don't lose the low levels."

GEORGE TORMINEA, Brooklyn, N. Y.
"What RCA has done here is to take the poor man and put him in the front row center of the opera... it is amazing what they have done!"

THOMAS F. HANNAWAY, Providence, R. I.
"It sounds very sharp and clear. I didn't hear any background noises. You pick instruments right out. It's almost live. It's very nice not to have to tune the set up high to hear everything, especially with apartment living."

ANTHONY WAYTMAN, Brooklyn, N. Y.
"The sound is very good. It seems to have more depth... instruments are clearly defined... clearer than any other stereo records."

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

DYNAGROOVE

THE NEW SOUND BY RCA VICTOR
composer Pancho Flores del Campo, and it is in this third consecutive year. The music was recorded by Philips. Now Pancho Flores del Campo was a musical comedy, "Madame Ameneris, Vicente." RCA is recording some of the songs and Philips announced the cast album of the whole show.

"Tito Fouloux" is the latest twist composed by Omar Arceles, and recorded by Paul Veld for Demon. "Tito Fouloux" is the name of the most popular football player, and he has entered an action against Demon for damages restricting the release of the record.

The new season has three great names: Spanish comedian Miguel Gila (whose records have been launched by RCA and Odeon), Karina Guzman and showman Mario Chavez, Guzman's latest single released in Chile: "Dona Felicitas." Long plays that top the list here are:

1. "Carrera de Exitos"—Bert Kaempfert (Polydor)
2. "Nunca Más"—Los Hnos. Quinheiros (Odeon)
3. "El Rey Del Twist"—Chester Oak (Funda)
4. "Grandes Exitos de Ray Charles"—Ray Charles (Polydor)
5. "Lorenzo Valderrama." (Odeon)

Site Selected for Musical Festival

By KEN STEWART
Irish Times Ltd., Dublin

Tibor Paul, Radio Eireann's director of music, has chosen Dublin's Adelphi as the site for a festival of music sponsored by R.E. Three of the four concerts will be held in the 2,500 seater cinema, each will feature the Irish debut of an internationally famed artist, beginning with

**RAY**

**CHARLES**

MONTH ON

ATLANTIC

1. "Nosotros"
2. "The Genius of Ray Charles"
3. "The Ray Charles Story"

*30-60-90 Day Deferred Billing*

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**FREE ALBUM 2 with each purchased**

**WHAT'S I SAY**

RAY CHARLES IN PERSON

RAY CHARLES IN PERSON

RAY CHARLES STORY

RAY CHARLES STORY

**HALLELUJAH I LOVE HER SO!**

RAY CHARLES

**THE GENIUS SINGS THE BLUES**

RAY CHARLES

**DO THE TWIST WITH RAY CHARLES**

RAY CHARLES

**THE RAY CHARLES STORY**

RAY CHARLES

**FATHEAD (RAY CHARLES PRESENTS)**

RAY CHARLES

**THE BLUES IN MODERN JAZZ**

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**RAY CHARLES STORY (2-LP set)**

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**WHAT'S I SAY**

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RAY CHARLES

**RAY CHARLES STORY (2-LP set)**

RAY CHARLES
HONG KONG

Acker Bilk to Play Hong Kong

By CARL MYATT

A 27 Estoril Court, Hong Kong

Britain's current king of traditional jazz, Acker Bilk, is to perform in Hong Kong as well as in Singapore and Kuala Lumpur, Malaysia, on his way home after his tour of Australia. Mr. Bilk will be accompanied by the Paramount Jazz Band. His visits to these Southeast Asian cities have been arranged by the EMI Group.

Fourteen years ago, Acker Bilk, the British clarinetist, made such a hit on the Chubbly Checker show that a recording contract with EMI Columbia followed. His first disc, released here, is "Butterfly Baby" b/w "Ride."

In town this week is MILO RANKIN, president of Decca Records, Inc. (U.S.), vice-president of the Music Corporation of America and president of Universal International Films, Inc. Mr. Rankin, who is visiting Hong Kong during the course of a business tour which has already taken him to Taiwan, and from here on to Bangkok and Singapore, is accompanied by his wife and Mr. A. Abou, vice-president of Universal, and Mrs. Abou.

PHILIPS (H.K.), Ltd., the agents handling the sales of the Philips cassette tapes in the British Commonwealth Nations All-Star record, are being inundated with requests for the disks. In the period since the record went on sale, 600 copies have been sold and orders continue to pour in. Unfortunately the demand has drained the source of supplies, and a shipping strike only served to increase the clamor for the disk. A consignment of these records was on board a freighter which arrived here in the middle of a stevedores strike, and only part of the consignment was unloaded before the ship left for Japan. Now those people who are anxiously awaiting their records will only be able to collect them when the ship returns here on April 5.

ITUITY

Boost for Music Due From Studios

By SAMUL STEINMAN

Piazza S. Ambrogio, 1, Rome

ITALY

RAI-TV's newest and largest production center just opened in Naples is expected to work to the advantage of light music programs. Its facilities include the largest sound stage for television in Europe, a 3,000-seat auditorium equipped with a large pipe organ in addition to a complete array of modern instruments. Opposed by Prime Minister Amintore Fanfani, the center is the fourth in RAI's network, the others being located in Rome, Turin and Milan. Among direct connections are the Teatro San Carlo, the Neapolitan opera house, and the Teatro San Pancrazio mare Naples Song Festival originates each year. Continuation of its policy of releasing disks from films and theatrical productions, CAPI has come along by over 45% of the sound track of "From Saturday to Monday," with the music of A. Francesco Lavagnino... Sophia Loren is planning to do poetry in her mother tongue and record the series with the music of Salvatore Di Giacomo. Voca dell'Addio has brought forth the "Liberty Spectacular," a new disc, finally completed after nearly a year's work. Songs in the World will be released this spring in film houses... Arturo Testa is appearing on Spanish TV... Nabil Rousso, perhaps Italy's most successful tenor, has made a new disc for spring release featuring "The Thieves" and "The Musicians." Nunzio Gallo will make his musical comedy debut, taking the place of Domenico Modugno in the new company of "Rinaldo at the Battlefield." Meanwhile, Modugno is preparing a new musical with Italy's top tenor, Eduardo De Filippo. In cooperation with Gigi Chikellere will be Italy's orchestra leader at the Eurovision Song Festival March 23.. Graz, Italy.

Pop Artists on Bill With Opera

By SAMUL STEINMAN

Piazza S. Ambrogio, 1, Rome

No country holds its popular music artists in greater esteem than Italy, but even this land scored a new high when the San Remo Casino billed a symphonic concert as first half of the bill with the grand opera, "I Pagliacci," starring Carlo Alberto Selvetti, Solco at the concert were listed as Milvia, mezzo-soprano; Claudio Villa, tenor, and Arturo Testa, baritone. Caesino, which also hosts the San Remo Festival, went to the other extreme for the Eurovision Song Festival March 22-24.

PIERRE PERINS, one-time chauffeur for the popular song "Moonlight at Maubouge," was the top selling record in France in the Bonjur magazine last year, with "Il est temps de laisser" which was brought out by Bouger's Festival of Comic and Humorous Films. Venticinque, which is now selling with success two festival devoted to songs and flowers, will try a third time this spring with new rules governing competition. "Gospel U.S.A. will be offered by Gian-Carlo Menotti as an answer to "Black Is Easy," which was the most successful offering at last year's World of Two Worlds at Spoleto. Terry Carter will direct the new program which will be given between June 20 and July 14. Out of 21 parts of the San Remo Jazz Festival, including the Jazz Messengers, the Canadian Adderley combo and Elfa Fitzgerald, 20 were American Negro, the exception being Adderley's American pianist, Joe Zawinul.

First week's take of "All-Star Festival," distributed by Philips in 12 European countries, was 350,000. Top sales were 150,000 in three days in Sweden... Miranda Martino has been chosen as guest of honor to open RAI's new "Music Hotel" with Cocky Mentasti, Fred Rognoni, Alberto Serrani, and Giulio Marchetti as guests... TV's largest musical series to date will be "little Italian girl," it's Emanuela... Elenore Gaber will represent regional songs for 13 weeks... Pathe has added the world track of "One of Three," featuring the voices of Anthony Perkins and Chris Carol. Following the Eurovision Festival, Emilio Pierotti headed for TV work in Spain to be followed by his first part of the States. Graz, Italy.
Stop in at the SESAC Exhibit Booth E to audition a special program series of 60 second show stoppers. 160 selections on 10 Hi-Fi albums ... $19.95.

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Til Dieterle  Richard Maltby  Surprise
Roy Drusky  Jorge Morel  Guests

Personalities available for taped interviews.

NAB Convention
March 31st - April 3rd
Conrad Hilton, Chicago

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**BILLBOARD SPOTLIGHT PICK**

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<th>ALBUM</th>
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<tr>
<td><em>Fire</em></td>
<td>Gene Pitney</td>
<td>Monument</td>
<td>&quot;Pitney's success continues in this album, with its strong new sound and fine production. Some have the sound of the group to quality level,&quot; trained in the studio and with the Angels Left Together.&quot;</td>
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**CLASSICAL SPOTLIGHT**

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<tr>
<td>&quot;Symphony No. 7 in A, Op. 92&quot;</td>
<td>Beethoven</td>
<td>The Pittsburgh Symphony Orchestra (William Steinberg, Cond.)</td>
<td>A splendidly recorded and highly artistic edition, under an ear in earlier Command recordings with this in a musical work.</td>
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**POP SPOTLIGHT**

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<td>&quot;Birds of a Feather&quot;</td>
<td>Andy Williams</td>
<td>Capitol</td>
<td>&quot;A song of a singer, but sometimes, has become increasingly not to expect anything in the future. Some of which mean good for this version. Represents about the listenable songs from the Rogers and Hammerstein shows, a few songs (King &quot;Jungle Book,&quot; &quot;Gondola,&quot; &quot;Fun With the CFS&quot;)</td>
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| "The Piano Brilliance of Joe Hamill" | Joe Hamill | Epic LN 24048 | "Now that Joe Hamill is a national figure, this album is the perfect way for you to hear his beautiful piano playing. He's an expert at the piano, and he does it all with style and grace."

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<td>&quot;The Original Hits, Vol. 8&quot;</td>
<td>Various Artists</td>
<td>Liberty LP 3308</td>
<td>This collection serves up the hits, and they are by such strong vocalists as Bobby Darin (&quot;Thank You, Mr. Broadway&quot;), the Everly Brothers (&quot;All I Have to Do Is Dream&quot; and &quot;Lucky,&quot; &quot;Mr. Macky&quot; and &quot;Blues Dog&quot;), and more.</td>
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<td>&quot;15 Every Hits&quot;</td>
<td>Various Artists</td>
<td>Cudmore CLP 10062 (A); CLP 10062 (S)</td>
<td>Many of the best known songs by the Everly Brothers are included in this collection. The album contains 15 tracks, ranging from &quot;Tell Me Why,&quot; &quot;Wake Up Little Susie,&quot; &quot;All I Have to Do Is Dream,&quot; &quot;Lucky,&quot; &quot;Mr. Macky,&quot; &quot;Blues Dog,&quot; and &quot;Mack the Knife.&quot;</td>
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<td>&quot;As Long As She Needs Me&quot;</td>
<td>Sammy Davis Jr.</td>
<td>Capitol</td>
<td>&quot;The one and only Sammy Davis comes through with strong renditions of &quot;My Favorite Things,&quot; &quot;Blowin' in the Wind,&quot; and others.&quot;</td>
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| "The Lure of the Great Composers" | Various Artists | Disneyland ST 1979 | "The lures of Bach, Beethoven, Mozart, and others, with a strong selection of their works, have been added to the list of the Disneyland line. There have been excerpts from LPs in this series, which contains selections from various composers."

**ALBUM REVIEW POLICY**

Every album cover in Billboard is reviewed by Billboard's Review Panel, and its sales potential is rated within its category of music. Awards include the following LPs of the week. It is awar of all receiving a 5-star review or better, thereby focusing attention on albums with the greatest sales potential. Full reviews are presented in the Billboard Pick or Special Notice Picks, and all 4-star LPs are listed under their respective categories.
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An ORIGINAL "TELEDUC" (TELEFUNKEN-DECCA)
Production Made in Berlin, Germany,
8 Track Telefunken Machines—Sound Engineer—Martin Fouque
SPECIAL MERIT PICKS

PARIS TO BROADWAY
Mohawk, Imperial LP 2322
Dona Deutscher, clarinette basset. This album features some of the greatest troubadours' finest performances in a collection that has a wide appeal to classical, folk, and rock musicians. It includes an extensive introduction by the performers themselves.

BARTON: BLUEBEARD'S CASTLE
London Symphony Orchestra, Antal Dorati, cond. Mercury MG 59311 (a), 59311 (b)
This LP fills the need for a recording of Barton's complete score. It is the first recording with a full orchestra, and the conductor is noted for his sensitive handling of the work.

SING ALONG WITH ISRAEL
Four Ayudans, A.Z.E. AC 633
From Israel itself to an inimitable line of songbirds, this is a masterful recording with haunting melodies and harmonies.

THE JEWISH HEART
Eli Chaloff, album MG 18765 (a), 18765 (b)

SACRED
First stamp quartet Turang 1963

MINNOWS
Rest of the world under way

NEW YORK — Monte Kay, Pete Cameron and Alan Sugar have joined forces to form a new record label. The firm is Telstar, which will specialize in jazz, classical, folk, and popular music. Telstar has already signed a number of artists, and plans to issue an album featuring Chris Conner.

The new label, which will be distributed by Vee Jay, will also release a number of albums featuring the label's artists. Fans can buy the albums on West 57th Street in New York.

BRADFORD COLNICK
Quitting Colpix

SPECIAL REVIEW

BOSSA NOVA!
The Siggers, Inc. Volute 404 (a & b)
It's a soft, velvety sound with smooth, well-defined lines. The album is dominated by the Siggers' own compositions, which are both melodic and harpistic. It is a fine example of the bossa nova style.

JAZZ SPECIAL

KING OF THE BLUES TRUMPET
Red Garland, Epic LP 6044
Here's a real collectors' item. The set has been restored and remastered, and the包括s some of the best performances by Red Garland in Canada. It is a fine example of the blues trumpet style.

ALBUM REVIEW

POLICY

Every album sent to Billboard for review is boxed in an outer shield, and its sales potential is rated within a specific category. Ratings of only the outstanding albums are published, including all recent releases. Album reviews are written by better, thus focusing attention on the albums with the greatest sales potential. Full reviews are written for Special Merit Picks, and all 4-STAR LP's are listed under their respective categories.
International News

ISRAEL
Tour Flops Turn Promoters Warry
By AZARIA RAPOPORT
73, Ahd Haam St., Tel Aviv.
Gilbert Becaud, Vico Torriani and Marino Murli left enterprisers smarting as their tours in Israel turned out to be financial flops. Some impresarios are now reconsidering their undertakings for the next few months as far as the concert/tour circuit in Israel is concerned. Some of the big names whom they intended to bring might trade dates for a later time this coming winter.

The night clubs are faring better. Los Cinco Amigos from Spain have pressed a record for the close the show every night. Their star, Nathan Muselito, and the Barry Crocker group, are raising the roof.

Attention in entertainment circles is being focused on the arrival of Harry Boudinots and Miriam Muchak. The two stars are going to headline the list of guest performers on the occasion of Independence Day and the celebrations follow in Israel.

MEXICO
Gamma Releases U. S. LP Product
By OTTO MAYER-SERRA
Apartado 5888, Mexico City
Gamma Records is one of the few companies in Mexico which has been successfully building up a catalog of U. S. recordings. During April Gamma will press and distribute the following LPs: "The First Family" (Caedence), Rick Nelsen (Imperial), Fats Domino (Imperial), Sandy Nelson (Imperial), the "Limbo Party," by Chubby Checker (Capricorn-Parkway); the third LP of Santo and Johnny (ABC-Paramount), . . . The Mexican CBS will distribute locally the Italian Ricordi catalog. The first LP to appear here will be the Ricordi recording of the last Festival of San Remo. CBS will also issue two LPs, by Xavier Cugat, "Cavalcade" and "Waltzes," by Ray Conniff's "Happy Band" and two LPs from the Reprise label: "The Show of the Coconut Grove" with Sammy Davis Jr. and the new recording by Frank Sinatra and Count Basie. . . Close Records will take over into their catalog several recordings from the Brazilian Maihadea catalog.

Musart Records changed their distributor in Puerto Rico and will now work with Distribution International of the International Department of Industrial Sonoradio, Lima, representatives of CBS International.

Some very good work done by the Norwegian Sales and Advertisers' "International Special Festival" committee, led by Averre A. Dahli and Egil Tresland. These men started the campaign in Norway, with the results that the record was launched, sales reached 11,000 copies. A spokesman of the committee told Billboard that one had hoped for a sale of 30,000 records in Norway.

PHILIPPINES
Limeliters Wax Philippine Tunes
By Luis Ma. Trinidad
264 Escolta, Manila
Ken Kragen and his wife crea have just concluded a four-day visit to Manila. This is the 14th step on around the world tour Kragen is making to do promotion work for the folk group. Previous stops have included London, Paris, Brussels, Amsterdam, Copenhagen, Stockholm, Hamburg, Rome, Madrid, Moscow, New Delhi, Australia and New Zealand. Still remaining are visits to Hong Kong, Japan and Hawaii. Kragen formed the group "highly successful" and said that plans are under way for the group to appear in many of the countries he visited.

In Manila, Kragen met with Mr. and Mrs. Luis Villar, general manager of Marco, Incorp, a branch of Apollo and Bridal Villar, president of the Filipinas Records Company, which produces and distributes locally the RCA label for which the Limeliters record; George Amatula, owner of the Araneta dome collection; Amelia Del Rosario, president of a large local public relations firm that will handle the publicity for the group, and Mac Vencesco, president of the National Press Club.

Kragen further revealed his intention to have the Limeliters record several pop Philippine tunes prior to the Manila visit of the folk group sometime in July or August of this year.

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

THOROUGHLY PRETESTED IN THE CHICAGOLAND MARKET
Over 15,000 sold in Chicago. Getting good air play on WLS and WYNY. Other breakout cities include: St. Louis, Los Angeles, Seattle, San Francisco and New York.

"SHARE A TAIL FEATHER"
by THE FIVE DU-TONES
ONE-derful RECORDS #4815

"DIVORCE COURT"
by THE FIVE DU-TONES
ONE-derful RECORDS

2642 S. Michigan Ave.
Chicago 16, Ill.
Stand Up
And Be Counted!

No fence straddlers please. If you have a voice—or want a voice—now is the time to make it heard. ■ The National Academy of Recording Arts & Sciences—NARAS—is composed of men and women in the recording business. If you make your living in our business, you belong. And the only way you can have a voice in NARAS is to become a member. It’s a paltry sum to exercise your franchise, along side of hundreds of your co-workers in a business that provides you with your income. ■ No mice wanted. Fill out the application (right) and mail it NOW!

NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES
9034 Sunset Boulevard, Suite 206 • Hollywood 69, Calif.
21 W. 58th St., New York 19, N.Y. / 46 E. Walton St., Chicago 11, Ill.
THE NATION'S TOP HITS

Honor Roll of Hits

For Week Ending April 6

记录可用：(最畅销榜单列在료付)
1. "HE'S SO FINE" — Cliftons, Lane 3192.
2. "OUR DAY WILL COME" — Eddie Cane, Regent 20147; Baby
   and the Romantics, Kmo 581.
   Mills Bros., Do 16445.
5. "CAN'T GET USED TO LOSING YOU" — Faron Young, Colum-
   bra 49574.
6. "BABY WORKOUT" — Jackie Wilson, Brunswick 496.
8. "YOU'RE THE REASON I'M LIVING" —Buddy Darke, Capitol
   44974.
12. "BLAME IT ON THE BOSSA NOVA" — Eddie Wright, Mgm
    45661.
14. "I WANT TO BE AROUND" — Tony Bennett, Columbia 48266.
15. "LAUGHING BOYS" — Mary Wells, Motown 1839.
18. "WHAT WILL MY MARY SAY" — Johnny Mathis, Columbia
    49661.
19. "I WANT TO BE AROUND" — Tony Bennett, Columbia 48194.
20. "LAUGHING BOYS" — Mary Wells, Motown 1839.
23. "WHAT WILL MY MARY SAY" — Johnny Mathis, Columbia
    49661.
24. "I WANT TO BE AROUND" — Tony Bennett, Columbia 48194.
25. "LAUGHING BOYS" — Mary Wells, Motown 1839.
27. "BLEE THE BOSSA NOVA" — Eddie Darke, Columbia 49661.
28. "WHAT WILL MY MARY SAY" — Johnny Mathis, Columbia
    49661.
29. "I WANT TO BE AROUND" — Tony Bennett, Columbia 48194.
D.J. Shows Parley Grabber

By BILL GAVIN

For example, Programmatic Broadcasting Service's new Sammy Davis Jr. deejay series, which ABC's Talk of the Town Network sold to 18 stations in foreign markets as recently as last January 1, is now under a 90-day syndication option in major foreign markets. But the series is widely syndicated to 123 stations in the U.S. and is carried by 150 ABC TV stations and all 200 ABC radio stations.

Though Jim Archee, the program district of WSAI-Cincinnati, writes: "Please be presumptuous and suggest how we could enrich the program to make a great package for public relations. The combination of the successful series with ABC's nationwide advertising will benefit the program." The program is being syndicated to over 160 stations in the U.S. and will be carried by 140 ABC radio stations.

Dr. Pepper and American Heritage are putting their $50,000 advertising buys into the buying the series in most markets. Clark says that both ads have not been used in any competitive market in years. Clark's key stations will carry the series on a strictly syndicated basis, while all other stations will be carried on a network basis. Clark's key stations will carry the series on a strictly syndicated basis, while all other stations will be carried on a network basis.

New York — A series on music from the 30's to the 50's, "The Time Before," airs on the Educational Radio Net Thursday evening, April 4, at 9:30 p.m. The series, which will run until May 23, is the first in a series of 13 one-hour programs re-creating America's musical past.

The series is part of the "America's Musical Heritage," is based on recordings prepared by the Department of the Library of Congress and the American Museum of the Performing Arts.

Radio JoX

WHOS A FINIQUE: KXKX deejay Robert Johnston is receiving reports from thousands of South Carolina listeners to the series, which is being distributed by the Southern Regional Network. The series is heard on the WXJY, Detroit, Country Club Had in the series, which is a program of the National Network of Broadcasters, for 24 hours of music country music.

HAPPY BIRTHDAY: KTVU, San Francisco, celebrates its 50th birthday this month with a special on-the-air party, "Hawaiian Reunion," and a special concert featuring the popular Hawaiian band, "The South Pacific Telphone Company." WCLM's "Platter Party" to a screening hall. Several of the programs are for a daily choice of telephone call on a new record, to be played by the band's winner of a contest that has figures prominently in the news. A new music series is broadcast four hours of country music daily three months ago.

WFAA radio, Dallas, is receiving listeners who have "car for news with the station's "Miss America Party" contest. WFAA is giving away a transistor radio each day to the winner of the contest, which is sponsored by the "Miss America Party." The contest also includes a contest that has figures prominently in the news. A new music series is broadcast four hours of country music daily three months ago.

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New York—Small problems are bound to get bigger if you make broadcasting a career. The underlying theme of the International Radio & Television Society-N.Y.U.-sponsored College Broadcaster's confab held here March 21, 22 and 23.

Syndicated D.J. Shows Grab Eye at NAB Convention

• Continued from page 81

currently negotiating for his own syndicated series to be carried by competitive stations in some of the Clark markets, possibly slated in the same time period in at least one key city. Lorez' nightly two-hour "Hound Dog" show, a rock and roll-top 40 type package, is now carried by WJR, New York; WABC, N.Y.; WNEW, New York; WOR, New York; WRU, Newark; and WJZ, Baltimore. Lorez' shows are like Arhur Godfrey's, just as is the case with Clark's shows, he is a comer, and is reading an Anita Bryant series. The Smith series is reportedly debuting on WBEN, Buffalo, Smith cuts were used this year by his New Rochelle, N.Y., studio-home, and the show is put together in Buffalo. All World-Programmings are distributed by the Woodgate sales organization.

Using certain engineering tricks of the trade, Clark takes 20 minutes to produce his show, which can be run as a continuous two-hour rerun. He tapes from three to six days in advance of air time, and can run 15 hours a day on tape. Unlike Clark, Lorez also tapes local commercials for individual sponsors. Lorez also differs from Clark in that he is not relying onbooking guest shots by disk stars throughout the country. Lorez doesn't think they fit "modern radio." He limits artists' appearances to those who are closely identified with their current records.

However, Lorez strongly endorses Clark's local approach. He visits syndicates many Saturdays. The most recent promotion being an open-house affair held for local dealers to see what Clark's dealer's show room when the series debuts in the Pittsburgh area February 27.

Lorenz features from 14 to 16 disk shots in each show. Each show runs 50 per cent current pop hits while the others are new releases and hits. The show is priced on a base of $7 an hour minimum, plus a percentage of billing and is available to smaller stations for about $2 an hour.

Jim Ameche has been established in the syndicated deejay field for six years, seven years both as a producer and a jockey. His own two-week syndicated shows currently in more than 50 U.S. markets, spotlit adult music.

"The Jim Ameche Show" features a "Breakfast in bed" disk while his "Pops Concerts" spotlights "beautiful mood music." Each show runs 10 hours a week. Ameche also syndicates a classical series to mid-western and western disk programs with Hank Thompson as emcee, and handles syndication of the P. Boone series for foreign markets. Ameche's station lineup recently moved from Storer station KGBS, Los Angeles, to the Storer station in New York. WHN, his syndication firm will continue to be based on the West Coast. He will tape his own program from here.

Ameche says Clark's local approach is nothing new. He has been using it for years on his own (Ameche) shows. The jock tapes special commercials for local sponsors and appears on early local events, time checks and weather reports for each outlet. The weather reports are handled through a group of spoons with copies sent out, for a variety of weather conditions. Ameche's station lineup includes KCBB, Des Moines; KPAL, Palm Springs, Calif.; KFRC, San Francisco; WINS, New York; WDEL, Wilmington, Del.; WQEX, Chattanooga, and WING, Tampa. Clark is also in the Tallahassee market, but Ameche doesn't think their shows are competitive since they appeal to different audience groups.

NATIONAL BEST TRACKS FROM THE NEW SPOTLIGHTS

who are listeners, make money, meet the competition, find competent personnel where the competition are the industry leaders, and are in the sides of the delegate.

Top broadcast professionals such as Bill Board, general manager, WNBC, N.Y., and Hank Basilson, program director, KCBS, San Francisco, and Jack Kelly, director advertising and promotion, Stor-er Broadcasting, Stephen E. Bemus, general manager, WMCA, N.Y., found it easy to sell the idea of establishing new program stations with those of the college broadcasters.

However, "Who's got" provided many answers and set up in-formation. They appear to have been so well-informed that their appearances of being more enamored of their own stations with their current records.

Super Bowl XIX saw many schedules and set up information. They appear to have been so well-informed that their appearances of being more enamored of their own stations with their current records.

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FOR THE RECORD . . .

a presentation of facts about the four music-record weeklies, based on 1962 performance.

Paid Circulation
Or, how many readers think enough of the publication to pay for it. Here are the facts:

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>20,022 Average ABC Audited Net Paid (6/30/62).</td>
</tr>
<tr>
<td>Cash Box</td>
<td>&quot;After three requests, publisher has failed to file circulation statement on SRDS form.&quot;</td>
</tr>
<tr>
<td>Music Reporter</td>
<td>No listing for this publication in SRDS at all.</td>
</tr>
<tr>
<td>Music Vendor</td>
<td>3,610 (sworn 12/31/61).</td>
</tr>
</tbody>
</table>

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

SUMMARY: Billboard has the most paid circulation (and the only audited paid circulation) than all others combined!

Advertising Effectiveness
Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what's available for advertisers in this area.

<table>
<thead>
<tr>
<th>Publication</th>
<th>Type of Advertising Effectiveness Research Available.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>Two full studies: (1) Big-city markets; (2) Gross-roots markets.</td>
</tr>
<tr>
<td>Cash Box</td>
<td>Two pilot studies on LP advertising effectiveness.</td>
</tr>
<tr>
<td>Music Reporter</td>
<td>None.</td>
</tr>
<tr>
<td>Music Vendor</td>
<td>None.</td>
</tr>
</tbody>
</table>

Billboard Leadership
unquestioned in '62, and
growing greater in '63
By MIKE TURNABLE

BIG BROTHERS' watching over everyone, with its overdue investigation of rating impec- trations, Congress is also look- ing into the practices of television stations that exist in the broadcast field, created in some markets by newspaper ownership. Chairman Chelan said the groundwork for this probe with an opening statement citing three news- paper chains that control 45 dailies, 25 magazines, 10 AM radio stations, 7 FM's, 12 TV stations, 3 press organizations and newspaper syndicates.

Regarding this second investiga- tion, "should these newspapers be penalized because they had the foresight to get into radio and television early?" An editorial in one of the leading media publi- cations adds "the committee will be disappointed if it expects to develop the fact that newspaper owners dictate the news and editorial policies of the pre- eminence of these stations or use "combination advertising rates."

The article further states that most newspapers maintain entirely separate news and sales staffs and meticulously avoid overlap.

I SAY this is too much hog- wash! Any intelligent, independent broadcast- er can testify that no such separ- ation exists or ever did exist. Newspapers and their stations in most markets generally control the important advertising in that market. Newspaper articles spotlight the paper's own sta- tion and its featured programs, radio or TV. Just let the inde- pendent broadcaster ask for a feature story, and its amazing how the newspapers seem to run suddenly out of space. This is a fact that any ag- gressive Congressional commit- tee can bring to light if it dares to buck the newspaper monop- oles. What's more, that the con- nection seems to be pretty well buried—but the connection does exist.

As newspaper chain fore- sight in pioneering in radio and TV, what's more, that the con- nection seems to be pretty well buried—but the connection does exist.

This is a sad situation that has strangled broadcasters in America as the rating serv- ices ever could hope to damage.

FAN MAIL GLOSSY PHOTOS

All sizes — quantities— color or black and white. Trust our staff to provide the best in your orders. Write today for our free low price list.

MULSON STUDIO
Box 1941 Bridgeport, Conn.

MORE #1 BROADCASTERS AGREE...


No matter what your music policy may be, TEMPO Produc- tions provide a record service tailored to your needs and your market. Three shipments a week of single records and L.P.'s, plus the Weekly Newsletter TEMPO with accurate and timely record listings and reviews and invaluable programming guide- lines and ideas.

BE FIRST IN YOUR MARKET TO PLAY THE NEW RECORDS WITH THIS LOW- CUST MUSIC SERVICE.

Write, wire, or call for more information. (Canadian and foreign inquiries invited)

TEMPO PRODUCTIONS, INC.

1734 Stockton St., Studio D, San Francisco, Calif. EX 2-1755

RECORD DEALERS!

RACK JOBBER'S JUKE BOX OPERATORS!

ONE STOP — ONE DAY SERVICE STRICTLY WHOLESALE! NO EXTRAS! NO GIMMICKS!

Special Album Deals Almost Available!

REDISCO

45's—60's

LONG PLAYING RECORDS.

RACK JOBBER

Distributors

check out our new

60 special

NEW RECORDS

ORDER

FULL DOLLAR

SEND CHECK OR MONEY ORDER

$1.85

(Page 8)

IN THE AIR EVERYWHERE: Jack Thayer, WHK, Metromedia, vice- president and general manager, accepts the first Air Force Award of 1963 presented by Maj. Eugene Sywell, WHK Program Director, created "Sound of Service" spots for the Air Force campaign aired on the Cleve- land outlet.

PROGRAMMING NEWSLETTER

Continued from page 81

selling albums through this method. This is a new field of exploitation and requires a totally new approach to find the proper way to sell the (singles) product. Present methods in advertising are not the way to accomplish the desired result.

Showmanship: Who has it today? Not the tired record promoter who uses the same day-in-day-out, hackneyed "contact-the-program- director-librarian-DJ" way to get records played. Jim means the solid, creative high level showmanship that is seen every once in a while in the exploitation of motion pictures and in theatrical exhibitions.

Merchandising: Sammed up in one word is today's merchandis- ing: Freestyle. Give 'em a hundred—show 'em an extra 25 in when they buy so many. This cancer on the business (created by itself) is a direct result of lack of merchandising. Merchandising is the follow- through required of the producer-distributor-salesman combination.

"ONE LAST WORD," Jim says. "The first person to blame when something goes bad is someone other than the person doing the blaming. This, I think, is the current cast. I urge you not to blame the radio stations. Look toward yourself, to paraphrase, to affix the blame."

I assume that Jim was addressing his last lines to the record people, rather than to me. Anyhow, our thanks to him for his most informative piece, that some of our readers will have different opinions, and will express them.

"BEST SIDE STORY."

Detroit (Dave Shafer-WJBK): Gaining fast: "Funny Man" (Ray Stevens-McCurn) and "That's How Heartaches Are Made" (Baby Washington-S.10). Taking off: "You're My Leading Lady" (Tommy Frontier-Hi-Lite)—a local label. Requests: "One Hand, One Heart" (Escorts-Coral).


Seattle (Baron-KZAM): Requests and sales: "Come and Get These Memories" (Martha Vandellas-Gordy). Starting: "Love She Can Count On" (Miracles-Tamla) and "Oh Freedom" (Connie Van Dyke-Motown).

Boston (Arnie Ginsburg-WMXJ): Good requests: "Why Do Foolfall In Love" (4 Seasons-Veejay) and "Charmem (Bobby Vee-Liberty). Pick: "Dear" (Toni Jones-Smash).

Atlanta (Paul Drew-WATE): Top 10 request items: "Take These Chains" (Ray Charles-ABC-PLP) and "Hey, Hey, Hey" (Dick Jacobs-Bruswick).


CLIMB ON, CLIMB ON!

Here's another take-off on the 50-mile-high range. A brave ale- from Portland's KGW decided to climb broadcasting his dea- l with Mount Hood. The trek was made by station manager Pat Crafton, program manager White Lynch, traffic manager Joyce Brock, Rosalie Adams and Barbara Mc- Ewan. Guides were Curtis Fano, Kent Taylor, and Ken Hollings- worth, engineers from KGW- TV. Despite wind, ice and sub- zero temperatures they all made the five-hour round-trip safely.

WSB, Atlanta, marked its 41st birthday this year with a special program series en- titled "41st-Deer Years," re- creating the music and voices of the period.

DJ Dies While Doing Broadcast

LOUISVILLE — "Bill, help," the exclamation of a dying man were heard by listen- ers of WNN last Wednesday.

Tim Lockhart collapsed and died of an apparent heart attac- k while broadcasting his late- night show. The 34-year-old for- mer Hollywood actor tried to summon the production director from another room before he died.

Lockhart, who had just returned to Louisville after at- tending his mother's funeral in Georgia, joined WNN two months ago.

War Hero Tribute

NEW YORK — The heroic exploits of Gen. Douglas Mac- Arthur, Gen. Jonathan Wain- Wright, Corp. Thomas Kelly and others were told by the men themselves on the WINS docu- mentary, "American Heroes," March 31, commemorating the 100th anniversary of the Medal of Honor—the nation's highest award for bravery.

"Medal of Honor" was writ- ten and produced by Bud Greenman.
CHICAGO — Zenith Radio Corporation, which makes some of the nation's leading producers of radios, phonographs and television sets, is betting heavily on business with record dealers.

Zenith is planning an intensive campaign to prove to record dealers that its number one product is phonographs, not television sets. And its new sales campaign will include visits to the offices of record dealers to carry this type of merchandise in the past several years.

This is a logical step, according to Art Truesdell, president of Zenith Sales Corporation. "It's surprising that dealers haven't made more of it. They don't carry this type of merchandise in the past several years."

Truesdell feels that record dealers can use radio, phonograph and television sets to augment their record volume that's been drained away by discounters.

Step Up Volume

He declined to go into details on Zenith's new sales campaign. "We're going to make a sincere effort to interest dealers in their line. They're not doing it now. Zenith's volume with record stores has been very small, but we didn't expect to increase in volume unless several times, it wouldn't be worth the effort."

Truesdell said it seems logical that record dealers could do a better job than hardware, drug and jewelry stores—all prime outlets for radio, phonograph and television sets.

He feels this could be the salvation of the small record dealer, but he warns the dealers shouldn't fall into the "bear trap" of where he's again bailing the discounters.

Dealer Advice

If a record dealer is really interested in diversifying, Truesdell has this advice:

(1) Carry a line.
(2) Carry only merchandise with wide consumer brand acceptance—no "oddballs," he says.
(3) Lay the brand's national advertising dollar help you.
(4) Stay away from products that are kicked around by discounters.
(5) Make sure you're not being hurt by discounters on records. Pick a product where the manufacturer doesn't have to offer his products at prices available to you to sell on other than price.

Truesdell feels that Zenith's merchandise is just the type of product that is going to help him cut into the discounters' business.

For the same reason, Zenith sells to dealers through some 90 independent wholesale distributors, as well as through some 350 independent wholesale distributors. "It means we can sell direct, even to the large auto and jewelry chains and catalogs."

Zenith feels it has built its volume through the years by establishing a close, personal relationship with the small and medium-size dealers that can implement this "loyalty," Truesdell notes.

Zenith has one of the widest lines in the industry. Its phonograph line includes 20 components, 12 models, portable and consoles, all with high-quality tone arms, many with solid-state amplifiers. Some of the models retail for $375 and television sets for $149.Zenith is a leader in the field of sound reproduction, with more than 80 years of experience in this industry. The company has been at the forefront of technology and innovation, consistently delivering superior products to its customers.

Zenith's commitment to quality and excellence has earned it a reputation as a leader in the audio industry. The company's products are known for their superior performance, reliability, and durability, making them a trusted choice for music lovers and audiophiles alike. Whether it's a high-fidelity stereo system, a home theater component, or a portable audio device, Zenith has something for everyone who values quality and sound.

Contact Information:

Zenith Radio Corporation
1000 West 116th Street
Chicago, IL 60628

Tel: 312-491-8100
Fax: 312-491-8101

www.zenithradio.com

A leader in audio technology for over 80 years, Zenith is committed to delivering the highest-quality products to its customers. From high-fidelity stereo systems to portable audio devices, Zenith has a wide range of products that meet the needs of music lovers and audiophiles alike.
**Dealers Uses One-Two Punch to Get to Teens**

**WILLOW GROVE, Pa.** — Soundman Jim Buckman, owner at teen-ager buying power where tape recorder purchases are concerned is making a serious mistake, according to Layton Hollowell, general manager of Willow Grove Camera Shop here.

Most teen-agers are serious about school work, and quick to see the educational value of a tape recorder use in study. Buckman said they are just as quick to realize that the new machines are fine for recording music from radio and records, and that they can be used to learn important and scarce music at parties. Finally, they're well-qualified entertainers, and they have the capital to keep tape recorders in good working order.

Buckman thus concentrates much of his tape recorder promotion on high school students and college undergraduates. By interesting them in practical applications of tape recorders he is, of course, actually selling the product. He sells the one-two punch which begins with formal demonstrations, then teen-agers, and follows through with a telephone call or a letter to the parents.

**Actual Lecture**

Probably the most convincing tool used in school use is an actual recording of a chemistry lecture, which Buckman often gives at high schools. Letting the students listen to excerpts from this, and pointing out that they can back up the lecture with their own tapes, convinces many. Sometimes, the complex point again makes a lot of sense to students who have trouble in grasping complicated subjects. This is followed with plenty of music recorded in the store from a fine radio and a bit of chatter recording at a teen-ager party. If Buckman knows the family concerned, he has no objection to allowing a teen-ager to take a tape recorder home, and give it a try for a few days — provided the youngster promises to exhibit it carefully to his friends. If the teen-ager has grasped the reason why Buckman wants him to show the machine.

On the day before the recent school dance, Buckman telephoned the father of the boy who owned the tape recorder. He informed him of the important points such as financing or whether the youngster can pay for the equipment through his allowance. During such conversations, the dealer is sure to play up the desirability of buying a good-quality, reliable, guaranteed machine, which of course, means a higher price. The average retailer sells for tape-teenager use ranges from $199 to $159.

**Group Buying**

Where individual students lack the necessary funds for a tape recorder, they are not lost. Instead, Buckman turns to group purchasing, suggesting to youngsters who plan to buy together that a club project, or as a classroom purchase.

This has turned out surprisingly well, selling at least 15 tape recorders during 1962, plus the sale of extra microphones, speakers, for speakers, and other accessories. Teachers are surprisingly co-operative in this respect, often buying more and more tape, as they find how well the tape recorder can fit into the program.

**How to Get Used Tape**

Buckman finds that the best way to sell used tape is to demonstrate, at the same time, that the used tape has not been worn out. In this speaks of the advantages of used tape, he is sure to mention the reduction in cost, plus the extra features such as new parts or complete restorer. This often more than pays for itself.
NEW DEALER PRODUCTS

The Devon III

Decca's stereo portable phone, called the Devon III, is the redesigned, restyled successor to one of the firm's most successful portable phones. The system has the same basic components as its predecessor, but the unit features two separate and detachable speaker enclosures. Diamond sidecar is another new factor. List price is $139.95.

Elac Cartridge

Benjamin Electronic Sound Corporation is putting a major push behind its new Elac magnetic stereo cartridge. The model 522 is equipped with a $21 nail replaceable diamond stylus and the unit carries a list price of $49.50. It's offered in an eye-catching, felt-lined, matching-red, morocco-grained jewelry case, to add merchandising value to the package.

Freeman Speaker

A wide-range speaker that makes any transistor radio sound like a console model. That's the description given Freeman Citroen Electronics' new model 6-26 speaker, pictured here. Weighing three pounds, it plugs into the headphone jack of the radio, producing increased volume and extended frequency response. Unit lists at $39.50.

Auto Disk Player

The Sonnar Corporation, Compton, Calif., has introduced this compact 45 r.m. auto record player. The chrome-finished unit handles up to 14 records and will reject both manually and automatically. Unit lists in with auto radio's amplifier and speaker system. Complete package measures 5 by 10 by 10 inches, and lists for $99.50. A $25 deposit is required on C.O.D. orders.
NO EXTRA CHARGE

Why you get more for your money with a Rowe AMi phonograph.

+ You get Three-in-One programming. Change from 200 to 160 or 100 selections—or right back again—whatever the location needs. NO EXTRA CHARGE.

+ You get the orbital sound of Stereo Round* without using additional remote speakers. NO EXTRA CHARGE.

+ You get a genuine diamond stylus good for 50,000 plays. NO EXTRA CHARGE.

+ You get tremendous location personalization. NO EXTRA CHARGE.

+ You get a genuine diamond stylus good for 50,000 plays. NO EXTRA CHARGE.

+ You get tremendous location personalization. NO EXTRA CHARGE.

+ You get automix as standard equipment. Plays both 45's and 33 1/3's...intermixed. It's mechanical, too—no tubes to give out. NO EXTRA CHARGE.

+ You get an accumulator that holds up to $3 in nickels, dimes, quarters and half dollars. NO EXTRA CHARGE.

+ You get a 5-year warranty on the search unit, a 2-year warranty on the mechanism. This is the only phonograph with such a money-making guarantee on moving parts. NO EXTRA CHARGE.

+ You get an easy changeover to play albums at 25¢ a side. NO EXTRA CHARGE.

Add all these "NO EXTRA CHARGES" to the realistic low price of a Rowe AMi phonograph, and you've got yourself a deal. See your Rowe AC Services distributor today and let him tell you the full story.

"Pat. pend."

ROWE AC SERVICES
18 South Michigan Ave. Chicago 3, Ill.
Calif. Group Re-Elects Miller

By JOHN THOMPSON

LONDON—Breweries in the United Kingdom are today scrambling to block fulfillment of the coin-ammunition trade. This is the view of several major traders to London. The British market is the major trade market.

"They are a bigger problem against placing juke boxes and amusement machines in pubs than even the local authorities," one executive told Billboard this week.

"Free Houses"

Trouble is, one or two taverns operate in England and Wales, only 10,000 are "free houses." The brewers own the real, operating them through tenant landlords, permitting them to manage directly to brewers societies.

"The last named machines must, by statute, be token operated, with the pay-off in prizes, not cash. Deviation from a tavernkeeper would probably mean loss of liquor license and this is the main ally opposing brewers piled by Billboard this week.

Allied Breweries, Ltd., which includes Iod Coexar, has a "don't encourage it" policy at present. Brewer's spokesman said, "We look gyrage at the use of these machines (juke boxes and coin machines)." Only a handful of their thousands of taverns—the number they own they decline to confine, allowed to install juice boxes, no coin-ammunitions.

Watney's, another U.K. biggie alehouse operator, was even more explicit, "Get 'em out and there in pubs in East London," an official said.

"Beatnik Trade"

Watney's argument was "they might encourage beatniks of that type of person." clientele of their houses is mostly "older people," he asserted, and brought up the argument that "landlords are experiencing a loss, and could lose their licenses.

As from beat-box, the tavernkeeper caught in a technical infringement, however slight, exposes from proceeding properly, one London innkeeper told Billboard. "He's as hug-o-tentin as the motorist," the landlord remarked.

Several brewers polled declined to comment. But from those who did it is apparent that UK column are using every promotional tactic and persistence to break down the barriers that exist to this field of operation. Brewers commented favorably upon coin-trades displays at their trade fair this month.

By AARON STERNFELD

NEW YORK — U.S. exporters of coin machines finished up 1962 with one of the strongest months in history, according to figures released by the U.S. Department of Commerce.

American coin operated machines shipped some $2,468,875 worth of juke boxes and amusement machines to the country during December, compared with $2,251,698 the previous month.

In the November, 1962, shipments register, the December numbers were $2,283,399.

British purchases — $814,708 came from the United Kingdom with a value of $765,410.

WOG Shifts Meet Site

WHITE PLAINS, N.Y.—The Western Oceanographic Guild has shifted its monthly meeting place from the American Legion Hall here to the Roger Smith Hotel. The meetings will continue to be held the second Tuesday of each month.

(Continued on page 99)

Arkin: Bill Dies in Committee

LITTLE ROCK, Ark.—The Arkansas Legislature adjourned last week and a bill which would have outlawed pin games which "coins operated for insertion of more than one coin" died in committee.

The bill was introduced by Rep. Gettington of Logan County and referred to committee early in the session. The bill was never brought to a vote and died there when the Legislature adjourned. A committee of coin operators from the Arkansas Music Operators Association held a bill in conference with various legislators, but could not come to an agreement.

The bill would also have outlawed pin games which provided a button for removing free games and a meter to record them.

NASHVILLE — The Tennessee State Legislature closed its 111-day session last week and the coin industry fared well in that no adverse legislation affecting the industry was passed during the session.
Juke Box Gross in England Up 5%

LONDON — Gross take for juke box operators in the United Kingdom last year was 5 per cent more than 1961. This was a result of a survey presented by Bernard Briggs, chairman of the Phonograph Operators’ Association, at the annual general meeting, Eccleston Hotel, London recently.

Juke box sales were still below the gross take reported for 1960, the operators’ peak year, he indicated. The drop was attributed to fruit machines and other coin-operated amusement legalized by the Betting and Gaming Act 1961.

"New gambling facilities, which this time last year were disappearing off more than a due proportion of the public’s spending capacity, have ceased their effect on the market," Briggs remarked. Operators could expect a rewarding year.

Hit Record Firms

He reported record manufacturers because they bill juke box operators for disks at dealer’s price. Although 55 per cent had hopes of better cooperation from the record companies.

The POA chairman noted that fewer juke box operators had folded in 1962 than went out of business in 1961, the initial year of the B. & G. Act. Price-cutting had been related to the POA for action during 1962 were only 17, as compared with 103 for 1961, he said.

The association had done good work obtaining "come-on promise" music permits for operators from sticky local authorities, and some of its "trial period" licenses had been used short from hour into full trading-day permits, he reported.

Briggs felt that with Britain out of the Common Market, "the juke box industry must face a different trading future." Costs and prices would need to be competitively based, even pruned.

Purchase Tax

The purchase tax, cut 25 per cent last year, would be replaced by a 10 per cent tax on goods and services, he predicted. This would help our music enormously," Briggs said.

The association secretary, Mrs. L. Shaw, noted the merger turn-out of members, and invited a membership drive for operators still trading solo. She felt that "site poisoning," which is a war still waged all over the country, could be controlled by means of POA local-operator groups.

She displayed juke box makers for reducing the disk-load of many new juke boxes. This, with last year’s purchase tax slash, should help operators develop greater profits this year. Total tax allowances against cost of a new juke box in its first operating year were write-off 55 per cent of capital cost, the secretary pointed out.

Warning

Members of an open sale held in the "juke box market" to obtain collateral installment of coin-amusement machines. Juke boxes should always be legal, but fruits and certain other coin-amusement machines might yet fall back under statutory ban, Mrs. Shaw warned.

The POA official was alluding to recent press reports of nation’s legislators wanting to amend the B. & G. Act on "morality and evil" arguments. "New types of sites must be cultivated," and new developments for the coin box must be stressed.

An instance was given of a prominent London night club which last year pioneered a "juke box site."

Buy Bally for Top Earnings in Every Type of Location Everywhere

TOPEKA, Kan.—A bill outlawing bingo-type pinball machines in Kansas died last Friday on the calendar of the Senate State Affairs Committee after consideration during this session of the Legislature.

Practically speaking, the bill cannot be considered again until the 1963 general session of the Kansas Legislature. Only appropriations matters can be taken up during the one-month budget sessions held on even-numbered years in Kansas.

The bill had been sponsored by the all-lawyer Senate Judiciary Committee and had the backing of both the governor and the State’s attorney general.

Under its provisions, pinball machines equipped with multiple coin insertion features, a meter for recording free play and a knock-out button would have been considered contraband and subject to on-site seizure. The anti-pinball bill narrowly averted consideration this session. It was next in line on the calendar for Senate debate when the Kansas upper chamber decided to halt its deliberations on Senate-originated bills. As a result, the bill was stricken from the calendar.
Announcing
THE FIRST ANNUAL INTERNATIONAL COIN MACHINE DIRECTORY and WHO'S WHO IN THE COIN MACHINE WORLD

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

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Early space reservations recommended.
Advertising deadline is for all material in New York.
Offset Printed; No Plates Required!

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

U.S. and International Juke box and amusement machine manufacturers.
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U.S. and International Juke box and amusement machine operators.
U.S. and International phonograph record manufacturers.
Trade Associations, U.S. & International:
Distribution at trade conventions, U.S. and Internationally.
Commercial Attachés of foreign governments throughout the world.

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

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

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

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

From manufacturers we want a brief description of the plant, products made, list of offices with photographs and a complete list of distributors, with addresses and telephone numbers.
From distributors we want the complete address and telephone number, names of the principals, lines carried and branch office listings.
From Operators Associations we want photographs of officers and current addresses.
From suppliers we want a list of products carried. Please mail all information to: Billboard Coin Machine Directory, 1364 Broadway, New York 36, N.Y.

Don't Miss The First Annual International Coin Machine Directory. Reserve your space now.

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Cables: BILLBOARD, NEW YORK

NEW YORK  HOLLYWOOD  CHICAGO  ST. LOUIS  NASHVILLE  LONDON  RIO DE JANEIRO  BUENOS AIRES
Chi Collections Still on Slow Side

CHICAGO—"I will Follow Him," by Little Peggy March on RCA Victor, and "Little Bund of Joy," by the Odettes on the Gemini label, are leading the city in juke box sales here last week. Both of these 45s are issued on RCA Victor, and Fred Sipora, of Sing-er's noted gang, has them.

On the collection front, however, things were slow. A five-day service holiday last week ended as a temporary boost for many locations, but the warm spell just wasn't long enough to materially effect business. Collections are about even with this period last year, which is another way of saying that, on the national scene, they're soft.

Only advantage to date is that operators no longer face the frantic hardships they had in just making it through a week when the weather was so bad.

The coming of spring usually means cleaning up, rebuilding machines, trading machines around, and in general getting everything in order. Operators here are doing just that.

Most operators have their repairmen working overtime to get things in order. Distributors, too, have been very busy trying to put their machines in top shape for capacity work.

Other hot records at Music Box Supply here are "Winds of Menelos Man," Mango Santanaria, "Get tilt Me," Don't Mention My Name," of the Shepherd Sisters, Atlantic; "Hot Partram," Darrell and "Jim's Country Vent-

U. S. Interest in European Film Juke Boxes Mounts

In fact, film production is now far enough along that the film box producers believe this problem is licked. A Cinebox executive said in Milan, "We have developed a flexible formula for film production that ensures an adequate supply of high-quality films in adequate volume. Films are no longer a limiting factor in production."

The Esky deal, it is disclosed, is the result of months of planning and studying for a new approach to the Esky market for a period of about one year. Meanwhile, Automatic Canteen Com-
pany in London, England has been thoroughly testing the U. S. market possibilities of the Scopitone.

Scopitone Program

The company claims to believe that if Automatic Canteen goes ahead with Scopitone in the U. S., it will solve most of the "crash" program aimed at swamping what competition is already in the meantime. Automatic Canteen has been working in Germany for the last six months to create a firm base for U. S. promotion of the appliance, when and if the decision is taken.

All problems connected with coin cinema operation are being explored and solved in what amounts to a separate film program here. Automatic Canteen's German subsidiary.Helmut Reh-
C. was able to secure the necessary rights to Scopitone, which Registry to Cinebox, which owns the film rights in German locations. From Automatic Canteen's perspective, West Germany is the ideal market in which to test Scopitone, with the British market, which is closest parallel to the U. S. market. Some 100 Scopitones have now been placed at test loca-
tions in the various parts of West Germany. From these test loca-
tions are being gathered the sales and service data to be used if Automatic Canteen decides to go ahead with Scopitone.

Scopitone is operating at 375 additional locations in Western Europe outside West Germany. Cinebox according to executives in Milan, has between 350 and 400 machines operating in Western Europe and the United Kingdom.

$4,000 Price Tag

Cinebox is produced by Societ Internationale Phono-
visions in Milan, and Scopitone by Cinebox, U. S. A., of Paris. The leading French electronics and instrument producer, Cinebox offers 40 selections and Scop-
tone 42. Both machines sell for around $4,000.

The third machine, which presumably is still available for the U. S. market, is Telebox-Caravelle, manufactured by the C.P.A. Corporation of Paris. It resembles the Cinebox and Scopitone but has 32 selections. Its price claim it is a usual film color fidelity. The Caravelle is promoted as "what you can expect from color TV a decade from now."

OMAHA—Several hundred operators and guests will be on

hand for the Midwest Music Operators Convention hosted by the Nebraska Music Guild in the Creighton Hotel here April 20-21.

Participating will be state asso-
ciations from Iowa, Dakota, Iowa, Nebraska, and Kansas. The meeting will feature business sessions, exhibits and a swinging social program.

Each of the State associations will operate a Juke Box, during a single joint meeting (Continued on page 98)

Report From Britain

"Juke" Dirty Word?

LONDON—Juke boxes in the U. S., where a phonograph is a gramophone, are phonographs because they seem more socially acceptable than say, Juke box is halfway a dirty word, raises all questions of official eyeglasses and class disdain.

Even an appeal by a Scottish company wanting to install "dig-
matic" Operators of Glasgow are going "juke" for the closest parallel to the U. S. market.

Some 100 Scopitones have now been placed at test loca-
tions in the various parts of West Germany. From these test loca-
tions are being gathered the sales and service data to be used if Automatic Canteen decides to go ahead with Scopitone. Scopitone is operating at 375 additional locations in

HERE'S SOME LOCATIONS WE'D LIKE TO SERVICE

GENEVA—As spring approaches and the Swiss phonograph trade prepares for the holiday trade, a specialized branch of the Geneva trade is enjoying its own special boom. This is the supplying of juke boxes for the harsms—only thinly disguised—of the palatial holiday hideaways of the Middle East oil potentates dappled the shores of Lake Geneva.

There are by latest count eight Middle East oil sheiks en-

sconced in the Geneva area. All maintain palatial establishments fea-
turing the Grand Piano, a Smith-Mailer, and "discreet" art galleries. The photograph of today is an established adornment, and it has gained recognition as a status symbol.

This demand is generating an increasing volume of business for local distributors; moreover, there is increasing buying of phonographs here for shipment to the Middle East homes of the sheiks.

Captive Prayers

FAKENHAM—Baptist minister P. J. Hetherington of the civil parish of Fakenham, Nor-
folk, has turned a local juke box into a religious chapel* for teen-agers. The minister, local youth around the juke box, which coff-

er bar proprietor, Maj. Ted Fortescue, is satisfied the service is held, then the box gets going. Assisting the revered with musical backing is a local trio. The play is said to be going in church. At first they thought it would be washed out, but now accept the interval of hymning.

Another Charity Check

LONDON—Members of Photophone Operators Association in the U. K. are vigorous in charitable causes. Latest drive, a Sweepstake, netted £4,200.

A check for this amount was recently presented to Variety Clubs of Great Britain. Money will be spent on children's coach for crippled children, reports Mrs. L. Shaw, POA secretary.

Fancy Labels

LONDON—Juke box selec-
tions are now prepared by a number of feature of UK machines, are getting some attention there too.

Photographic Equipment

LONDON—Some high cred-
citures of artists' faces alongside the disk titles, "for easier iden-
tifying the customer," says Michael Green, the firm's field manager. PEL is also offering the service to independent oper-

ators, and expects to swing to two-color smoke. Polycole, plastics engineers, of Studley, Warwickshire, announce a new "two color" label process suitable for juke box selection identification.

The process comprises emboss-

ing laminated labels, each lami-
nated on a different color. The up-
paper is then layered by machine, producing either additional-
ized letters at operator's wish, when the underlayer is exposed.

Music to Model By

BATH—An elegant promo-
tional campaign is being intro-
duced for the new AMI L200 juke box was achieved by Peter Simpson & Co., Ltd., nearby recently.

The firm leased the machine to Howell's, largest machine show-

room for background to the parade of style-garde models.

The juke box was in good company, TV West & Wales disk

jockey David Franklin operated the machine, while WWV en-

uncisor Christine Godwin em-

used the fashion showing, titled "Fashion A'Googie." The store's display executive, "The presence of the beau-
tiful juke box helped enormously to create the right atmos-
phere. Selections played were matched to features of garments modeled.

Get No Rolls

LONDON—Photophone Equipment Company, Ltd., is looking to music rolls Stateside for its recently acquired "fiddle-
drive" machine, the Mills Vinyl Virtuous.

The firm wants to use the visio-
nique music rolls for exhibition pur-
poses "to raise money for suita-
ble charities," say Michael Green, juke box promotion manager.

The machine, made in 1912, was found by Green in a Lon-
don junk shop, in its origi-

nal crate. A second machine has been presented to Sega, Japan, for a similar use, he said. Both coin-slot fiddle-jukes are in mint condition, but owners possess are only one roll.

STEREO RELEASES

for Music Operators

ESEEBURG ARTIST OF THE WEEK

HANK THOMPSON—Ch Heyenne Frontier Days

Capitol (C&W Vocal)


All titles listed above are custom 251 stereo single packages for the juke box operator. Other packages or record companies may get weekly listings of their product by sending release to Juke Box Reviews, Billboard, 1964 Broadway, New York 36, N. Y.
The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola’s NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404

**Capri 100**

with Full Dimensional Stereo
MODEL 404 DELUXE STEREO-MONOURAL PHONOGRAPH

**NEW ROCK-OLA WALL BOX**

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep processed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

**Model 1558**

(160 selections) Wall Box

**Model 1564**

(100 selections) Wall Box

**TRUE FULL DIMENSIONAL STEREO SOUND**

is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention... thus assuring complete location satisfaction and maximum earnings.

**LOCATION PERSONALIZATION**

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

**FEATURED STAR DISPLAY PANEL**

For Model 404 Capri 100 Selection Phonograph

**PRE-ANGLED 2½” TWEETERS ON BOTH SIDES**

**SEE THE BIG 3 FOR ’63**

**LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS**

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois
Mystifying... Magic - Magnets

CHICAGO — Normally the report of the membership committee to the board of directors at annual trade show packs all the drama of a July Fourth politician coming out with a strong pro-motherhood stand.

But when the board of the National Vendors Association met at the Chicago-Sheraton Hotel here Wednesday (27) on the eve of the annual NVA trade show and convention, the parliamentary jockeying following the membership committee report and the subsequent withdrawal of membership applications by two Canadian manufacturers provided many hairy moments for the 36 directors present and the nearly 100 operators who witnessed the proceedings.

The membership committee had recommended that the application of Arrow Manufacturing Company, a recently organized Boston firm, be accepted, as it was, but that the applications of Beaver Casing & Vendor Supply, Ltd., and MacNinie, Ltd., both of Toronto, and Harvey Industries be rejected, with the recommendation that they be reconsidered at a later date.

Ken McPhail, who heads the two Canadian firms, and Dick Rollins, the second vice president, took the floor to challenge the recommendations of the membership committee.

Proboscis Stand

Harold Proboscis, who heads Harvey Industries, Van Nuys, Calif., a machine manufacturer, and his firm and his counsel also took issue with the recommendation of the membership committee.

When, after various parliamentary maneuvers, the board of directors was set for a closed vote on the membership committee’s recommendation, the Beaver contingent, headed by McPhail, marched out the exit.

The board then voted by closed ballot on the application of Harvey Industries, and the California manufacturer was admitted.

While no voices were raised during the course of the debate, and no tears were shed, the entire proceedings were made, the preceding packed a quiet drama. Ted Raynor, NVA counsel who held the chair, kept the discussions on an orderly plane.

Turnout for the board meeting was the biggest in NVA history. Only four of the 40 directors failed to show, and with the meeting open to all interested parties, an estimated 100 operators witnessed the deliberations.

FOR SALE - USED

VICTOR TOPPER DELUXE, 1c - $9.00
ACME, 1c, 2c, 5c, 10c - $3.50
VICTOR PER MACHINES, 10c - $1.00
Argo Cards (100) - $1.00
BEAVER Cards (100) - $1.00
BASEBALL CARDS - FRED WILLIAMS
PO-Boxes, New York, Calif.
FOLZ VENDING CO., INC.
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Electric Money Maker

Famous ACME ELECTRIC MACHINE

Time proven favorite for health and weight reduction. Electric vibratory current transmitted via embedded dry cell battery poor for 1,500 to 2,000 hours.

Sample - 25.00
2 and up 23.50
Floor Stand - 5.00

ORDER TODAY

1/2 Post Office Box, V.G., 359 P. O. Y. D. V. Corporation.

Headquarters for Largest Selection of Super 10c Capsule Mixes

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

The PENNY KING Company

10c ATLANTIC MASTER Capsule Vendor

World’s Largest Selection of Miniature Charms

HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.
Northwestern
HEADQUARTERS
Whatever your bulk vending requirements might be, we can serve you.
Always a complete stock of outstanding Northwestern machines, parts and supplies.
Write today for complete information and price list.
PARKWAY MACHINE CORP.
715 INGRID ST.
BALTIC 2, MD.

HOLD-A-BALL
GUM VENDOR
The Big Hit at the N.V.A. Convention
Let's Kids Have Fun
With Every Ball of Gum
FAST PLAY
BIG PROFITS

Kids will love it... Operators will love it! Kids will stand in line waiting to drop pennies into this exciting and colorful vendor which delivers a ball of gum with every pitch... and every penny.

Attractive front shows 20 American and National league baseball clubs.

Here's How This Revolutionary Vendor Works:
1. Penny is inserted.
2. Lever is pulled. Up comes a ball of gum into simulated baseball diamond.
3. Special shelf holds ball of gum in proper slot labeled with grade, single, home run, triple and out.
4. Depending on number of pennies inserted, player can complete one ball inning or three outs.
5. One or more balls of gum can be released by player after each game is completed.

Player gets one ball of gum for each penny inserted.

PRICE ONLY
$29.50 each

Packed and Sold One Machine to the cartoon. F.O.B. Factory.

CALL, WRITE OR WIRE TODAY!

J. SCHOENBACH
Distributor For
oak Manufacturing Co., Inc.
715 LINCOLN PLACE, BROOKLYN 13, N. Y.

CHICAGO — The estimated 350 who turned out for the 13th annual convention of the National Vendors Association, which ended its four-day run at the Sheraton-Chicago Hotel here Sunday (3), did not set an attendance record, but the turnout was a strong testimonial to the strength of the industry.

Most of the 21 exhibitors, manufacturers of machines, gum, confections and charms, reported that sales were considerably ahead of 1962 conventions and the meet itself was one of the liveliest in years.

For the first time in the association's history, manufacturers were actually fighting to gain admittance to the group (see separate story).

The fact that the convention was actually held is in itself a tribute to the lowly penny. Today, the only thing a penny will buy is a piece of gum, bulk confections or a charm or the industry.

Penny Line Holds

And despite the same rising costs which have confronted all other phases of automatic merchandising, the bulk vending industry has still been able to hold the penny line and prosper in the process.

Key to the industry's ability to hold the price line is the expanding kiddy market. Children are the major buyers of ball gum and charms. But despite the growth of the market, the number of operators in the field has remained fairly constant over the last decade, with the resultant growth in size of operations sufficient to compensate for the decreased profit margin.

Operators are making less money per machine, but they're adding enough machines to make the operation to keep their income staple.

Latest Wrinkle

And while the penny is still the backbone of the industry, operators are more and more getting into 5, 10 and 25-cent capsule or charm vending. It's a different world, but it's a good world.

VENDORAMA V2
Capsule Vendor

One of the PAPECO Hits of the N.V.A. Show!

Learn about them!  Get them!  They'll stick BLOody FINGERS

Kids can feel their friends and parents. They'll stick BLOody FINGERS through their fingers, nostrils, ears, toes, etc., and you'll have a storm!

Write today for complete information on the Vendorama V2 Capsule Vendor and the new V3 Capsule Vendor.

VICTOR VENDING CORP.
5711 W. GRAND AVENUE
CHICAGO 38, III.

VENDING HEADQUARTERS
for VICTOR
The Most Complete and Honest Line of Bulk Vendors

New Victor 2000 Vendor, Large Capacity ... Holds 2,000 Balls 100-Cent Gum ... or 600 10c Capsules ... Also Automatic 3 Balls 100-Cent Gum for Sc. $24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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HEADQUARTERS
Whatever your bulk vending requirements might be, we can serve you.
Always a complete stock of outstanding Northwestern machines, parts and supplies.

When answering ads ... Say You Saw It in Billboard
The main column Titan sells for $57, including the stand. The side vendors are $20.45 each, with $15.75 each for the optional side brackets. The trio is attractively decorated in black, yellow and orange. Also introduced by Oak were new Titan Jr. coin capsule vendor, holding 60 capsule cabinets and selling for $49.50; and Titan Jr. coin capsule vendor holding 1,500 regular capsule cabinets, also selling for $49.50, and the Titan Jr. counter ensemble.

The Titan Trio capsule unit, similar to the Titan Jr. coin capsule unit, has a giant Titan center column vendor with two side vendors. This unit holds two cases of century gum, has a separate coin box, built-in coin iron base and vends at 1 cent, 5 cents, 10 cents, 25 cents, or foreign currency. It sells for $49.50, including the stand.

The side vendors hold 200 capsules or 450 jumbo rockets. They weigh seven pounds and sell for $23.45. Optional solid wrought-iron brackets sell for $7.50. Shipping weight for the trio is 45 pounds.

CISCO Shows

CHICAGO—Several new exclusive items, some new imports, happy and sad, and capsule assortments were shown by CISCO Charms here last week. However, the most interesting line of the firm's exclusive line was its jewel-eye mouse featuring a price tag and, of course, its mood tester with b-b-action. The mouse is of hollow red plastic, and has a jewel-encrusted black plastic ears and an inch and a quarter tail that slides in and out. It sells for $3.95 per 1,000; $4.15 in capsules.

The mood tester is green with clear plastic window. The b-b-shows whether the holder's "mood" is "in love," "jealous," "forbidden love," or "like it". It sells for $15 per 1,000.

Other new items by CISCO are: a new 25-cent coin capsule vendor and a 10-cent single slug, which includes a $10; padlock for keys ($11); and president rings. Imports include ball players ($2.65); snake rings ($.86), and hourglasses ($15.55).

CISCO's dime capsule assortment includes such goodies as the mouse, peanuts, bourbon rings, lighters, and a variety of key chains, and sells for $37.50 per 1,000.

The nickel capsule mix includes a pet assortment, Western assortment, doll assortment, and is the biggest of all. Each sells for $.75 per 1,000, $1.50 in capsules.

Leaf Brands

CHICAGO—Three new century gum assortments, and a new bubble-gum mix were introduced by Leaf Brands last week.

Cornered. The new assorted, century-sized malted milk ball; Merry Berries are strawberry and banana flavored; Sun Ripe Fruits is a mixture of orange, grape, raisin, and banana; and Precious Bones consists of tiny box-bits of bubble gum, colored until processed to look like precious gems. Price is to be announced later.

Green Duck

CHICAGO—Green Duck's Week's Arrivals and Kids Kartoons. Konmies each feature an assortment of 12 different characters. The Weidels, as the name implies, have the most horrifying looking creatures guaranteed to scare the day out of most tiny tots and even some parents. The Konmies have 12 characters especially suitable for the more gentle at heart. Price is $9 per 1,000; $.75 in less of 5,000 or more. The firm also showed its full line of buttons and novelty items.

Oak Sales

CHICAGO—Oak Sales' new rubberized Horror Series, featuring such lovelies as Frankenstein, the Mummy, and the Cyclops, is so realistic and clammy to the touch that kids should literally fear the mirror, according to Oak Sales head, Meyer Abel.

Also available in molded rubber is Oak Sales' Stone-Age animal series, featuring some of the most popular animals of old. The horror creatures sell for $38 per 1,000, $35 in less for 1,000, and chargeable animals for $35.

Other new items bowed by Oak Sales last week's National Vendors Association convention included:

Coral and cobra snake, $32.50 per 1,000; series of 12 deep-sea fish, $25 per 1,000, and puppet mice in white, black, gray or brown, $25 per 1,000. All are available in capsules at $10 per 1,000 extra. Oak Sales also featured a nickle swirl, selling for $20.75, consisting of 12 different bugs plus a splendid assortment of skeletons and worms.

Plastic Processes

CHICAGO—Colorful penny, nickel and dime globe display cards were the highlight of Plastic Processes exhibit here at last week's National Vendors Association convention.

Each is designed to show off a representative stock of the machine's fill. Bill Falk, Plastic Processes head, said that the cards save the operator from having to handfill each globe, a process that can cost up to $1 worth of time.

The penny and nickel displays sell for 75 cents each for quantities over 50, and the 10-cent styrofoam displays sell for $1.40 ($1.10 for over 50).

Some other new junk items were the 10-cent Sun Ray Speeder Racer, $8; Rolling Scooter, $8; Tiny Tug Boat, $8; ring sets, $2 each; and King Kong at $3.45 per gross; Space ships and Moon Men at $7.12, and a rocket line featuring a new skull at $10 and double-ball puzzle at $12.

Penny King

CHICAGO—Eleven different Star Patrol Assortments selling for $12.50 for such items as a heart shaped, done-in-the-dark and worn-in-apple, to $20 for funny and eye ball and $51 for metal charm, were recently introduced by Penny King last week.

The firm previewed its line at the National Vendors Association conclave in Chicago's Sherman. Visitors to the booth and suite also received an attractive sample box of rings—three boys and three girls. All the charms were complete with underglazed glitter stickers, or a globe display. In the $12.50 series ($4 each for less than 5,000), Penny King had a Hawkshaw triple magnifying glass and magnet, a face with blue eyes, a deep red heart with four 'lucky' captors; buy-in-tube, movable plastic head; a spinning kaleidoscope; a worm-in-apple, protruding plas tic worms from lock-on charms; frog, with B-B eye; green monster, with painted eyes and eyes light; a ladybug with handle for twirling; space rocket, with B-B laser and revolving satellite action, and soft bug in miniature capsules, for penny machines.

Penny King's eclipse has a more powerful utilized and is designed for jumbo rocket or penny machines. It is priced $20 per 1,000 ($8 for less than 5,000)

Cradle of the line is Penny King's new metal charms on novelty key rings in capsules for 10-cent vending. All capsules are glued.
Funtime Charms

CHICAGO—Yale Becker has re-entered the charm manufacturing business with a series of six items, both fill and capsule. The Kennedy Pucker Action Ring has pictures of the President and the American Flag. The wearer can take his pick by turning the ring.

The Antique Auto series, 20 different vintage vehicles, is a fill item, with faithful miniatures of the cars in miniature. The Bug in the Ice Cube will float in a glass and is recommended for practical jokes.

The Lunch Box With Banana is a capsule item, and the Empire Stone Rings are adjustable. The Lucky Four Leaf Clover, a pocket-size or keychain item, completes the new Funtime line.

King & Company

CHICAGO—The Hold-a-Ball gum vendor gives the youngsters a chance to test their skills and get a piece of 210-count ball gum for a cent. Here's how it works:

After the player inserts his cent and pulls a lever, a piece of ball gum appears on a simulated ball diamond. A special shelf holds the gum in a proper slot labeled single, double, triple, home run and out. Depending on the number of pennies inserted, the player can complete a half inning or three outs. One or more balls can be released by the player after the game is completed. The player, of course, pays by inserting any penny.

Capacity is 10 pounds of 210-count gum. Dimensions are 15 inches by 8½ inches by 7 inches. Price is $29.50.

Eppy Charms, Inc.

CHICAGO—Some 50 new charm items—named for the 25-cent capsule trade—were bowled by Eppy Charms, Inc. The items, which range from costume jewelry to cuff links, are mounted on die-cut sponges and folded cardboard to simulate the appearance of a jeweler's showcase.

Items are merchandised further with a 5½ by 7-inch display card of molded plastic and slots for seven items. Cards are furnished free with each order of 1,000 charms.

Items are of the general quality of those sold at airport souvenir shops and they include cuff links, tie clips, key chains, necklaces, rings with Aurora stones and various other pieces of costume jewelry, all vacuum metalized.

According to George Epy, the items fall in two categories—the Male Jewell Box and the Girls' and Women Jewell Box. He feels that operators can designate capsule machines in either category and crack high-traffic transient locations.

Epy also announced that he now has exclusive U.S. distribution rights for a German ring manufacturer, and the rings, which were displayed at the show, are being sold as 25-cent capsule items.

Another new capsule item, set for vend for 10 cents, is the Skeleton Head, which comes with a molded plastic, color display panel.

With the new line, Epy is making a strong pitch for the novelty vending business, an area that the trade has heretofore not paid too much attention to.

Epy hosted his warehouse distributors and their families Wednesday (27) and the outlet heads defined their respective sales territories.

Arrow Mfg. Co.

CHICAGO—The Arrow Manufacturing Company, which joined NWA on the eve of the convention, showed its new bulk vending machine line, with 1-cent, 5-cent and 10-cent ball gum and charm machines. The Model A10 vend 140, 170 and 210-count ball gum; the Model A20 vend 100-cent ball gum, and the Model A30 vend 5-cent and 10-cent capsules. Parts are interchangeable on all models.

Vic Tor Vending

CHICAGO—Victor Vending's new capsule vendor—geared for either 25-cent or 50-cent vend—represents a departure from the traditional concept of merchandising charms.

The new machine, which can single unit, is designed to dispense larger and more utilitarian items. It is, in effect, more of an all-purpose vender than a charm machine.

Cabinet is wood and dimensions are 22 by 18 by 12 inches. List price is $49.50. Capacity is 200 large capsules. A pegboard display panel is easily removable for programming changes.

The battery at the show had the capsule vender mounted atop the chrome stand and three ball gum machines set on the stand's lower level. It was placed atop the Vendarama stand set up or operated as a

Paul A. Price Co.

CHICAGO—A mail order merchandising promotion, tied in with a bulk vending machine, was the highlight of the Paul Price exhibit. The promotion has a display card on which is

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Exhibits at NVA Convention

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mounted a jumbo-sized painted snake, complete with red tongue, inside the vending machine globe.

When the purchaser opens the capsule after making his purchase, a slip of paper inside tells him that he can get the snake—a 50-cent value—by mailing 25 cents to the operator whose name is printed on the slip.

Price said that the operators can order printed slips with their names, or they can use a stock slip telling the purchaser to send the money to the address on the globe.

New Price items shown included skeletons with likenesses of Castro and Krush from the necks up, and expanded Scare 'em series, Tricks 'n Fun, a capsule series of games and puzzles; Bloody Fingers, which depict what a handful of fingers caught in a door jamb would look like; Stinkers—a perfumed sunk, and Worry Bird, a fill item which has a sad-eyed bird sitting on a "Why Worry" sign.

Other new items included a 10-animal Jungle Series of fill items, a Giant Football and the Princess Ring.

Price presented a line of 25-cent merchandise, featuring bracelets and necklaces, and Star jewelry with rhinestone centers.

Gold Medal Unit

CHICAGO — An eight-selection, all-purpose unit—novelties, costume jewelry, candy, accessories—was bowed here by Thrill Pak-Gold Medal. The unit, which lists for $1.95, will vend at 10 or 25 cents. Legend on the display read: "Get Your Thrill Pak Surprise in Every Box."

Some 200 items are in vending position, while another 300 are stored in the base of the machine.

Operation Alert

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Repeat meetings in these same cities will begin April 22 and conclude the first week of June. How to enact the NAMA six-point self-regulation program and how to meet threatened restrictions on cigarette vending will be the main topics of the second series of meetings.

Midwest Parley

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scheduled for all in attendance. Robert Bluedog, Music Operator of America managing director, is scheduled to speak. As are other State and local dignitaries, association officials, manufacturers and various distributors and operators.

Some 10 exhibitors will show a line of juke boxes, games while only 702 used boxes worth $167,270 were exported.

While game unit exports dropped from 4,481 to 4,031 from November to December, the value of these games rose from $1,288,329 to $1,906,429 in the same period.

Game exports are not broken down between new and used equipment. But a comparison of November and December figures indicates that overseas buyers are probably stepping up their new equipment purchases at the expense of the used prices, and, when they do buy used equipment, demanding better conditioned games.

For example, the 4,481 games purchased in November averaged $238 a game. The 4,031 games bought in December averaged $475 a game.

West Germany continues as the prime buyer of new U. S. juke boxes, with purchases of 590 units valued at $357,325. The Germans bought only 28 used juke boxes, evidently preferring their own low-cost models to the used U. S. equipment, but staying with new American machines when top locations were at stake.

French Spree

France continued its heavy buying spree with the purchase of 892 units valued at $399,119. After years of governmental restrictions on the importation of g. a. m. e. the French seem bent on making up for lost time.

Belgium, traditionally the coin machine market place for Europe, is generally first or second in the monthly buying sweeps. In December, however, the Belgians trailed the United Kingdom, West Germany and France.

And the Belgians bought 369 new juke boxes and no used machines. As many of the used machines are generally transported to other European countries, the December figures indicate that European nations are leaning less on Belgium as a source of supply and buying directly from American exporters.

Final Figures

It may be sheer speculation, but Belgium is only a few miles from the Russian border, and it is barely possible that some of these new machines are finding their way into the Soviet Union. The Russians had been talking about a juke box of East German manufacture for Eastern Europe, but this development seems slow in materializing.
Only yesterday, it was the 33\(\frac{1}{2}\) record. First it was 'dead'... then everyone rushed out conversion kits. Seeburg's Artist of the Week was a howl... until it was copied. Ditto for our Personalized feature. And SDS: we said it would be imitated. It is. So why not get with the long-haul money-maker now? Get with the new styling, the Income Totalizer, and the album play that are making money now for location and operator. Seeburg LP Console
DESSERT DUTY: On tour in Arizona, Vee Jay's the 4 Seasons made rounds of record shops giving autographs. They are shown here with Bob Beeman, Vee Jay distributes in that area.

OUTSIDE HESP: Artists not represented on the UN "All Star Festival" LP are also anxious to do their bit, as witnessed in London, where Mr. Acey Bix (right) and TV star Harry Fowler (left) join the campaign going on at Soho Record Centre, shop of Alex Strickland (center).

DEJAYS FOR VEE JAY: WAAF Radio, Chicago, is sponsoring talent hunt, with top prize being Vee Jay recording contract. Pianist Marty Robbins (left) and saxman Marty Faye (right) audition contestant Frank James.

ROYAL TWIST: Twirlin' Joey Dee (left) shared stage of Royal Hall in London recently with continental counterparts, Larry Niven and Jerry Williams. The unusual trio drew big crowds and good notices.

LONDON LADY: Georgia Brown lends critical ear to playback during recent recording session for London. Impressed by Broadway for her role in "Oliver," Miss Brown is working Blue Angel, too.

THE DICKERING IS OVER: Walt Dickerson, jazz vibraphonist, sets pen to exclusive recording contract with Audio Fidelity. With Dickerson are Sidney Fray (left), president, and Tom Wilson, recording director.

CLIMBING THE CHARTS!

Baby Washington "THAT'S HOW HEARTACHES ARE MADE" Sue 783

They Say It's a Smash!

Jay and the Shufflers "ALWAYS BE MINE" Crackerjack 4010

Long Pact: Tompall (left) and the Glaser Brothers sign on exclusive management contract with Hubert Long Talent in Nashville. The group records for Decca records.

CHART TOPPERS: Kapp e.A., man Allen Stanton (right) accepts Billboard Award on behalf of Baby and the Romantics from editor Ron Grevatt. No. 1 tune was "Our Day Will Come."

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