Nobody Got Mathis Yet

By BOB ROLONTZ

NEW YORK—Where will Johnnie Mathis go when his contract with Columbia expires in June? Though many companies claim to have an inside track, nothing is set and nothing will be until many months, according to Helen Nog, publici
ty manager of the hit-maker.

"I haven't made up my mind who I'll sign with," Helen Nog said last week from her Cali
fornia home. "We've been offered deals by many companies but we haven't accepted any of them. In fact, we've been considering our own record company, and I've been going through the price of pressings, sleeves and such.

"Johnnie and I put two sides for Columbia; his new singles. He's they're the last side

we will cut for Columbia. When the time comes that I think it's necessary to have another release, I'll make up my mind then where to go.

Helen Nog did not deny that Warner Bros., Capitol and RCA Victor had made substantial offers for Mathis, and she added that dozens of other companies had made attractive offers.

If Mathis finally leaves Columbia in June, he will receive a lot of piled-up royalty money, estimates of which range from $350,000 to $1 million. Mathis recently has made a strong come
back with a single hit-rate in a copyrightable story spell. He has had two hits in a row! "Gina" and "What Will Mary Say?".

A deal has already been made for distribution of Johnnie's waxing abroad with EMI.

APRIL 20, 1963 • SIXTIETH YEAR • 50 CENTS

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Albums.. Pacific Philips ABC.Paramount Tico

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One

Single

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phonograph Merchandising • Coin Machine Operating

Jazz Ladies Making Those Charts Sing

By JACK MAHER

NEW YORK—Though the number of jazz singles has been at its highest level for the last month, it's not the quantity that's flipping record men, it's the regularity. And cause for concern among the that 75 per cent of the hit and semi-hits in a jazz vein have been coming off the firm's label subsidiary: "Meditation," by Charlie Byrd, and "Five Samba," by Cannonball Adderley. Other top sides from the jazz labels (Continued on next page)

BUG ON WING in N. ENGLAND

BOSTON — Out of a new dance known as the Bug has come a new record produced by the sales representative of high

Stream radio music station WCRB, which will, of course, hit air box.

It grew out of a new twist dance popularized in this area by the trio of Barry Wilson, Bob Jarocki, and Tony Green. Kilham of WCRB produced the record, it had published by Fa


The group was backed by four Framingham businessmen who were instrumental in get

the trio started on the first night in the Cameo Lounge in Framingham. The dance is now spreading to other parts of the state and in the Granite State area in New England areas.

MOA Has Rosy Look

By NICK BIRCH

CHICAGO — The Music Or

ists Association, one of the

industry's most influential groups, has its first contender in "The Sham

ay, Missourian.

The FOLK SINGER

Terry Ros, ABC-Paramount 10423 (Paramount, Bimm)

WHAT A GUY

Balados, Julie (Fire)

SHAMPOO

Les McCann, Pacific Jazz 560 (Jax, A&M)

Alison.

The folk singer

Terry Ros, ABC-Paramount 10423 (Paramount, Bimm)

WHAT A GUY

Balados, Julie (Fire)

SHAMPOO

Les McCann, Pacific Jazz 560 (Jax, A&M)

ALBUMS

Page One Albums will be found in the LP Review Section of this issue

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TOKYO — Nippon Victor held a branch managers’ conference in Tokyo on March 26 and 27, attended by 32 branch managers from around Japan. The event was held to voice opinions on Victor’s operations and to discuss new strategies and plans for future business. Nippon Victor is one of the leading record companies in Japan, known for its extensive catalog of music and its role in the music industry. The conference provided an opportunity for branch managers to share insights and ideas, fostering a collaborative environment.

**Nippon Victor Setting Retailer’s Price Plans**

By J. FUKUSHI

TOKYO — Nippon Victor held a branch managers’ conference in Tokyo on March 26 and 27. The conference was attended by 32 branch managers from around Japan. The event was held to voice opinions on Victor’s operations and to discuss new strategies and plans for future business. Nippon Victor is one of the leading record companies in Japan, known for its extensive catalog of music and its role in the music industry. The conference provided an opportunity for branch managers to share insights and ideas, fostering a collaborative environment.

**All Star Disk Promotions Stir All Over Globe**

NEW YORK — Extensive promotion and advertising is being prepared by the Billboard magazine in its 60th year of publication, where it has not heretofore been introduced. Experience in other countries is being used to good advantage in planning promotion of the American product. From April 15 through 18 the album will be in circulation at the highest price of any one in the country, with great much official celebration and excitement. Presentations will be made at the annual convention of the American Society of Authors, Artists and Publishers in April in Chicago. In addition, promotion activity will be staged at the annual Convention of the American alliance of the American Society of Authors, Artists and Publishers, which is being held in the center of the Euro-American competition.

**Chimpunks’ Daddy Says No Renewal at Liberty**

HOLLYWOOD — Ross (David Seville) and his Chimpunks, a popular musical group, announced last week that they will not renew their contract with Liberty Records, which has been their home since the beginning of their association. Ross Bagdasarian’s Liberty contract has expired, and we have been negotiating, and are still negotiating. We have offered all the records he has done for us the last two years. Of course it is free to go ahead if he wants to. But no one else could help his product for the next two years. I am hopeful we’ll be able to get together.

Ross has been more than an associate of Bagdasarian, and has been a tremendous contributing factor to the success of our company. I would hate to see him leave the company. But if his belief is part of it, it will be on a friendly basis.

**PHILIPS RUSHES CARROLL DISK**

New York — Philips Records is rushing-out “Say Wonderful Things,” by Ronnie Carroll, the English single which was entered in the annual Eurovision competition.

**Billboard BACKSTAGE—Should Record Charts Be Audited?**

WHEN I first started selling for Capitol Records in Northern Illinois back in 1948, I found it invaluable to use record charts as a guide to what should be stacked Capitol hits. In those days, Billboard charted 10 records each in pop, country, R&B, plus five best selling albums in each. Then, we were compared with other papers such as ours who have vastly increased coverage and have become of prime importance to the marketing of records.

Ratings have become a big business today, and the current rush into television and radio ratings has created a stir that is being felt by everybody including audiences.

Whether it isn’t time for our industry to have its rating service—that is, our charts of best sellers—audited for authenticity by an accredited group. Possibly a responsible group such as the Record Industry Association of America (RIAA) could consider taking on such a monitoring assignment. Billboard would welcome such a move.

**Sweet Sue**

MTMI—Pan American Distribution and a rack jobbing subsidiary of Record Service, Inc., ceased operations here last week. Closings this week marked as a shock to many record dealers here and across the country.

Circumstances behind the closing officially remained a mystery last week, with no statements forthcoming from principals, attorneys or accountants.

It was felt that the move was started some years ago by Sam Tamaro, president, and has been operated by sons, Lubby and Bobby Tamaro.

The rack jobbing wing encompassed an area of nine Southern States and was recently opened in Atlanta.

D. S. D. External Revenue Service officials, local banks and a factory are believed to be closely identified with the closing. At press time, however, no moves had been yet made toward declaring either limited (Chapter 11) or full bankruptcy and court creditors were waiting in limbo. The owners would not comment, and the combination would turn around and whether to re-run the firm. If government would wipe out any chance of recompensing losses.

**Atlantic Signs With New O’Seas Distrifib Dir**

NEW YORK — Atlantic Records has set new affiliations for its releases overseas. The label has signed on with Festival Records as license in Australia. In addition to Atlantic, the assignment also includes Canadian and South American territories, but all products from Atlantic were released in these areas will be handled by Festival.

Atlantic and Atco disks are available in nearly 50 nations now, according to Neal Ethen, and the Australian and New Zealand lists are set for the growing chain in the Far East. The firm recently signed distribution arrangements with Cosdel, Inc., in Japan and Miro Record Manufacturing in the Philippines.

**Chipmunks’ Daddy Says No Renewal At Liberty**

HOLLYWOOD — Ross (David Seville) and his Chimpunks, a popular musical group, announced last week that they will not renew their contract with Liberty Records, which has been their home since the beginning of their association. Ross Bagdasarian’s Liberty contract has expired, and we have been negotiating, and are still negotiating. We have offered all the records he has done for us the last two years. Of course it is free to go ahead if he wants to. But no one else could help his product for the next two years. I am hopeful we’ll be able to get together.

Ross has been more than an associate of Bagdasarian, and has been a tremendous contributing factor to the success of our company. I would hate to see him leave the company. But if his belief is part of it, it will be on a friendly basis.
NEW YORK — Slow but steady increases in sales of records are being achieved through the overseas outlets of the Army and Air Force Exchange Service, according to Martin L. Roemer, who heads up purchasing of records and related equipment for the overseas PX installations.

The AAFES is also stepping up its use of逵oke-to-Tokyo逵, a system of domestic electronic equipment, including TV, phonograph, and tape machines, and other exchange items, and black tape, Roemer said.

Discussing the current picture as it reflects sales of records to U.S. military personnel overseas, Roemer said that a gross volume of about $20 million is spent annually, of which approximately $20 million is spent on phonograph and phonograph equipment items. Tape sales are doing especially well, he said, with the AAFES having purchased tapes to be used as playback on their own tape machines, tapes which are also being used as correspondance with families back home.

In the recording field, close to 90 percent of all records sold are in albums. Of this, as much as 25 percent is accounted for by the 78 rate, with around 50 percent, pop about 8 percent and classical less than 5 percent in total.

"The breakdown," Roemer said, "is exactly what you'd expect by the fact that the market for phonographs is divided between those in their teens and the vast majority are in their 20's. Many have never before heard a record, and 80 percent are classical, and are barely out of the rock-and-pop stage.

"We are the only ones in the overseas service exchange outlets left in the U.S. who have any sales of records. States, though some domestic outlets cut the price somewhat, don't dare go any lower than $2.56 per LP, mono or stereo with a list price. The AAFES, on the other hand, is $2.35. The average current price for singles is 50 cents, though this may soon be raised to 60 cents. The average markup overseas on both records and equipment is 25 percent.

Basic Non-Profit
"But we aren't in a profit or non-profit operation," Roemer explained. "Each year it's true, Roemer says, "that the Army Exchange is a loss." He added that it is a "good thing" that the profits of the phonograph and phonograph equipment items are the only thing that makes up for the profits of the phonograph.

"The Markup is based on Billboard's "Hot 100," Roemer noted. "The album selection is based on new releases and items that are just beginning to gain action at the bottom of the charts. Much of the buying is established through the American Forces Radio which plays primarily American records.

One LP that did disappoint overseas business, when it was finally released, was "The First Family," said Roemer. "They'd had to get official clearance from Washington on that one because they could ask for it, but it didn't do as well as we expected."

ON MOVE ABROAD: Cannonball Adderley (center) has record, "Cannonball Is On The Move," and has his own European trip. He and sextet were big feature at San Remo Jazz festival and here he talks over with Ron Kass (right), of Interscope, and Fred Burckhardt of Fontana.

KANSAS CITY, Mo.—A raz-


Sands on

ABC Para

Roster

NEW YORK—ABC-Parma-

The station's new "Seletronic" programming philosophy has been well received in the public interest since it was inaugurated some months ago.

See Decision on Trade Parley

WASHINGTON—The new

Director of the Federal Trade
Commission's Industry Guidance Branch said that records are also a

consideration, and he has been

expecting an announcement any
time. However, the Commission has no plans to do anything about it.

The commission has been

Yarley, formerly chief of the

Guidance Bureau's Division of

Trade Regulation Rules, was ap-

pointed recently director, and

record has been designated to

become staff director of the

House Small Business

Committee—possibly the best

before FTC.

"It was said he wished he could give the industry a definite answer on the trade practice conference but that he can't make that decision because he has to "keep guessing" himself, until the Commission makes up its mind.

NEW YORK—Renewed calls

for an all-remarkable-records-

practice conference were sounded by the American Association of

Records Merchants and Distributors Association (ARMADA) and the

Society of Record Dealers (SORD). Paul Ackerman, executive secretary of ARMADA, last week referred to "talks" held at a recent ARMDA meeting in Chicago attended by about 70 representatives of importers and distributors, to the effect that the industry "doesn't seem to want the trade practice conf

ence now."

"This talk," Ackerman said, "was greeted with shock and amazement. ARMAHA has had its share of difficulties in the FTC level for a long time and we have been dismayed by the fact that nothing concrete has yet developed. In view of these delays and the apathetic talk we have heard, we feel it is now time to mount a re-

sponded effort toward realization of this urgent goal.

We realize that certain elements are going on record as opposing the setting of industry practice and that some players are interested in not only their own health and that of traditional dealers of the so-called newer elements as well.

"Our hope for a trade prac-

tice conference is that through such a meeting the record industry will set up rules of practice for the entire industry, those who have contributed so much to the busi-

ness and have such a great stake in it, and serious dealers may further their protection.

SORD President Andy安

derson, reached in Chicago, ac-

cussed that "at some time last year, we were asked to wait 70 days before pressing master of the RCA-FITC hearing was concluded. For that reason, we have been in a wait-and-see attitude. But we certainly want the conference to come on. One thing that's badly needed is a clarification of hard and fast rules on such as distributors, distributor, one-step, rock jobbers and dealers. There is a bad tendency now toward enveloping of functions which often has the effect of giving one element an unfair competitive advantage."

MGMO Push All-Out for New Caster

NEW YORK—MGMO Rec-

dists plans a large public service and promotional campaign in conjunction with the May 6 re-

lease of the new ABC coast album of "She Loves Me."

The musical, written by Shel-

don Harrick and Jerry Block, will be recorded Sunday (28), after an April 23 Broadway opening.

MGMO will provide special

programming segments from the cast album for radio stations and nationally syndicated radio shows as well as co-op advertising with dealers. A full sched-

ule of public service announcements will complement the pro-

motional activities of the album. Highpoint of the campaign will be a special incentive guest ticket award to distributor salesmen dealers who complete outstand sales campaigns for this origami album.

Schwartz said the IBM system equipment was a "big improvement" over picking music and concentrate on the electronic. Records are "weighted" and frequency of airplay is determined by the computer.

The Associated Press also has a number of specialty features that include: The Great 38, the station's ver-

KUDL, also has a number of specialty features that include: The Great 38, the station's ver-

kam "in the heart of Kansas City's Country Club Plaza.

It is expected that KUDL will stay with its "format" operation but would go from "Now that is an all-rock, soul- or rock to a hard-rock" music fare. KUDL is currently listed as second by the Best Buy and third by the Hoover for its market, Schwartz said.

The station's new "Seletronic" programming philosophy has been well received in the public interest since it was inaugurated some months ago.

Sand on

ABC Para Roster

NEW YORK—ABC-Parma-

added one more name to its roster with the sign-

ing of Tommy Sands last week. Firm has been on an all-out kick for names, and in recent weeks has signed Fats Domino, Jimmy Vali and Hugo Winterhalter. Sam Charo, ABC's vice president of opera-

tions, said that ABC-Paramount is still looking for artists, both known and unknown, for its new line.

The Fats Domino signing last month, he said, was a "good one," and that ABC-Paramount is still looking for artists, both known and unknown, for its new line.

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AN APRIL SHOWER OF SALES

FROM COLUMBIA RECORDS
OKLAHOMA CITY — It’s still early in the spring, but Walmart has opened a record store, and it’s even more unusual since the store says it did it for the good of the business. Anyway that’s why 78 RPM, which recently hired a new president, says the store is opening very well. It contains an inventory of 3,000 at wholesale, and it has about 25,000 feet of floor space.

Several years ago, said the store, they opened a store because there was no adequate outlet for hot merchandise in the city. And in addition to the cream, the store also carries space for the Fat Cat Records.

The entire store is self-service, and all records are sold at list. Dickers has very few lower boxes and catalogues according to the store.

The store says they actually carry their product for store Karen not except for Victor records. And they say other dealers also carry them.

Prices — and the store prices were right off the list. It is interesting to note that the store, in fact, is lower than what some retailers are offering — but the retailers are mentioned in a common kind of ads to tell the public.

Kendal’s major competition on all sales fronts, countered with a "Giant Two-Day All Label LP Record Sale" on Monday and Tuesday (April 16-17) with LP’s going for 94-cents, $4.34 and $1.94, and the classics and those are $35.94 and $25.94.

A few days previous, the store held a selection of LP’s at $5 cents each, along with a special Angel Records offer at $.29 and $.29. Sears’ Turn

Sears joined the ringing with 300 selected titles in the pop categories at $1.29, with each, the added inclusion of 12 LP’s.

Not to be outdone and seeking to attract buyers to its Cen-

City location away from the neighborhood sectors of the store, Sears has held a good all prices this week with an "Early Bird Sale" each day between the hours of 9:30 and 11PM.

Cutting the $2.98 list to $1.99, the $7.96 to $.29, and the $4.94 to $.29, different adds to the sale of the early bird buyers. It was Capitol and Angel LP’s on Mon-
day (8), RCA Victor on Tues-
day (9), Columbia on Wed-
day (10), London, D.G.G. and Archive on Thursday (11), with jazz and folk LP’s on any label for Friday (12).

Jimmy Donley Dies;
Singer and Writer

GULFPORT, Miss. — Jimmy Donley, artist and writer for the Fats Domino Productions, died here Thursday (March 20). Donley was born in a small town on the Mississippi Delta where he was the son of Fats Domino and had done work for the Fats Domino label.

Said the record company, and the man who had been a record producer at the Beverly Hills office, with Bob Wilding, a recent addition to the firm, heading the concert department, assisted by Mike Davisen.

Liberty Publishing Firms Up
Gross 700% in 2-Year Push

NEW YORK — Liberty Records has boosted its gross earnings in the music publishing field for the past two years, according to Dick Glasser, general manager of the firm’s publishing subsidiaries.

Liberty’s publishing companies, including Liberty and Redwood, have grossed $20 million in the last two years. Liberty’s firms received two pop BMI awards ("Old Rivers" and "Game"").

Glasser took charge of Liberty’s publishing interests in 1961 and since that time has been responsible for more than 250 recordings made from its tunes. The Liberty firm has the following writers under exclusive contract: Sonny Bono, Shari Shere, James Pankow, Frankie Vincent and Cliff Crofford.

Liberty has added to its staff the following, among others, opening a new office in New York.

Glasser, in addition to serving as chairman of the firm for Liberty, also is a BMI producer for DeShannon and has been a recording artist for Liberty under the name of Dick Levy.
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<th>Track Title</th>
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<td>Double L 713</td>
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<td>Needles and Pins</td>
<td>Jackie De Shannon</td>
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<td>Quiet Village Bossa Nova</td>
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Name of Game is Finding Best Way to Move the Merchandise

By PAUL ACKERMAN

NEW YORK—Modern retailing operated "fail in the flow of merchandise to the consumer. Every aspect of the store's operation is geared to this theory: displays, lighting, fixtures, use of color and design. They are all arranged to provide every convenience for the customer. The customer is impressed by the mass display of merchandise which is constantly renewed rather than kept out of reach or within showcases, is all displayed in such a way as to enhance the impression of merchandising.

Self-service and other conveniences such as proper display and layout not only facilitate the flow of merchandise, it also cuts down operating costs. Besides, it permits merchandise to sell itself. And finally, the new streamlined methods do not eliminate sales personnel—rather a properly laid-out store permits sale personnel to sell more merchandise than ever, without acting as a hindrance to the customer's inclination to buy.

Methods Pay Off

The National Cash Register Company has found which has made intensive retaiing studies, states the matter in this way: Merchants available themselves of modern methods reported by such experts as John Smith. By allowing, for example, each customer, per employee, per fixture, per square foot of floor space, and per overall expense dollar. This modern form of retailing also permits a complete withdrawal of all personal service. On the contrary, a selling staff is retained. All personal services are improved. Customer service needs more guidance, some explanation, all answers to questions. To do this, the personnel is always needed.

The best display material for the record retailer is the very product he is selling—records. The present trend is for the record store to directly appeal to the customer, heightening his interest in the repertoire and artist service, in the grooves. Now, there are two adjacent photographs how boldly yet tastefully record product is integrated into the display situation. There is little, if any, of a thing, cut in the character of the store—layout—and the browser can really have a ball.

Note, too, the excellent use of signs, which indicate an orderly arrangement of merchandise. Are our customers hillbillies, fans, jazz buffs, getting addicted or classicalists? Or each of them.

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Company
Name
Address
City, Zone, State

Type of Business

GLOBE PRODUCTIONS

Continued from page 3

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard to provide the executive secretary of the American Merchandisers and Distributors Association (ARMADA). These articles will cover the aspects of retail record dealers and will follow along these three basic steps which can be taken to take full advantage of their promotional and merchandising opportunities and responsibilities. We are grateful to the author and ARMADA for this material.

The merchandise is there and can easily be purposed. Organized in an orderly fashion, fashion, such merchandise tends to sell itself.

Other Ads

These photos indicate other aids to good merchandising. Immediately apparent are the overall neat layout, providing for easy flow of traffic—this despite the fact that a large quantity of merchandise is exposed both on walls and counter tops. The lighting is carefully planned, as are the sales methods. There are no bulky faults in the illumination scheme; everything is fresh and orderly and clean. And these factors must also hold for the salesmen themselves which is to advise and suggest when this necessary.

The use of glass showcases, of course, is at a minimum. These photos reflect this principle that of placing the product out in the open where it is its own best seller. It is customary, of course, to have a showcase at the checkout point for those small, expensive items subject to pilfering.

Yet another item of importance is reflected in the photos—the price signs. Price signs are one of the most important facets of modern retailing. The American merchandiser can, in fact, in many areas of the nation present their prices in a condition that he will fail to follow through on his purchasing impulse if the barrier element is not sufficiently indicated.

Hence, note the use of price signs in these two stores emphasizing the barrier element—that is, the difference between the list price and the price at which the merchandise may be obtained.

Proper Pricing

In connection with this, it is well to mention that if list of proper pricing is one of the most important elements of success in modern retailing—a lot of dealers should give it more importance. The situation, the type of clientele and the kind of merchandise being sold. We have found that the competition of discounters makes mandatory that the store to compete with them through on the outlets on pop or hit merchandising.

But as for catalog—that's another story. Why offer a catalog item at a heavily discounted price when the ranks and discounts do not carry it away? Or, to state it another way, when a customer enters a record shop requesting a specific catalog item, he is generally prepared to pay the list price. Hence there are no full list dealer, can still move much merchandise with.

Just what type of pricing policy a particular dealer employs is determined, dependent upon many factors. The fact that many dealers are forced to offer discounts of necessity is due to the fact that, of course, has become rarer, but he has not disappeared and those who can avoid them can do it if certain basic conditions are met.

There are some notable examples—such as Danny Danzinger, newly appointed as manager of the Vocalion record shop in Washington, D.C., which caters to a special clientele. "It is the vocal of the trade by proper store layout—selling the item from the viewpoint. If your pieces are tied together by the fact that they are all part of the general merchandising. Future articles will continue to explore these facets.

Indies Make Jazz Charts Hum

Continued from page 1

were all products of this thinking. Besides this, Keepnews has a new Charlie Byrd album which contains strings, and which contains two sides specifically recorded for pop consumption, and which is simply "Marvelous." Softly.

Cannonball has an album in the can with the Basso Rico Sextet, but he is currently cutting dates which will perpetuate the "Five Samba" sound. Santana's next one as a single will be from the current "Watermelon Man" LP, "Love, Oh Love." The current "Watermelon Man" hit, incidentally, was not a single, and was only incorporated into the LP as a side.

Fantasy has the Guaraldi album in the can with the Basso Rico Sextet, but he is currently cutting dates which will perpetuate the "Jive Samba" sound. Santana's next one as a single will be from the current "Watermelon Man" LP, "Love, Oh Love." The current "Watermelon Man" hit, incidentally, was not a single, and was only incorporated into the LP as a side.

Good Action

Blue Note has had good results. Speaking of his work and his new album on the label will contain his next single. Besides his new album, he is looking forward to some solid artists. A B.B. King who has had solid R&B response to his "Peach Brother" and later single.

Fantasy has the Guaraldi album in the can with the Basso Rico Sextet, but he is currently cutting dates which will perpetuate the "Jive Samba" sound. Santana's next one as a single will be from the current "Watermelon Man" LP, "Love, Oh Love." The current "Watermelon Man" hit, incidentally, was not a single, and was only incorporated into the LP as a side.

Verve a.k. chief Creed Taylor also has prepared a new album for his label. The label's latest album, made with a group of top pop single artists, is another a.k. executive who is firmly convinced that jazz can cut into the pop market.

Lee has stepped up its output of jazz singles to a point where every major jazz album and artist appears with singles. Among the first in the group is the double hit. Herbie Mann and Mel Torme have proved they can hit with jazz tinged singles, and they, of course, continue to be represented a regular basis.

Verve's A&R chief Creed Taylor also has prepared a new album for his label. The label's latest album, made with a group of top pop single artists, is another a.k. executive who is firmly convinced that jazz can cut into the pop market.

Santurce, Puerto Rico—The Puerto Rican record market is a highly competitive one, and sporadic wars and the usual clearance sales where all singles are cut down to the price of around $3.50 to $2.98 and lower. Recently, though, for the first time in several years, the radio produced album was slashed to $2.98

The album in question, Rico's Grace Avellaneta's "Chucho Avellaneta," has been cut by the label on a limited basis, and is already $2.98 for the $2.69. The Rican label is a subsidiary of the larger Chico Avellaneta, a current kind of deal that can be secured in the world. And his singles and LPs are all high on their hit parade. The latest "planes" have been his "Women's Hair" album, a new single,"Teresita Tell Me," and an LP, "the Toreador," up here, and features a picture of the album's cover.

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The Original Sound Track Recording!

Composed and Conducted by

MICHIEL LEGRAND

Movie Starring

GLENN FORD
HOPE LANGE & CHARLES BOYER

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NEW YORK—Presentation of the 1963 region of the annual Oscar awards of the Academy Motion Picture Arts and Sciences last week formed a strong reflection at the music and sound end of the industry, with the annual album and single versions of music from award-winning pictures being released on the market.

Of most singular interest is the trick turned by the recording team of Henry Mancini and Johnny Mercer, who took the best results in the award race for the second consecutive year, with "Days of Wine and Roses," the 1962 Mancini-Mercer collaboration, "Moon River," from "Breakfast at Tiffany's," also an Oscar-winner.

Even before the awards were noted, the hit songs of "Wine and Roses" had proved its merit on the disk front. There are 13 albums which contain three and nine currently available singles, all in the latter two have made a strong run on the "Hot 100," with the Andy Williams version of "C ebay" rising to 37 this week and the Manhattan Transfer's "Johnny Mercer A Victor" close behind at 41.

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The epic film, "Lawrence of Arabia," which topped seven records to become the winner in the number-of-awards category, has already proved a winner as a sound-track package for Capitol Records. The stereo version of the set has been in the top five of the best

**Oscar Gives Hypo to Movie Score Disks**

**Awards Spark National Sales Of Singles, LP's**

By REN GREGGATT

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**Fighting Rough in Capital**

**NEW YORK**—Two veterans and one relative newcomer to the big time sparked the music on the Annual Awards TV show over the ABC network last Tuesday (9). Ethel Merman, Eddie Fisher and Peggy Lee, each of whom has contributed greatly to movie music, led the large orchestra. The old master, Merman, emceed the affair, and it did mighty well, though he didn't sing a note.

It took the old pro, Miss Merman, to really liven things up. According to Fisher, who was not as driving as it once was, he didn't want to wear the first place around the stage, and the old electricity is always evident. Fisher, in his display of Academy Award winning songs of other years, showed that his voice was still reedy and singing. And as a performer he moved woodenly and he never established much rapport with his audience in the theater er in front of the TV camera, and after he worked hard, but his stunt was far too long and far too impassioned.

Nippon Victor

**Continued from page 3**

In April and on 22 dates during May, Williams, who has been a point of interest in the industry, is expected to tour the Pacific Northwest; Roy Clark (Capitol) ander the Nippon Victor banner are touring Canada, Mexico, and the West Coast, fiscal 1963 (October through March 1963), reached $7,777,777, exceeding the quota of $7,500,000.

In artists—and what part to composers and copyright owners—Nippon Victor's many records of small companies are bought up "lock, stock and barrel" by the large companies. And how many records of the large companies are pressed by small companies? No one can tell, but it is clear that the record companies are underwritten to the limits in discounting, with little regard for the amount of music being recorded for TV and film. In some cases, they will even give the record companies a discount of 50-75 cents for every piece of music in a film shown on TV which had been previously licensed, and in which the author retains performance rights.
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www.americanradiohistory.com
CHRISTY MINSTRELS

Folk Stuff for Sophisticates;
‘Fresh’ is the Word for Christys

BY LEN GREGATI

One of the freshest-looking (and biggest) groups now on the scene, has brought the impact of folk music to New York’s sophisticated night club set. Columbia Records’ New York office got the story solidly to reach the customers at the Village Vanguard, traditional home of juggling, tumblers, magicians and assorted imports, a type often seen on the Ed Sullivan TV show.

Eight boys and two girls consisting of a folk singers with an urban polish, and the act, which could easily become cumbersome because of its size, never does, because of its style, its effects with the accent on music. On Corona Walk the Road is the big opening roster with a “Hallelujah” kind of spiritual feel and it is followed by an assortment of items with a strong cross-races flavor. “Prosperity Prayer” and “The Bear,” a novelty followed by an extended saga of man’s search for God and the caper of the “caveman period, win plenty of enthusiastic laughs and applause.

Following “Lonely Train,” a “Goin’ Down the Road.” The group, of dizzy, the group builds the tempo and excitement with the spirituals. “Roses in the Mountain” and “Michael Row the Roses” followed by “This Train” and “When the Saints Go Marching In.”

Their vocal sound in this group and fine instrumental virtuosity as well. Besides the Minstrels, there is a lot of youthful good looks and vitality, which, or only by either. If anything, the Latin Quarter management was on the correct side of things and headliners a short 20-minute tour. The group could have used a lot more.

NIGHT CLUB

Pittsburgh Right
In Abbe’s Lane

Xavier Cugat and Abbe Lane in their first club date at Pittsburgh’s Holiday House gave the club one of its biggest nights in years. They are a sure bet for at least one long run.

Booking was a personal triumph for the stunning Miss Lane whose wailing and dusky was really kicked up a storm. Completely gowned and exquisitely groomed, she dominated the show while Cugat nonetheless remained in the background perhaps too much so.

While her husband fronted the orchestra, Miss Lane opened with “Gotta Lot of Lovin’ to Do,” following it with a medley of Italian and French tunes. She scored with an exceptional rendition of the Israeli “Hava Nagila,” following with such tunes as “Frenchy,” “My Shab,” “Perfidia” and “Chi Chi Chi,” a tune identified with Cugat.

Rounding out the bill were bongo player Jimmy del Rio and the ultra fancy dance team of Brasica and Tyee.

LEONARD MENDELOWITZ

NIGHT CLUB

Bagful of Nuts
At Village Gate

“Nut” comedy takes the spotlight at the New York’s Village Gate in the current show which opened Tuesday (9). These wild efforts come from the Smothers Brothers, Woody Allen and even folk singer Ronnie Lane adds some teeth to performances.

For a pair of youngsters, the Smothers are a very successful stage presence and in persons savvy. The team, which has a big seller “Think Ethel” on the Mercury label, created the open of the group with a couple of their particular brand of fun which mixed satire, stage business and imitations of a number of famous impersonations. The group, working in unison, thoroughly enjoy the banter and as well do with the timing which are essential for this kind of comedy.

Some of their most telling comic sketches come in the middle of what appears to be a serious song; a good example is “Never Will Marry.”

The last time this writer caught sight Woody Allen he appeared to be thinking of an act. Nothing could be further from the truth; Allen is actually tearing one down.

This became pretty evident as the comedian analyzed his family background. After all, what else could a man with such a grandfather was so significant, that his hears folk fol as the special Astor; at the end, and when bought such the store,” whose cousin, even when he was a kid “wanted to to a retail marketing research specialty to know what to buy him on hollidays; whose wife spent nights “listening to Con nal,” and the man himself, who couldn’t marry the girl and has a story which doesn’t ring with the idea of a difference of religion she was an atheist,” and in other words was breaking an act, Woody Allen is hilarious.

This part of their three-progged each display the fine singing talents of Ran allan.
The vocal from Adirondack State in the folk tunes of not only his home land, but which his home Land, France and this country as well. He chipped in with funny; a training course for an American Western song in which a traveling man reminiscences in folk tunes about his home town — Tel Aviv.

JACK MAHER

ARTISTS’ BIOGRAPHIES

For your programming use here are a few facts about hit disk artists, clipped out by A.G. and pasted in 4 x 6 in each of these envelopes. They will help you build a convenient file of disc data.

SHERRI WINTER (after mixing with the Strings) and The Music Violin and presentations): “Gro, nobody-ever thought of me.”

PLAYBOY: Host: Hugh M. Heffer (defending his clubs as gathering places for the elite “Upbeat generation,” who enjoy just looking at the “bunnies.”

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THIS IS DARIN 33-115
TWO OF A KIND 33-126
LOVE SWINGS 33-134
TWIST WITH BOBBY DARIN 33-138
BOBBY DARIN SINGS 33-140
RAY CHARLES 33-140
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NEW YORK

Erroll Garner's first album release for Reprise will also be his first live concert recording in some seven years. Set for release this week, it is entitled "Our World Concert" and was recorded during Garner's gig at the Seattle World's Fair last August. Another jazz giant, John Lewis, is about to be heard from as conductor of Orchestra U.S.A., which was recorded by Colpix this winter following a debut at Philharmonic Hall. Lewis and other members of the Modern Jazz Quartet will be appearing at the Century Hotel in Vancouver (15-18) and then leave for Los Angeles, where they will be at the Mannie-Hole starting April 19. Big Daddy Rutt Ives is going science fiction. He will co-star with Tony Randall in the Universal International picture "The Brass Bottle." Music publisher Paul Tannen will marry Miss Nancy Loffman at the Foundation in New Rochelle April 21. They plan to honeymoon in San Juan and the Virgin Islands. Johnny Tillotson left for London April 15 as first stop in a five-week cross-country English tour of more than 100 theaters, record stores and auditoriums. Columbia is taking to the road with Carol Stoune on a promotion tour for her new single "Don't Worry 'Bout Me." 20th Century will be releasing a single next month by Remo Capri. In the meantime, Capri is still blasting out Manhattan building foundations. It's a mining operation. Tiny Persin Brewer has been rehearsing for several weeks now to get her new set ship shape for her April 30 opening at the Sahara, Las Vegas. She'll be traveling with a complete entourage, which includes six dancing boys.

HOLLYWOOD

The "Swinging Years" package (Tex Beneke, Modernaires and Ray Eberle) has been booked into San Francisco's Fairmont Hotel for three weeks, starting June 27. They are now at Harlan's Lake Tahoe, for a three-week stand. Capitol will record Dorothy Shay's night club act in LP form. It was taped during her recent engagement at the Shamrock Hotel. Dick Hauss has been signed to pen special arrangements for Kay Stevens' new night club act. She is currently playing the Playmat Hotel, Hollywood, Fla. Lee Hazlewood has been signed by Fabian to serve as producer on his future recordings. First one was held at Radio Recorders last week. The New Christy Minstrels and Randy Sparks as director will play Salt Lake City's Lagoon April 27.

MEMPHIS

Gus Cannon, 79, banjo-playing contemporary of W. C. Handy, last week taped some songs for Voice of America in Memphis. The U.S. will broadcast overseas in 37 languages.

Bo Didley and his Combo packed the Cadillac Club last week during a two-nighter. Joe Casaglione, president of Hi Records, is leaning over sales of two new singles and an album. The singles are "Do It—Rat Now," by Bill Black's Combo, and "Stace I Met You, Baby," by saxophonist Ace Cannon and His Combo. The album is Willie Mitchell's "It's Sunshine Serenade."

The industry mourned the death of James K. Douley, 33, blues singer found dead in his car from carbon monoxide poisoning near his home at Gulfport, Miss. Jeannie Schlitz, 16, high school junior here, has been signed by ABC-Paramount Records, has her first single out, "Happiness" and "Anything Your Little Heart Desires." She's the daughter of a physician.

ELTON WHISENHEU
SPRING SELLING IS CHILD'S PLAY

WITH RCA CAMDEN
By BARRY KITTLERSON

BOSTON—In Boston there is a subway stop named “Symphony,” which is a pretty good indication of the pride Bostonians take in their world-famous orchestra. And with the appointment of Erich Leinsdorf as music director and conductor this season, the general consensus is that both the orchestra and the Boston Symphony have entered one of the most distinctive eras in their respective careers.

Maestro on Job

BOSTON SYMPHONY music director Erich Leinsdorf between takes with the 19-year-old pianist, Leon Hambelmark, Orchestra led in two divisions of Billboard special survey. (See chart.)

Viena born, Leinsdorf was in his mid-20's when he was hailed as a boy wonder of the baton at the Manhattan Opera. And soon afterward many in the music world are convinced that the baton of the Metropolitan Opera is in good hands. The young conductor's career is high in the pin for such legendary figures as K rival Flag and... [rest of sentence cut off]

New records under Leinsdorf have a variety of conductor's post which include nine years with the Rochester Philharmonic. He was a former director of the New York City Opera (1957), and from 1957 to 1962 he returned to the Metropolitan in a post created expressly for him by Rudolph Bing as music consultant and conductor.

Leinsdorf's meticulous approach to a composition has earned him the respect and attention of concertgoers and composers themselves. Recently, for example, he has been associated with Walter Piston's "Symphony No. 7," the composer, himself, remarked: "I wasn't sure for a man to know my score better than I did. In the Boston Symphony," said a national magazine, "Leinsdorf has at last found an instrument worthy of his great skills."

As a recording artist, Leinsdorf, it's only an impression. He has recorded many of the orchestral staples for Capitol, and now, recording exclusively for RCA Victor Red Seal, he is already distinguished himself as the conductor of such acclaimed recordings as Wagner's "Die Walküre," which reached both the National Review of the year's critics poll, and top operatic recording of the year and "Le Sacre du Printemps" by Stravinsky's "Rite," which has become one of the most popular symphony records albums in many cities.

The first positions both on concert stage and in recording on the following discography speak for themselves.

Beginning April 15, the Boston Symphony under Maestro Leinsdorf embarks on a 14-day-

NEW YORK—It is the conviction of Columbia president Goddard Lieberson that a recording company has the "cultural obligation to provide classics of the future as well as the past." In the past 10 or more years Columbia has brought previously unrecognized chamber music by many of the more important American composers to the American Music Series, made under the direct supervision of the composers themselves by their own interpreters, in the March release of this series, Mr. Lieberson is represented in a dialogue with his composer's "Serenade." [Rest of paragraph cut off]

The entire orchestral level of Philharmonic Hall at Lincoln Center will be transformed into a "bandstand" in March when it hosts the world premiere of "Promenades" starting May 29. Produced by Roger Engleman, the four-week season of light music features conductors Andre Kostelanetz, Andre Previn and Morton Gould.

Air Force Staff Sergeant Tom Villena unearthed a priceless collector's item as a result of his WDKR, Cleveland, "Living Voice" series, a test pressing of the former Met Opera diva, Rosa Ponselle, singing Schubert's "Serenade." According to Ponselle and the company which recorded it, they had completely forgotten that it existed. When her 60-year-old disc was presented to Miss Ponselle, who now lives in Baltimore, she said, "It's wonderful!"

The New York City Opera company's spring season which is traditionally devoted to contemporary opera will feature the New York premiere of "The Loves of Albert and His Companion" with an "Inspector Night's Dream" opening night, April 25.

Met Opera tenor Jan Peerce will sing the role of Florentino in the world premiere of Bernstein's "Composer's Opera," which is to be heard in March, 1963. Last month, Peerce established the Alice and Jan Peerce Scholarship Fund for deserving students in the Cantors Institute of the Jewish Theological Seminary in New York.

Winners were Pedro Calderon, 29, and Arthur Einhorn; Claudio Abbado, 29, of Italy, and Zdenek Kostelni, 26, a Czechoslovakian, each received $5,000 of prize money and have been inducted into the nation's best and most outstanding conductors of the New York Philharmonic. [Rest of paragraph cut off]
Here's to Henry Mancini and Johnny Mercer, winners of the Oscar for the best movie song of 1962:  “Days of Wine and Roses”
Nashville's Music City 'Gives' Whole Neighborhood a Facelift

By MARK CLARK BATES

NASHVILLE—A once-decaying residential neighborhood here is in the process of having its face lifted as a swarm of music industry leaders strive to turn the area into an even greater music center.

Property values in the Record Row area (the 70,000 blocks on 16th and 17th Avenues South) have doubled in less than 12 months as an almost steady stream of property seekers search for a location in the mushrooming Music City ballroom.

With the advent of spring workers have begun construction on new buildings for industry needs and several contractors are waiting anxiously for the others to get their plans off the drawing board.

Leading the way with what presently is the most ambitious program is Bradley Studio, a division of Columbia Records. Situated in what most observers consider the ideal location in the area, Columbia already boasts one of the most modern studios in the area.

Added Facilities

Bill Denny, Columbia studio manager, said the label is building a new office building valued at about $100,000, which will adjoin the present facilities. The new two-floor building will include an Ultrasonic equipment room, two mastering rooms, an echo chamber, a lounge for musicians and an engineering office. He said phase two of the building program will begin as soon as the present work is completed. The second phase will include the building of another studio.

Typical of the usual battle of the giants, it is expected that RCA Victor's Nashville operations may be expanded in the near future.

Victor, headed by Chet Atkins here, is in studios which, when built less than six years ago, cost about $60,000. The property is now valued at about $350,000, Atkins said.

Chet said there is some substance to talk that the label will build an additional studio and parking facilities, but nothing definite has been decided. It is understood Victor is interested in four pieces of property adjacent to their present site.

Another new face in the area houses Mercury, Smash and Phillips records. The renovated building on 16th Avenue South, developed by the Record Row Development Corporation, is owned by several local industry leaders.

Mercury, headed locally by Shelby Singleton, has made the switch to the area after having been in downtown Nashville. The property on which their new offices are located could probably have been bought for about $7,000 two years ago. Today, the property alone, exclusive of improvements, would probably run

Bill Denny, Bradley Studio's manager, takes a "before" look at Columbia's $100,000 building program in heart of Nashville's booming music industry.

Bill Denny, Bradley Studio's manager, takes a "before" look at Columbia's $100,000 building program in heart of Nashville's booming music industry.

...Continued on page 23...
PROUDLY CONGRATULATES

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ROCKIN' CRICKETS SWAN

S. F. Furniture Store to Get Into Records

SAN FRANCISCO — One of the nation's oldest furniture store chains is establishing a new record department in each of its stores in Northern California, and soon will be handling records through a joint promotion on both the electronic and record items.

The John Breuner Company headquartered in San Francisco has until now operated such a department in its Sacramento store only, but a rack jobber has handled records in other stores. However, the Sacramento sales record was so high, according to store personnel, that in March the lease arrangement was cancelled, and Breuner's has begun to open its own fully stocked departments in all stores.

Gordon Cooper has been named manager who will handle centralized buying from San Francisco. Cooper has been with Columbia Records for the past seven and a half years.

Downey to K. C. Station as Ass't To Gen. Mgr.

CHICAGO—Morton Downey Jr. has been named assistant to Irv Schwartz, vice-president and general manager of KUDL, Kansas City station.

Downey, who recently exited WYRR in the Windy City, will also handle, he has been announced, 10 p.m. programs on the 5:00-watt full-timer.

Prior to joining KUDL, Downey did air stints with KELP, El Paso; KFRM, Billings, Mont.; WICR, Providence, and WP0, Hartford, Conn.

Another recent acquisition from WP0 is Johnny Argo, who joins KUDL this week.

British Ortolle Firm Goes Into Medium Prices

LONDON — Ortolle is introducing a medium-price line for the first time as part of its current expansion plans. It will be called Laurel and will sell at $3.17-

52 cents more than most low-price albums.

First six releases are due April 12. Titles include "R&B Greats" and Lionel Hampton's "Hammer Grass," Future re-

leases will include jazz titles with early tracks by Stan Getz, Erroll Garner, Dizzy Gillespie and others.

In the normal price range, Ortolle has decided to release the first albums from its tie with the house's "Tampa-Gordy group with titles by the Miracles, the Contours, and Mary Wells.

The firm has stepped up its purchase of Radio Luxembourg air time. It now has two 15-

minute segments rather than the outright sale of 15 minute or longer segments.

Rhythm & Blues

R & B ROUNDUP

By NICK BIANCO

Jaan DuBuisson (Army) with ABC-Paramount, Atlantic and Orion, was signed last week by Leonard M. and is slated to do his first session Monday (15). "Feel Like I'm a Million," he says, is off for a two-month road tour with Sam Coon, Jerry Butler and the Brittones, to return Saturday (13) in Norfolk, Va. and will cover the Eastern seaboard.

The Genies are appearing in Canada for two weeks. Their "She's Flyin" has delayed action. Though released last January, it suddenly started taking off last week at El Paso, Tex. Lennox Rick Willard noted: "It looks like we may have a record." It should be a busy spring season for Milwaukee's legendary Sister Lee Maye. In addition to his diamond chorus, he's got a new single coming out April 17, "Halfway Out of Love."

From the Pacific Northwest's r&b outlet, KZAM-FM, Seattle "Jive in Gene" Burrow reports that Leroy Ray, the 12-6 all-night "Shake Flyin" will be handled his r&b jazz show. Other news from Burrow's party: Wyatt, former U. of Washington half-back, now in Canadian football, fills the 5-9 p.m. slot on Saturday nights with rockin' sound.

Borrow picks: "When the Red, White & Blue Comes Both Robin's Along, by April Mae and the Blue Sides on Ember"; "Feel Like I'm a Million," by Jar-

rone and the Nat's on Dar- sung at the 26th annual "Genie's" Awards Saturday night at the Park Hotel, by Patricia Conley on Alcoy. . .

Larry Braxton, another WMJ singer, cut a new and Satur-

day's "Jive in Gene." By James Brown on King looks like a comer. So thank you, Gene.

It's a new release for Margo Treadwell, "Three is a Crowd" on Columbia and is solid teen sound. Big Al Downing is playing to SRO audiences at the Strand Club, Washington. He's built up an amazing teen-age following. . .

Stacy Records, Chicago, is releasing "Theme for a Lonely Heart," a master from the Billy Lee Group in New York. . . And our apologies to Teddy McCann of Record Records. His new Billy Smith single is "The Whammer," not "Whammer." It was picked last week by Bill Summers, program director at WLS, Louisville.

"Prestige's" Brian Jackson and Jack McDuff both have pulled singles from their respective album, "For Jackson's "Neopoli-

tan Nights" b/w "Mama," McDuff's "Something Slick," b/w "Screamin."

Luxembourg Runs New Radio Show

JAZZY SHOW — Radio Luxembourg is changing its policy of its early morning broadcasts and will begin a new service beamed at Britain entirely in English, during the next 90 days. Previously this time slot had been occupied by a joint service in English and German, going out simultaneously on all the un's European stations.

But with the imminence of the BBC's late night program, Radio Luxembourg decided to provide a service on its 206 meter band just for Britain. The new program is called "Music in the Night." Unlike most other new programs in Luxembourg's British service, this program carries commercials rather than the outright sale of 15 minutes or longer segments.
This is the one...

A Stranger In Your Town
THE SHACKLEFORDS

Available in Canada through
Quality Records Limited

America's First Family
Of Fine Recordings
CROUCH, George

REPRISE-20162

The singer/arranger/licensor is listed as "Aldan." The numbers listed are ISBNs and BMIs.

RHYTHM & BLUES

The song is listed as "Mr. Natural." The numbers listed are BMIs.

LATIN AMERICAN

The song is listed as "Nuestro António." The numbers listed are BMIs.

SINGLES REVIEW POLICY

The single is listed as "Could It Be Love." The numbers listed are BMIs.

THE IMPRESSIONS

The song is listed as "Hang On Sloopy." The numbers listed are BMIs.

THE PASSIONS

The song is listed as "Now" and "17 Steps." The numbers listed are BMIs.

RIGHTeous BROTHERS

The song is listed as "Be My Baby." The numbers listed are BMIs.

BILLBOARD

The song is listed as "The Early Bird." The numbers listed are BMIs.

COUNTRY

The song is listed as "I've Just Seen A Face." The numbers listed are BMIs.

THE THREE STARS

The song is listed as "The Three Stars." The numbers listed are BMIs.

POPPY PETIT

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

SHORE, Bob

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

GOLDBERG, Al

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

FESTIVAL

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

COUNTRY/SOUTHERN

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

DIXON, Gayle

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

CONNOLLY, Pat

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

WATSON, Johnnie

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

STOUT, Syl

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

RUSSELL, Carl

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

GARNER, Milton

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

RENAL, Gus

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

WILSON, Darlene

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

WILSON, Betty

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

WILLIAMS, Roy

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

WELLS, Jackie

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

SMITH, Ray

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

SHARPE, Nelson

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

RIVERSIDE

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

MGM

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

ASCAP

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

BMI

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.

TENOR HOUSE

The song is listed as "Let's Go Steady Again." The numbers listed are BMIs.
to house his

close to $30,000, it was esti-

and the artists bureau which
bears his name in May of 1961.
Soon after, Hubert Long
built the Capitol Records Build-
ing immediately across the street
from Denny. The Capitol Build-
ing also houses Long's Talent
Agency and Most Rose Publish-
ing Company. Recently Bob
Neal opened a talent agency in
the building.

One of the more recent beauty
spots in the area is the Decca
Records Building on 16th. The
glass-front building, fostered by
Decca's Owen Bradley, was built
for about $50,000 but is worth
considerable more now, accord-
ing to most realtors working
property in the area.

But while the influx continues,
there are several Music City
leaders who will most likely con-
tinue their operations in other
parts of the city or in surround-
ing areas.

The Acuff-Rose empire on
Franklin Road here, headed by
Weleye Rose, is not expected to
budge. They have in recent
weeks bought the sprawling
building which houses the pub-
lishing company, artists bureau
and Hickory Records, and plan
an expansion program in the
near future.

Another swinging outfit, Fred
Foster's Monument Records, has
just moved into a new building
in Hendersonville just outside
Nashville.

Two others, Pamper Music
and Starday Records, are com-
fortably situated in nearby
Goodlettsville, Tenn. Pamper
only recently bought additional
property for their growing oper-
ations, and Starday has recently
expanded their already extensive
facilities.
## Billboard Hot 100

### Top 100 Songs

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>HE'S SO FINE</td>
<td>Cliff Richard, Decca</td>
</tr>
<tr>
<td>2</td>
<td>YOU DON'T OWN ME</td>
<td>Billy Fury, Decca</td>
</tr>
<tr>
<td>3</td>
<td>I WANNA BE A ROCK STAR</td>
<td>Chuck Berry, Capitol</td>
</tr>
<tr>
<td>4</td>
<td>LUCY</td>
<td>Huey Lewis &amp; the News</td>
</tr>
<tr>
<td>5</td>
<td>TEENAGE WARP</td>
<td>The Animals, Pye</td>
</tr>
<tr>
<td>6</td>
<td>RENDEZVOUS</td>
<td>Duane Eddy, Coral</td>
</tr>
<tr>
<td>7</td>
<td>TAKING CARE OF BUSINESS</td>
<td>Bobby Vee, Cameo</td>
</tr>
<tr>
<td>8</td>
<td>Mockingbird</td>
<td>The Crickets, Monument</td>
</tr>
<tr>
<td>9</td>
<td>BIRD DOGE</td>
<td>Buddy Holly, Coral</td>
</tr>
<tr>
<td>10</td>
<td>THE DAY THE RAIN STOOD</td>
<td>The Chiffons, Mercury</td>
</tr>
</tbody>
</table>

### Bubbling Under the Hot 100

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>101</td>
<td>ANYTHING FOR YOU</td>
<td>The Drifters, United Artists</td>
</tr>
<tr>
<td>102</td>
<td>HOW CAN I FORGET</td>
<td>Pat Boone, Columbia</td>
</tr>
<tr>
<td>103</td>
<td>THIS LITTLE GIRL</td>
<td>Frank Ifield, Decca</td>
</tr>
<tr>
<td>104</td>
<td>TWO KINDS OF TEARDROPS</td>
<td>Del Shannon, Big Top</td>
</tr>
<tr>
<td>105</td>
<td>PIROUETTE</td>
<td>Pat Boone, Columbia</td>
</tr>
<tr>
<td>106</td>
<td>BIRD THE WORD</td>
<td>Bill Haley, Don Randel</td>
</tr>
<tr>
<td>107</td>
<td>WHATSOEVER YOU WANT</td>
<td>Bony Morin, Aristocrat</td>
</tr>
<tr>
<td>108</td>
<td>DADDY DEE</td>
<td>Bobby Vee, Cameo</td>
</tr>
<tr>
<td>109</td>
<td>I DON'T WANT TO BE YOUR BABY</td>
<td>Buddy Holly, Coral</td>
</tr>
<tr>
<td>110</td>
<td>GONNA MARRY</td>
<td>The Platters, Decca</td>
</tr>
</tbody>
</table>

### Additional Content

- The table includes the top 100 songs for the week ending April 20th.
- Each entry includes the title, artist, and label.
- The Hot 100 chart is a key feature, listing the most popular songs according to sales, radio airplay, and online streaming.\n- Bubbling Under the Hot 100 section highlights songs that are gaining popularity and are close to the Hot 100 list.\n
---

**Notes:**

- The Hot 100 chart is a key feature, listing the most popular songs according to sales, radio airplay, and online streaming.
- Bubbling Under the Hot 100 section highlights songs that are gaining popularity and are close to the Hot 100 list.
- Billboard magazine is known for its comprehensive coverage of the music industry, including artist profiles, chart listings, and related content.
# Smash Hit Singles!

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>#16440</td>
<td>Pipeline</td>
<td>The Chantays</td>
</tr>
<tr>
<td>#16453</td>
<td>Hot Pastrami</td>
<td>The Dartells</td>
</tr>
<tr>
<td>#16457</td>
<td>Gravy Waltz / Preacherman</td>
<td>Steve Allen</td>
</tr>
<tr>
<td>#16456</td>
<td>Granny's Pad / Blues Bouquet</td>
<td>The Viceroy</td>
</tr>
<tr>
<td>#16454</td>
<td>I Wonder Where You Are Tonight / Dream Girl</td>
<td>Arthur Alexander</td>
</tr>
<tr>
<td>#16457</td>
<td>(I Don't Know Why) I Just Do / Load 'Em Up (AN' KEEP ON STEPPIN')</td>
<td>Jimmie Rodgers</td>
</tr>
</tbody>
</table>

# Best Selling Singles

| #16448 | Heartaches / Happy Melody                 | The String-A-Longs |
| #16446 | The Town Sleeps Through It / Your Old Love Letters | Chase Webster |
| #16446 | A Home In The Meadow / My Six Loves       | Debbie Reynolds  |
| #16452 | Blue (The Original!)                      | Bill Lindsey    |
| #16461 | Diamond Head / How The West Was Won       | George Cates    |
| #16439 | Days Of Wine And Roses / Meditation       | Pat Boone       |
| #16451 | The End Of The World / Big City           | The Mills Brothers |
| #16456 | Sorry (For The Way I Treated You) / Boss Strikes Back | The Rumblerse |
| #16458 | Stripper's Sugar Blues / You Made Me Love You | Seymour |

# Hit Albums on Dot

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>25455</td>
<td>Golden Hits</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>25450</td>
<td>Greatest Organ Hits</td>
<td>Jerry Burke</td>
</tr>
<tr>
<td>25412</td>
<td>Moon River</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>25359</td>
<td>Calcutta</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>25249</td>
<td>Ractime Piano Gal. Jo Ann Castle</td>
<td></td>
</tr>
<tr>
<td>25165</td>
<td>Blue Hawaii</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>25151</td>
<td>Gravy Waltz and 11 current hits Steve Allen</td>
<td></td>
</tr>
<tr>
<td>25388</td>
<td>The End Of The World and other great hits The Mills Bros.</td>
<td></td>
</tr>
<tr>
<td>25432</td>
<td>Great Golden Hits</td>
<td>The Andrews Sisters</td>
</tr>
<tr>
<td>25475</td>
<td>I Love You Truly</td>
<td>Pat &amp; Shirley Boone</td>
</tr>
<tr>
<td>25509</td>
<td>Boss The Rumblerse</td>
<td></td>
</tr>
</tbody>
</table>
MUSIC AS WRITTEN

NEW YORK

Elmer Bernstein will write the title song for "Love With the Proper Stranger," with Arnold Schuman, who wrote the screenplay for the new flick. The theme from the recently opened movie "Mondo Cane" has been picked up by Arnold Shaw for E. B. Marks. Fiedler has also snagged the film's sound track. Lester Sings is returning to the music business and is looking for a slot with a music publisher. Fiedler was with Big Three for many years and most recently was with a brokerage house. Andy Griffth, Tommy Leonetti, Ronnie Schell, Margaret Ann Petersen and the Emile Marlin Trio will appear in two benefit performances at Ohio University on April 19 and 20 for the Richard O. Linke Scholarship Fund. Linke, one of the country's nastiest dressers, is Griffth's personal manager, and is a graduate of Ohio U.

Rumor passed on to this office from Kar Alvey of our L.A. Los Angeles office tells of a new act being signed by Mike Maxfield of Warner Bros. Seems the act is composed of Pueblo Indians, who follow a religious belief closely allied to sun worshiping. Maxfield asked the chief of the Pueblos what title he had selected for the Indian first album the chief replied: "What Else, My Folks, The Sun Singers."

The new ABC-TV series headed by comedian Jerry Lewis will feature big bands on a regular basis. Two of the first to appear are Henry Goodman and Count Basie. Cajun music will be featured in a film being shot in Louisiana for West Germany. Jay Stues, Vortice LeBlanc and the Sugarbees are among the artists being used.

Sire Walker former music director at WINS, is presently doing independent record promotion.

The general manager of Lorne Music, London, Alan Parmelee is in town for meetings with the publishing firm's U.S. rep here Karl Otto Westin. Related conquest set apert for manager David Olshevsky and his wife who celebrated their 52d wedding anniversary last month. Familiar classical themes have been arranged for pianist Al Roberts' Millington Music.

Canadian manager Bob Morritt of Don Ray Records, Phoenix, was in town for meetings with Benny Lewis and executives of Oriole and DMG, May 17. He then moves on to Holland, for meetings with Dutch, Phonogram, and Dusseldorf with Electra Terra and others.

Morrill will also be seeking representation of labels from Europe to be distributed here. Space Records and its affiliate Space-Port International currently trumpeting new release by singer Little Boy Bluehorn.

Music firm called Music All has been founded in Westchester for publication, production and recording and distribution of musical and literary works.

Eddie Heller, back in operation with his Tribute label made a trip to Scranton with singer See Kenya for promotion.

Decca Distributors has moved to larger quarters in its Albany office.

CINCINNATI

Is Nathan, head of Hit Records Distributing Company here, and WRKC deejay Ed Bonner, one of the top platter spinners in the area, have teamed to launch a new label, Deba Records. Deba's initial release is the old standard, "Jealous Heart." As done by a new talent, Darrell Jay, Dick has been selling solid air play in the area, with Nathan reporting sales in excess of 3,000 in less than a week's time. Cut at Bradley's in Nashville, "Jealous Heart" has backing by Ray Stevens, two of the Anita Kerr singers, and a pair of foregrounds.

Sam Klaman, bookman at Supreme Distributing, reports excellent reception to Dick Connolly's new Mertlon single, "Battle Hymn of the Republic and Dixie" released from his recent album. Sales mounted in the area following Dick's third appearance on "Roth Lyons' 50-50 Club" show on WLW-T and the Cinnamon City TV network early last week. The guest shot on the Lyons TV show was well received in the area, a Supreme spokesmen says.

Pianist Burt Brown, a native Cincinnati, who toured via Brooklyn, is preparing for new releases on the Polite label. Sides are "Baba Au Rhum" (w.", Cetinim Sentimental" and "What Kind of Fool Am I" b.w. "Once in a Lifetime."

Phyllis Diller appears with the Buddy Roger band at Coney Island's Moonlight Gardens this June 27-30. Other traveling groups set for Moonlight Gardens this season include the Four Saints, June 13-16 and August 17-20; the Four Freshmen, May 3 for London with meetings for Bunny Lewin and executives of Oriole and DMG, May 17. He then moves on to Holland, for meetings with Dutch, Phonogram, and Dusseldorf with Electra Terra and others.

See your distributor for
EXCITING SPECIAL TERMS

LONDON

®

RECORDS
How many of your all-time favorites have been recorded by Mantovani

exclusively on

LONDON
FULL FREQUENCY RANGE RECORDING

NEW RELEASES

Mantovani, Mario Del Monaco

THE WORLD'S GREAT LOVE SONGS

Mantovani

L.P. TITLES

LATIN RENDEZVOUS
Songs Of The Spanish And Latin American Countries

Mantovani

L.P. VITAL

CANTICLES
Canticles Of A Musical Bazaar

Mantovani

CANTICLES
Canticles Of A Musical Bazaar • L.D. 32065

Mantovani

SING us a SONG WINTER

Mantovani

SING us a SONG WINTER • L.D. 32066

HANDEL

L.P. TITLES

Beyond the Sabbath Rest

Handel

Beyond the Sabbath Rest • L.D. 32067

Beethoven

L.P. TITLES

Symphony No. 9, 8th Movement

Beethoven

Symphony No. 9, 8th Movement • L.D. 32068

G. Verdi

L.P. TITLES

AIDA

G. Verdi

AIDA • L.D. 32069

This Full Page Newspaper Ad Launches

MAY IS MANTOVANI MONTH 1963

Featuring simultaneous release of

3 NEW "MONTY" L.P's

Mantovani, Mario Del Monaco

THE WORLD'S GREAT LOVE SONGS

Mantovani

LATIN RENDEZVOUS

Mantovani

CANTICLES

Mantovani

SING us a SONG WINTER

Mantovani

Beyond the Sabbath Rest

Handel

AIDA

G. Verdi

This Full Page Newspaper Ad is Reproduced Here 1/2 Actual Size

Discount • Ad Money • 100% Exchange • Dating • 4-Color Streamers

Contact your distributor now for his program terms
<table>
<thead>
<tr>
<th>Week</th>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ARGENTINA</td>
<td>AUSTRALIA</td>
<td>BRITAIN</td>
<td>ITALY</td>
</tr>
<tr>
<td>2</td>
<td>LIMBRO ROCK - Chubby</td>
<td>PIGEON'S - Peter &amp; Paul</td>
<td>METEOR - The Four Seasons (England)</td>
<td>COME TE KON CREW</td>
</tr>
</tbody>
</table>
Now, At Your Service.
The Columbia Recording Studios

For complete information and rates, contact:
NEW YORK—799 Seventh Avenue; Cl 6-7200; Levy Friedman, Manager. HOLLYWOOD—6121 Sunset Boulevard, NO 6-2481; Harold Chapman, Manager.
CHICAGO—630 North McClurg Court; WH 4-6000; James Felix, Manager. NASHVILLE—(Bradley Studios) 804 16th Avenue South; Al 4-5578; Bill Denny, Manager.

www.americanradiohistory.com
The Year's NARAS Album Cover Nominees

The covers shown below represent the final nominations for Best Album Cover by members of the National Academy of Recording Arts and Sciences (NARAS). They are divided into two categories: classical and other than classical. The first two rows are the finalists in the pop and jazz album cover category; the bottom two rows consist of finalists in the classical album cover division. Record Academy members start voting today in these and 37 other categories to determine the winners of this year's "Grammy" Awards. These winners will be announced at the NARAS functions, to be held simultaneously at NARAS presentations in New York, Hollywood and Chicago on Wednesday, May 15.

**BEST ALBUM COVER—OTHER THAN CLASSICAL**

- The Comedy — Modern Jazz Quartet
- The First Family — Vaughn Meader
- The Great Years — Frank Sinatra
- Jazz Samba — Stan Getz and Charlie Byrd
- Lena... Lovely and Alive — Lena Horne
- Lonely Woman — Modern Jazz Quartet
- My Son, the Folk Singer — Allan Sherman
- Potpourri Par Piaf — Edith Piaf

**BEST ALBUM COVER—CLASSICAL**

- Bartók: The Miraculous Mandarin
- Beethoven: Fidelio
- Faure: Requiem
- The Intimate Bach
- Otto Klemperer Conducts
- Wagner: Prelude and Love Death

**A Coveted Honor**

The NARAS "Grammy" awards are among the most coveted awards in the industry; they are to the recording field what the Oscars are to movies and the Emmys to TV. Billboard urges every member of NARAS to vote in every category and to return his ballot to NARAS as quickly as possible.
### Billboard TOP LP's 

**FOR WEEK ENDING APRIL 20**

#### 150 BEST SELLERS—MONOAURAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>...</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>West Side Story</td>
<td>...</td>
</tr>
<tr>
<td>2</td>
<td>Songs I Sang on the ...</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Mona Lisa</td>
<td>...</td>
</tr>
<tr>
<td>4</td>
<td>Hound Dog &amp; Other ...</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>California Sun</td>
<td>...</td>
</tr>
<tr>
<td>6</td>
<td>Peter, Paul &amp; Mary</td>
<td>...</td>
</tr>
<tr>
<td>7</td>
<td>I Left My Heart in ...</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Swingin' the Bridle</td>
<td>...</td>
</tr>
<tr>
<td>9</td>
<td>Jazz Concert</td>
<td>...</td>
</tr>
<tr>
<td>10</td>
<td>Swing Out</td>
<td>...</td>
</tr>
<tr>
<td>11</td>
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<td>...</td>
</tr>
<tr>
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</tr>
<tr>
<td>13</td>
<td>Swing Out</td>
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<td>15</td>
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<td>17</td>
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<td>19</td>
<td>Swing Out</td>
<td>...</td>
</tr>
<tr>
<td>20</td>
<td>Swing Out</td>
<td>...</td>
</tr>
</tbody>
</table>

#### 50 BEST SELLERS—STEREO

<table>
<thead>
<tr>
<th>No.</th>
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<th>...</th>
</tr>
</thead>
<tbody>
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<td>5</td>
<td>California Sun</td>
<td>...</td>
</tr>
<tr>
<td>6</td>
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<td>...</td>
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<td>7</td>
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<td>Jazz Concert</td>
<td>...</td>
</tr>
<tr>
<td>10</td>
<td>Swing Out</td>
<td>...</td>
</tr>
</tbody>
</table>

*STAR PERFORMERS—collections on Chart 9 weeks or less registering greatest upward progress this week.*

www.americanradiohistory.com
A POP Smash Coast To Coast!

STILL

WRITTEN & SUNG BY
BILL ANDERSON

(PUBLISHED BY MOSS ROSE PUBL. INC.)
BILLBOARD SPOTLIGHT PICK

POD SPOTLIGHT
JUDY HENKES
Electra EKL 231 (M); EKS 7321 (S)
Here's a wild and unpretentious new singer who has great native talent and a sassy style. Her new album, recorded at Elektra, is a fine performance with some great songs. Judy Henkes has a growing, belting, vocal quality and she shows herself to be a singer marrying in both the soaring and the rough. Her signing, which is good, falls to the top spot. This is an album that's bound to be a hit. The compact disc offers strong, emotional vocals on the hit songs, and makes her a back-packer. (8)

JAZZ SPOTLIGHT
WHO IS GARY BURTON?
RCA Victor LPA 2665 (M); LSP 2663 (S)
Gary Burton is the latest disc player on the list who has a fine album. His recent album with this label, "The Great American Hits," was a fine performance, and this one is no exception. Burton has a strong, emotional quality on his vocals, and will be a hit on both sides of the Atlantic. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (6)

CLASSICAL SPOTLIGHT
MAHLER: DAS LIEB VON DER ERDE
New York Philharmonic (Bruno Walter), Columbia M 3026 (M); M 4574 (S)
The well-known and honored Bruno Walter version of Mahler's great song has been re-recorded on a single LP, and it's a hit. The album offers a fine performance, with the first half of "Das Lieb von der Erde." The second half of the album, "Das Lieb von der Erde," is also included. (8)

POP SPOTLIGHT
EVE BIRDIE
Soundtrack, RCA Victor LDB 1340 (L); LSC 1061 (S)
Here's a set that's full of the making good of "Dr. Zhivago." The album, produced by a major record label, is a hit on both sides of the Atlantic. It offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (8)

THE UNMISTAKABLE TAMMY ORRINS
Columbia CL 1984 (M); CS 9084 (L)
A great rockabilly performance from this group who returns to record a loss and the small, intimate night club act. After leaving the big, record-show business, they are back to the small, intimate night club act. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (7)

POD SPOTLIGHT
THE CHIFFONS
Long Island LLP 1018
This catch of the girl vocal group is also the catch of the moment with "Hit and Run," at the top of the charts. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (6)

POD SPOTLIGHT
MARION WORTH'S GREATEST HITS
Columbia CL 2001 (M); CS 9181 (L)
Marion Worth recently opened her initial one-hour showcase at "Budweiser, 1 Hour," following a series of other successes linked to the country field. Now the girl is taking off on her own, with a new album of her own. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (5)

JAZZ SPOTLIGHT
THE THUNDERING HERDS
Wooody Herman, Columbia CL 325 (M)
Here they are, the Thundering Herd of the 60's, the hit makers of the 60's. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (4)

INTERNATIONAL SPOTLIGHT
YVES MONTAND & PARIS RECITAL
Philippe PCC 1802 (S)
This is a fine performance by Yves Montand. He is the best LP to date. The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (3)

CLASSICAL SPOTLIGHT
MAHLER: SYMPHONY NO. 2 IN C MINOR "RESURREC- TION" (2-12?)
Philharmonia Orchestra and Chorus, Klemperer, Columbia M3 280 (M); M3 280D (S)
This is an extraordinary performance of the Mahler "Resurrection." It is in the top spot, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (2)

FLANCO SPOTLIGHT
FLANCO ANTIQUO
Carlos Monteverde, RCA Victor LPA 2665 (M); LSP 2663 (S)
For fans of flamenco music, this is a most rewarding album. The set contains all the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." The album offers a strong performance, with the hit songs, "I'll Remember April," "Round Midnight," and "Cornet Chop Suey." (1)

ALBUM REVIEW POLICY
Every album sent to Billboard for review is heard by a Billboard's Review Panel, and the pick potential is tested within its category. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.
MORE JOE HARNELL BOSSA NOVA POPs ARE ON THE WAY!
HIT SINGLE DIANE HIT LP FLY ME TO THE MOON EXCLUSIVELY ON KAPP RECORDS
SPECIAL PICKS

Blila Sings Broadway
Ella Fitzgerald
Verve V 5024 (US); V 4009 (UK)

Ella has added heavyly to her LP catalog since I reviewed her for the magazine last year. Her current list includes several top selections, much to choose from already. The first side offers four stylish, new film songs, including a very nice version of "Bill Bailey, Won't You Please Come Home," "Lotus Blossom," "I'm A Rainbow," and "Swanee." The second side is devoted to standards and takes a turn for the more jazz-oriented, with "Basin Street Blues," "Assa," and "Honeysuckle Rose." This is a long overdue, excellent addition to the Fitzgerald, List."--J.W.

One Classy Lady
Pamela
Vogue V O 920 (US); V 1005 (UK)

This is one of the best jazz albums produced in 1963. Pamela is a vocalist in drawing cards and this is reflected in the entire presentation. The music is excellent; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.

The Second Coming
Donna
Vogue V O 1011 (US); V 1032 (UK)

Donna is back with another of her top notch albums. This is one that is sure to please fans of all ages and types. The music is great; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.

Jazz at the Movies
Various Artists
Vanguard V 000-6 (US); V 1001-3 (UK)

This is a great collection of jazz interpretations of movie themes. The music is excellent; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.

The Sound of Music
Various Artists
Vanguard V 007-9 (US); V 1008-10 (UK)

This is a great collection of jazz interpretations of movie themes. The music is excellent; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.

The Time of Your Life
Various Artists
Vanguard V 050-2 (US); V 1053-5 (UK)

This is a great collection of jazz interpretations of movie themes. The music is excellent; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.

All the Hits from Ophelia
Various Artists
RCA Victor LPM 2668 (US); LSP 2669 (UK)

This is a great collection of jazz interpretations of movie themes. The music is excellent; the arrangements are imaginative and highly musical, and the recording and production are top notch. This is a must for jazz fans and serious connoisseurs.--J.W.
Bouncin' Straight to Hitsville — with their New TRI-DISC Single

The Olympics

"The Bounce"

TRI-DISC #106

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FRED JONES
CLAUDE "DOCTOR" ROBINSON
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WILLIAM "WILLIE" ROBINSON
TEDDY "THOMAS" ROBINSON

TRI-DISC RECORDS
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**U.S. Disks Cop 8 Dealer Poll Awards**

**LONDON**—Three LP’s—Capitol’s “George Shearing and Nat “

**Cook’s**

“London” and “Chicago” and Vare’s “Chicago” album are in a poll of a dealer. Called the National Record Awards, they will be presented to the artists or representatives of the labels concerned as a seal of approval from the Retailers’ Association, the closing event of its annual convention.

Eight of the 18 categories open to Europe. On Thursday, went to America and three to other foreign disks. The remainder were British.

There were few surprises, though. The contest, section dealers polled for Acker Bill’s “Stranger on the Shore (Columbia) album rather than the single of the same name—probably Britain’s biggest selling record of last year.

There were many runaway victories, particularly in the Sound Track or Original Cast section, which went to CBS with “West Side Story” selling almost three-quarters of the top 15 disks. Records sold with the over-all stimulus gives to its low-price Golden Guinea line, particularly for its posters and television advertising. This nomination is clearly a controversial one. Pye introduced a scheme last year in conjunction with a chocolate firm which led to consumers being given tokens to buy reduced price albums through dealers but at reduced profit. “Record Retailer” own award goes to Pye artist Joe Brown.

Other winners were:

- **POP** Single: “I Remember You,” by Frank Ifield (Columbia).
- **Children’s** Single: “Pinky and Perky” (Columbia)
- **Non-English Language** Single: “Al Dif” Emilio Pericoli (WB)
- **Spoken Word Album**: The Living Bible, by Sir Laurence Olivier (HMV).
- **Humor**: The First Family, by Vaughn Meader (London Cadence).
- **Dance**: Must Be Madison, by Joe Sampson(EMI).
- **Folk**: Concert, by the Kingston Trio (Columbia).
- **Jazz**: Tint” by Barib and Billik (Pye-Golden Guinea)
- **Modern**: Time Parch, by Dave Brubeck (CBS)

**CLASSICAL**:
- **Orchestra**: The Planets, by the Vienna Philharmonic (British Decca)
- **Opera**: Fidelio, by Otto Klemper (Columbia)
- **Chamber**: Concertos Back, Violin/Flute, by Menhuin Goossens (HMV).

**Seek End To Aussie Tale Of Two Cities**

SYDNEY: For sometime, Sydney and Melbourne music men have been concerned about the “Iron Curtain” being erected between the capital cities of Australia and Victoria, and the State of Sydney, and Victoria, capital city of the State of New South Wales. Both cities have the output of each city receiving show and music albums from the other. Not only has big Australian successes been cooled considerably by the Exchange, but the exchange of the TV and recording artists has reached an all-time low.

With this situation damaging to the prospects of works locally overseas, Norman Whitely of the Belinda organization flew to Melbourne to confer with leading executives in the recording and publishing fields, and with State government officials.

Proposals were discussed for a complete change in relations between the two centers and announcements can be expected soon which should account for reaching effects on the future of Australian and New Zealand records and the markets overseas.

On his return Norman Whitely commented that he believed it possible to establish a co-operation between Melbourne and Sydney, with the capital in Wellington such as the business had never known, and was convinced it was possible to work it out. He also got the green light from Melbourne but with that established he was then ready to bring in Adelaide, Perth and Hobart to the “Common Front.”

**EMI Plan for Classical Disks May Stir Hassle at London Meet**

By DON WEDGE

LONDON—EMI Records' new bid to strengthen classical LP sales by direct supply is expected to be one of the most controversial items discussed at the annual convention of the Gramophone Record Retailers' Association here April 22 during the annual convention.

Last month, EMI announced a "Music to Live With" scheme with an offer of 12 classical albums in a special bookshelf box, with payment extended over three years. As a reprisal, American dealers will launch a national newspapers will launch a national campaign against EMI. The present GRRRA executive has come about firmly against any attempt to market the EMI project, it points out that there has been no support from the public and "upholst re-sale price maintenance on all group albums."

The existing GRRRA executive's attitude to this is bound to come under threat.

The results of its appeal to members to boycott the various low price offers and participation schemes of the past year will be presented in addition to the regular officers' statements, financial reports and the elections.

**AUSTRALIA**

Contest to Send Franchi Winging

By GEORGE HILDER

19 Todman Ave., Kensington

Syracuse, N Y

RCA launched a nationwide competition April 1 to promote Sergio Franchi's album, "Out of Man From Italy." The competition will continue for two months and RCA will be a cruise for two on the new World's Fair ship, "General Motors Lake," for $200 spending money. There will be additional prizes of 50 RCA four-track tape decks.

Ken Kragen currently on a world tour representing the Linemakers while in Australia and New Zealand said that he had already received a visit from this group in August.

W & G reports initial interest in the album, of which originated in an essay in the National Top 100 charts. In April, he says the RCA has been selling $2 and 3 albums, and records for A.M. from the Starday catalog including several two-album sets.

Jim Sutton, former manager for RCA, joined the executive staff of Radio Station 5AD Adelaide. ... The Sydney Times, an associated newspaper of the EMI organization was launched in Sydney and now has a large circulation in various night spots before going to England. Danny Reish of Kennedy Street Enterprises bought his contract from a former agent for $1,000. He has also signed a long-term contract with Decca Records and he has signed up to go on tour of the English Isles with Duane Eddy for three weeks commencing May 1.

Phillips Records has a campaign "in with Fred Astaire Dance Studios to promote their dance series released on the imported Polydor label and Mercury by March. Phillips released the first single from the album, "Waltz of the Flowers." March, Charlie Byrd's "Meditation" is a search for new talent for the CBS label, ARC now holds auditions on the first Tuesday of every month. So far Sven Lilbeck, a 56 year manager, has discovered Kelly Green, the Australian song writer and composer, who recently joined Station 2SM, has announced that he will be associated with the first national Top 100 chart. In Adelaide, he started with 2SM and 3AK Melbourne, the chart will be distributed in both cities by EMI to all record bars in N.S.W. and Victoria.

Robertson of London Records has scheduled the first Rickey Velines album from Decca. According to the artist, he is not well known in this country, but is very well known to deserving to see if the disk will take with the teenage record buyers.

Mr. Peter Farnon, who has been with "Fellow You" by Frank Porcell from Paul's label. Also the first Cardigan Brothers single from Chairman Records on London. "Let's Go to the Movies" hit radio stations early in April.

"From a Jack to a King" action is now very busy from all distributors and dealers throughout Australia. Probably the most

**RECORD STORES**

**MARECO LP of MacARTHUR**

MANILA—Mareco, Inc. one of this country's largest record manufacturers, has introduced the "Mareco LP," an album made locally. Appropriately enough, the company has chosen George Shearing and Nat "

**Dias,** Douglas MacArthur for its first recording. The produce contains speeches made by Mac- Arthur during his last visit to this country. The "Mareco" album was cut from tapes recorded during his visits to Manila's battlefields during World War II.

**MARCO LP of MacARTHUR**

**HAL COOK TO INJECT U.S. FLAVOR AT LONDON MEET**

LONDON—There will be a strong international flavor for the first time in the international "Tour of Year" convention of the Gramophone Record Retailers’ Association here April 21-22. First American ever to speak in a four-year history of the event will be Billboard Publisher Hal B. Cook.

He will be talking on the "American Retail Scene" at the session, Thursday, April 24, at the Grosvenor House Hotel. After the convention he takes off on a swing around the Continent.

R. W. Pratt, general manager of the Mechanical Copyright Society, will speak on the growing spate of American disk imports to this country. "A new job for the M.C.C. Staff," selection and training, the deficiencies of dealers and the improvement of stereo sales. There will also be a film show, an open forum and a trade exhibition.

The convention ends Monday with the GRRRA annual general meeting, the annual dinner and the National Record Award.

**April 20, 1963**

**BILLBOARD**
Composers Settle With Musicians

BY MAURICIO QUADRO
Rou Visconde da Gavea, 125

The fight between composers and the Ordem dos Musicos do Brazil, musicians' union, is over. The Ordem del Musique has agreed that composers will not be obliged to become members of the Ordem. On the other hand the Union of Composers and the government's rights in UBC and SBACEM—will urge their members to join the Ordem. The Ordem declared also that they will not interfere in the control and collecting of the author rights.

Many international businesses have been visiting Rio de Janeiro. Among them was Wolf Marhl, manager of the French Peer International (SEMI). After a short stay in Rio he left for Argentina. Also CBS's international directors in Harvey Schen, Edmond W. Pagh Jr., Robert McColgin and Martin Esther Davis.

Brazilian Odeon has just released "Sambossa" (Samba and Bossa) by singer Elsa Snows. Another record released by Odeon (EMI group) is "Dois Amigos" (Two Friends) with Emelio Filho singing Aray Barreto's tunes "A Grande Revelacao" is on Odeon with the new singer Altamor Dutra, Lucio. "Sambossa" has been recorded for South America and this includes Rio and Sao Paulo.

Plaza Diezco has its first bossa nova program, "Decapacul" recorded with Os Sax Sambistas Brasileiros, produced by H. Grandal and to be re-released through the world by CBS and affiliates. The President Jose Scaltar left for Buenos Aires to promote the first Argentina release of the label represented there by ferry. The record has been made at the moment which coincides with the June sessions include "Procession" by Eddy van der Meer on London, "Puff" by Peter, Paul and Mary on Warner. The Rapp single "Mr. Baio Man."

Reprise Seeking Heath-Davis LP

BY DON WEDGE
New Musical Express

Reprise is negotiating with Ted Heath and his orchestra for the Heath band to record its project British album with Sammy Davis. Heath has been with Decca since he first formed the band in 1945 and it would be its first outside session. Discussions have been held up to meet a counter bid by Decca to acquire Davis for use on a soundtrack album of "The Tampony Opera" film for its German associate Tedelco.

Australian "Surfside" Returns to the Fold

Australia of Numbers Columbia "Above & Beyond" January 27. Miami Herald, March 27, 1963

The juvenile pub is all for songs in Spanish, slow rocks and twists. A year ago songs in English were favorites, today the young singers choose to sing North American hits with Spanish words. Nevertheless, Paul Anka, Elvis Presley, Chubby Checker and Brenda Lee maintain their permanent popularity. Pino Donaggio's "Para Madera" in a Spanish version written by Rafaelino, is the new Sergio Inostroza hit. This 16-year-old lad is working for Decca.

RCA continues release of the "Man Series. However, the full-album release will continue April 13 in Brisbane. He is scheduled for Sydney April 19 and 20. To both of these in visit, EMI is releasing the album "Above the Stars" and "Bueno Jazz" plus a single. All material will be issued on the local Columbia label.

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1963 CONFERENCE AND EXHIBITION PROGRAMME

Gramophone Record Retailers Association
1, Peckham Park Road, London, S.E. 15
APRIL 21st AND 22nd, 1963

HOTEL NEW AMBASSADORS
Upper Woburn Place, London, W.C. 1
(250 yards from Audio Fair, Hotel Russell)

CONFERENCE PROGRAM
Sunday, April 21st, 1963—Gold Room
Welcome Address to Delegates 11.30 a.m.
The Importance of Staff Selection and Training 12.00 p.m.
Lunch
The American Retail Scene as illustrated by John Phillips, Publisher of Billboard, International Trade Record Newsweekly, New York, U.S.A., followed by discussion 2.45 p.m.
Open Forum: Where retailers may raise any subject they wish for discussion 3.30 p.m.
ARLIS in America—Douglas Arons, Ltd., The Forum, C.R.E., New York. It’s the TONE that makes the MUSIC—Philips of Holland Thursday—Trade Exhibition Retailers and Staff only—Society Suite

Sunday, April 21st, 19 a.m.—9 p.m.—Monday, April 22nd, 10 a.m.—4.30 p.m.

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Hal B. Cook, Publisher
Art Rosett, European Director

BILLBOARD
“The International Music-Record Newsweekly”
International News

Continued from page 39

the Chilean twist king, is an exception- 
ally popular with this film's title song, "Penas Juveniles" is among

the better sellers. ... Odeon re- 

leased an LP of Lorraine Volderrama, who is Chile's most

popular singer.

Germany

Connie Takes 'Otto' Again

By JIMMY JUNGERMANN

March 27

Germany's most popular fan magazine Bravo awarded its Golden Otto to Connie Franck, the most popular disk star for the second time. Her German songs, "Paradise" and "Wenn Du Gehst," topped the German hit lists for months. The Golden Otto for the most popular TV star goes to Edward (Kookie) Byrnes of "77 Sunset Strip." This success is most un-

usual for the TV show is on the air only once a month. A German TV special show with Edward Byrnes singing "You're the Tops" and "Kookie" on WB record, and German singing star Gitta Land singing "Ballad for Kookie." German record star Freddy also got the Bravo award as most popular male disk singer.

Warner Bros. world tour Bobbi Weeks visited music publisher Rolf Budde and lyricist Hans Brude in Berlin, went to Hamburg for important talks with Teidee, is now in Amsterdam.

The French artist Maxim Sner from Patrice Marcon in France to Germany and back with his band in the German TV show "Visit From Paris." The Electra label released a "Taste of Honey" and "Marvel-

ous Lie" by this group.

Elvis Fitzgerald and Oscar Peter-

son gone started in cities all over Germany last weekend. Peter Helno ("Calcutta") Gaze and assistant Alan Specht visited Munich for a meeting with director of the Bavarian radio and TV station. Germany will visit the States next month

Ariola, Colpix Distribut

Ariola Sonophon has the re-

lease of Colpix label for Ger-

many, Austria and Switzerland.

Top Colpix executive Herb "Guem" Giemann visited Gittereih to meet Ariola Sonophon reps there. The first Colpix records for Germany under the Ariola Sonophon label will be a "Big Dad" by Paul Petersen, "Dis-

mond Head" by James Darren, "My Coloring Book" by Brenda Stewart, "New Beat Bosa Nova" by Zoot Sims and the soundtrack albums of "Barabbas" and "Lawrence of Arabia."

Holland

Brothers Four Special Disk Due

By SKIP VOOGD

Editor, "Plateniedevers"

The Brothers Four appeared on TV in the VARA "Radi Car-

rell show. This is the No. 1 TV show in Holland and was also relayed to the Flemish part of Belgium. NCRV radio will arrange a 20-minute radio per-

formance April 6. The Brothers Four arrived in Brussels April 3 to make a taping for the French part of English TV. "The Brothers Four Songbook" has been released in Holland and they expect to re-release "Green-

fields" and "Green Leaves of Summer" on one single and the LP "Greatest Hits."

Every 10 thousand fans in this country who visits the West Side Story Film receives an LP soundtrack album from CBS Records. ... Liguerra and his orchestra are on CBS with "Tughrit Coffee" and "The Flying Carpenters." ... CBS just released two Mahalia Jackson singles and three EPs.

CBS also released "Our Win-

ter Love" by Bill Russell and "Who Stole the Keeshon" by Frankie Yankovic and His Yanks.

U. S. Motown-Tamla Rec-

ords, B. Goody and B. Ates already have business with Bo-

vern's President Gerry M. Oved. ... "Brothers Four's" Imperial label this week rushed out a very fine recording by Ham-

mond organist and singer, Stevie Wonder. "Lover" and "Dans Om De Rinkelbloem" (an old Dutch folk-

song). ... Imperial also launched "Music for You," an LP series which will take very off the wax with a combined version of the U. S. melodies "Gees and Dots" and "West Side Story." His Mas-

ter Voice label this week re-

leased the initial recording of a Dutch rock 'n roll combo from Leyden, Tony Light and the Belfry Boys.

Versa Lynn, still very popular in Holland, has had another hit on His Master's Voice, "Hits of the Biltz." On March 22 and 23 Versa Lynn, the Amsterdam Jeanne and Tana, appeared for a two-day conference at De Tikker. Versa Lynn has a promising disk in the Elvis-

"I've Got You Again," which is selling. "I Ain't Gonna Be Your Low Down Dog No More." The ABC-Paramount record is click-

ing now with the teenage crowd. Other hits released by Atone Gramophone on the same label are by Ray Charles and Brian Hyland.

Atone has recorded "De Speeloord" (The Music Box), Dutch entry in the European Song Contest 1963, by the Selvenera. Atone's new release on the Cameo-Parkway label include Bobby Rydell, Chubby Checker, the Orioles and Dee Dee Sharp. First out of the planning stage are two more 10-

inch packages with super-

selections from new LP material by Chubby Checker and Bobby Rydell. With Roulette's Jerry Lee Lewis they are hitting both rounds in Europe for S.R.O. houses.

Bernhard Mikalski of S.D. Rou-

lette is the new licensee for West German market. Bobby Rydell, the Arcadian, has recorded "A Portrait of Jerry Dee." The set features standards by C.C. Rider, "Slippin' and Sliding," and "Starlight Special."

Robert Coonsider was wel-

comed in Amsterdam by CBS Sales Manager Eugene "Bassam"" Bassam's meeting. CBS people in Holland are also very happy about the two "Rec-

ords of the Month" platters, "Tribute to Pete Lehman" and "Bruno Walter conducting Mahl-

ers 7th Symphony." Boventera's E.P. label released Symphony Tony Renis' "Perche, Perche," Johnny Jor-

dan's "Ladies and Gentlemen," "Bobby Blue and Roses." ... "Twistin' Patrick" and "Ruby Amy" by Tony Light and the Bellboys.

Young Italian singer Carlo (16) added a new side to his chain of popular Italian recordings made in Holland. They are "Giovane" and "Occhi Verdi Il Blu.” Both from the San Remo Song Festival. Ismael Porta of L. C. Phonogram has taken Carlo under his management for Hol-

land and abroad album. Carlo, the young songwriter-singer Peter Kolee-

wijl is released. "Doe, Caramba, De Bouw Nova" and "Sweit Dian" are recorded for Decca.

John Ross, of Dutch Decca, reported an increasing interest in Holland for young American artist Jerry Lee Lewis. ... "Too
Close to Heaven is the title of a London EP from an American recording of the Rev. Alex Bradford, with tapes recorded from the gospel song play "Black Nativity." The black Nativity theme is projected on film and the same show plus some albums by Mel in the jazz field makes him news again in the Dutch musical press. His latest album is "Comin' Home Baby!" (with the Shorty Rogers Band).

ITALY
Eight Versions of Remo Topper
By SAMY STEINMAN Palm Springs, California
World-wide success for "Amor, Nos Amour, My Love," second-place song at San Remo, is predicted by R. P. Ivensen, president of Southern Music, which is handling the song in eight versions on seven American labels in addition to the U.S. in addition to a p.a. by Joe Schindler on the Ed Sullivan show to sing it. Copies have been rushed to Italy where four have done Rome's two versions while Decca hasn't announced its singer. Others are Dean Martin, Reprise; Edylie Gorme, Columbia; Jane Morgan, Capitol; Gogi Grant, MGM; Di Maria Sisters, Decca.

Second rhythmic-symphonic competition of Cava de'Tirreni under direction of Leopoldo Nello Segurini will take place August 2, 3 and 4 with final evening televised here in 20 cities.

DAVID S. STERN, Radio City, New York

MEXICO
Fill Air With Flying Brass
By OTTO MAIER-SERRA Apurado 8688, Mexico City
Disc executives were busy flying Mexico City from here to New York for the past few weeks for meetings. Juan Corpuz, president of a subsidiary of Music Records, is spending the month of April on a tour in Tokyo, where he will meet with EMI representatives. Hans Geiger, owner of Musicalivelage, Cologne, has been in New York for several days with several Mexican publishers on business. From Mexico, he flew to Argentina and will spend the last week of April on business here. Tomas Munoz, assistant general manager of Catalina Records, has flown to New York to attend the week second of May at the headquarters of the company in Madison Avenue.

"The following discs have been locally pressed: "Mom's Dream" by The Boston Monk (CBS); "Memories Are Made of This" by George Chakiris, "Themes of Great Bands" by Glen Gray, "Percolation Stages for Sterno" by the Mullet Men and "Stairways of Steel" by Henry Ross (Capitol-Maxayi; the sound track of the picture "Pheonix," with Martha Mervin (Columbia), and "1962's Greatest Hits" by Billy Vaughn (Dot-RCA Victor Mexican).

NEW ZEALAND
Wren Opens Japan Package
By FRED GEBBIE Wellington, New Zealand
Australian entrepreneur Harry Wren is visiting New Zealand with "The Cherry Blossom Show." The all-Japanese package has opened in Wellington and reports an enthusiastic audience. Harry Wren has so far staged the same package in Australia, and this could be another successful touring season for Wren.

On tour with Harry Wren is the biggest gross package ever brought to New Zealand by Harry Miller Armstrong according to his office. Harry has taken off to London via Hong Kong and the Harry Miller Armstrong troupe for one day. Wren will also head Stateside: New York, Chicago and Los Angeles before returning here in about six weeks. Before departure he told Billboard of future U.S. tours under his banner, including Connie Francis and Frank &chor.

VICTOR BORGE due here this month for J. C. Williamson Theaters.

Acker Bilk recently completed a new album of his band. Reports filtering back from Australia suggest that the new house will be recently New Zealand-toured Vera Lynn show. She had a whirlwind tour throughout New Zealand and has packed houses everywhere. New Zealand does not have the great television competition which faces artists in Australia and this could become a governing factor. Two Christchurch pop bands have moved to Auckland in the last couple of weeks. Ray Columbia, who appeared with his own show on TV some months back, is here for engagements with dance promoter Phil Warren. Other groups from the South is Max Merritt and his Melodies who are currently featured at Auckland's leading night spot, "The Grand." Singer Antolin Williams now in Australia.

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PHILIPPINES
Tupas Triumphs As 2d Winner
By LUIS MA. TRINIDAD 264 Electadora, Manila
Benjamin Tupas was awarded the Beethoven medallion for piano, which is second prize, in London by the Harriet Cohen International Music Awards. First-place winner is Russia's Vladimir Ashkenazy.

The city of Manila has instigated a competition for dance artists under 21 years of age. The contest will be in various areas around the city with the preliminaries prior to the grand first prize of 500 pesos.

PUERTO RICO
Local Executives Returning Home
By ANTONIO CONTRERAS 26 Cortezas St., Santurce
Joe Madrazo, veteran record and radio man, just returned from Spain and Germany. Madrazo is owner of Casa Victor, one of Puerto Rico's oldest record stores and of radio station WMDM. Lino Fragaoso, another old-timer Puerto Rican record man, returned from New York. He has remodeled his San Juan store and also has a fast-growing rack operation. Fragaoso returns with his big plans for his own label, Fragaoso, with about 30 LP's in its present catalog.

Nat King Cole, Gordon and Sheila MacRae and Margarita Plazza are currently appearing at three of the big hotels.

Puerto Vargas (RCA Victor), veteran Mexican singer and personal favorite of Puerto Rican appearing at local hotel, radio and television. Vargas is booked by Empress Chirlotes.

Puerto Rico has recently have its own resident concert orchestras.
**URUGUAY**

**Folk Fest Draws From Many Lands**

By ALBERTO MARAVI

La Plata, Montevideo.

A folk festival in the province of Paysandú April 11 and 12 will feature arrangements by Eduardo Falú, Zorco Alejo, Hnos. Abroad and Rodolfo Olvera from Argentina.

The event will be held in the city of Paysandú and will be sponsored by the government of Uruguay and the city of Paysandú.

**SPAIN**

**Eurosong Song Gets a Waxing**

By RAUL MATAS

32 Av. Jose Antonio, Madrid 13

"Algo Prodigioso," the Spanish song written by Camilo Murieta and Fernando (Maria de la Vega and Roberto Rodriguez Luna from this country.

There is a strong possibility that Philips Records will take over representation of MGM music here (through Polydor) and MAG of Lima will also be represented by Philips.

Philips will launch the "All-Star Festival" LP for the benefit of refugee children around the world April 18. This coincides with same release in London.

The first purchasers of disks will be the nine members of the Nation Council of the Government. Dealers are cutting them up into two thirds and are donating the remainder of the money to the refugee agency of the UN.

**SOUTH AFRICA**

**Laryngitis Crabs Connie's Plans**

By HARRY KLEIN

P.O. Box 1425, Johannesburg

First reaction by Connie Francis is the latest of the big-time stars to visit South Africa.

Connie's tour has been timed to coincide with the nationwide showing of her film "Follow the Boys." A bout of laryngitis created an initial setback in tour plans, but replacement shows for those postponed dates in Johannesburg, Durban and Pretoria kept the fans happy.

Long-time best selling Connie Francis albums in South Africa are "Nineteen," "Italian Influences" and "Jewish Influences," all released on the MGM label. Singles that have swept the shelves clean include "My Happiness," "Don't Break the Heart of Jesus," "You" and "Never on Sunday." Current No. 1 disk is understandably, "Follow the Boys."

**ARGENTINA**

**Microfon Records**

The most enterprising record company with the most enterprise in Argentina is Microfon. Representing:

- Audio Fidelity (U.S. A.)
- Durium (Italy)
- Supraphon (Czechoスlovakia)

AND NOW!

- Cadena de Comercio (Buenos Aires, Argentina)

**MICROFON ARGENTINA SRL**

Levita 1759, 5 Piso.

Buenos Aires, Argentina

**AUSTRALIA**

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Australia's Leading Music Magazine.

ADVERTISING OFFICES:

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**BELGIUM**

Everyone in the music business and every teen-age in Belgian lands

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BELGIUM'S BIGGEST MUSIC MAGAZINE

A page off price of only $0.25

A two-year subscription is only $1.50

Send your bank draft to

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MECHELEN, BELGIUM

Write for Sample Copy.

**EUGENIO**

Billboard is No. 1... Internationally!

The far-reaching international influence of Billboard grows and grows . . .

Guy Bertret, D.J., Radio Luxembourg, says: "I am using Billboard information for my D.J. Programs on Radio Luxembourg and say Billboard on the air when I talk about my Hot 100."

"I am programming three hours of records each week for Radio Luxembourg and Radio Monte-Carlo."

"Billboard has a tremendous influence overseas."

Guy Bertret, Radio Luxembourg
<table>
<thead>
<tr>
<th>Title</th>
<th>Composer/Publisher</th>
<th>Week No.</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 HE'S SO FINE</td>
<td>By Mudd-Published by Bright-Tones (ASCAP)</td>
<td>1</td>
<td>7</td>
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<tr>
<td>2 CAN'T GET USED TO LOSING YOU</td>
<td>By Posen-Berman-Published by Decca Records (ASCAP)</td>
<td>2</td>
<td>4</td>
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<tr>
<td>3 I WILL FOLLOW HIM</td>
<td>By Ahmanson-Himmel-Body-Published by Leeds (ASCAP)</td>
<td>3</td>
<td>3</td>
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<tr>
<td>4 PUFF (The Magic Dragon)</td>
<td>By Yarburgh-Lipton-Published by Pepatron (BMI)</td>
<td>4</td>
<td>4</td>
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<tr>
<td>5 BABY WORKOUT</td>
<td>By Wilson-Tucker-Published by Mercury (BMI)</td>
<td>5</td>
<td>5</td>
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<tr>
<td>3 SOUTH STREET</td>
<td>By Mann-Applin-Published by Kalman (ASCAP)</td>
<td>6</td>
<td>7</td>
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<tr>
<td>9 YOUNG LOVERS</td>
<td>By Huldenk-Jackson-Published by Lendor-Matlin (BMI)</td>
<td>7</td>
<td>4</td>
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<tr>
<td>8 THE END OF THE WORLD</td>
<td>By Dee-Kict-Published by Sunnini (ASCAP)</td>
<td>8</td>
<td>9</td>
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<tr>
<td>12 PIPELINE</td>
<td>By Spock-Cohen-Published by Downey (BMI)</td>
<td>9</td>
<td>3</td>
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<tr>
<td>16 DON'T SAY ANYTHING BAD ABOUT MY BABY</td>
<td>By King-Goff-Published by Adoni (BMI)</td>
<td>10</td>
<td>5</td>
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<tr>
<td>7 OUR DAY WILL COME</td>
<td>By Hillard-Gordon-Published by Rosewood (ASCAP)</td>
<td>11</td>
<td>9</td>
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<tr>
<td>10 ON BROADWAY</td>
<td>By Web-Mann-Leiber-Staff-Published by Adoni (BMI)</td>
<td>12</td>
<td>2</td>
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<tr>
<td>12 IN DREAMS</td>
<td>By Orlovsky-Published by Ansel-Boss (BMI)</td>
<td>13</td>
<td>1</td>
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<tr>
<td>11 WATERMELON MAN</td>
<td>By Massi-Published by Massi-Kalman (ASCAP)</td>
<td>14</td>
<td>1</td>
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<tr>
<td>17 TWENTY MILES</td>
<td>By Massi-Published by Massi-Kalman (ASCAP)</td>
<td>15</td>
<td>5</td>
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<td>19 FOLLOW THE BOYS</td>
<td>By Davis-Murray-Published by Franc (ASCAP)</td>
<td>16</td>
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<td>10 MECCA</td>
<td>By Neder-Clark Jr.-Published by January (BMI)</td>
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<tr>
<td>16 MR. BASS MAN</td>
<td>By Crystal-Published by John (BMI)</td>
<td>18</td>
<td>2</td>
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<tr>
<td>27 YOUNG AND IN LOVE</td>
<td>By Web-Mann-Leiber-Staff-Published by Adoni (BMI)</td>
<td>19</td>
<td>2</td>
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<tr>
<td>28 SANDY</td>
<td>By DiMaggio-Branis-Published by Davis-Schwarzwald (ASCAP)</td>
<td>20</td>
<td>2</td>
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<tr>
<td>22 SURFIN' U.S.A.</td>
<td>By Wilson-Published by Arc (BMI)</td>
<td>21</td>
<td>1</td>
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<tr>
<td>25 OVER THE MOUNTAIN (Across the Sea)</td>
<td>By Davis-Published by Arc (BMI)</td>
<td>22</td>
<td>2</td>
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<tr>
<td>24 CHARMs</td>
<td>By Greenfield-Miller-Published by Adoni (BMI)</td>
<td>23</td>
<td>1</td>
</tr>
<tr>
<td>26 OUT OF MY MIND</td>
<td>By Greenfield-Miller-Published by Adoni (BMI)</td>
<td>24</td>
<td>4</td>
</tr>
<tr>
<td>15 OUR WINTER LOVE</td>
<td>By Coward-Published by Grattri (BMI)</td>
<td>25</td>
<td>3</td>
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<tr>
<td>16 I WANTA BE AROUND</td>
<td>By VanNewman-Mercer-Published by Columbia (EMI)</td>
<td>26</td>
<td>8</td>
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<tr>
<td>20 I GOT WHAT I WANTED</td>
<td>By VanNewman-Mercer-Published by Columbia (EMI)</td>
<td>27</td>
<td>2</td>
</tr>
<tr>
<td>30 FOOLISH LITTLE GIRL</td>
<td>By Miller-Greenfield-Published by Adoni (BMI)</td>
<td>28</td>
<td>1</td>
</tr>
</tbody>
</table>

**RECORDINGS AVAILABLE**

(Nesta Rolling Record Listed In Bold Face)

1. HE'S SO FINE - Chiltons, Laurel 352.
2. CAN'T GET USED TO LOSING YOU - Williams, Columbia 42174.
3. I WILL FOLLOW HIM - Feist Choir, Laura 253, Roosevelt, Columbia 35485; Betty Cohn, Capitol 52001.
4. PUFF (The Magic Dragon) - Yarburgh-Lipton-Pepatron, BMI 2524.
6. SOUTH STREET - Mann-Applin-Kalman, BMI 27.
10. DON'T SAY ANYTHING BAD ABOUT MY BABY - King-Goff-Adoni, BMI 25.
12. ON BROADWAY - Web-Mann-Leiber-Staff-Adoni, BMI 1.
13. IN DREAMS - Orlovsky-Adoni-Boss, BMI 2.
18. MR. BASS MAN - Crystal-John, BMI 2.
20. SANDY - DiMaggio-Branis-Davis-Schwarzwald, BMI 2.
22. OVER THE MOUNTAIN - Davis-Arc, BMI 2.
25. OUR WINTER LOVE - Coward-Grattri, BMI 8.
REPORT EXPERTS: Every week trade publications, a.A.T. men, promotion men and others call on station managers of tomorrow. We all know it's in the groove—but who knows what grooves?

The so-called experts feel that they can pick them, and then along comes something like "Tom Dooley" a few years back or an oddball thing by Peter Prado like "Patricia" or more recently an unknown group called the Chiffons and "He's So Fine," and we all walk around scratching our heads. All of it goes to prove just one thing: Let the man with the dollar bill in his pocket help you kick the hits.

When it comes to picking a hit that's the guy who knows a lot more than all of us experts do. That is why a few disk jockeys and radio stations have been operating music opinion polls. Now, the only problem with an opinion poll is to keep it operating fairly and squarely. We have discovered a good many markets where unscrupulous distributors and promotion men have hipped a telephone survey, either by employing their immediate families to stay on the phone and vote for a hit record or by involving a dozen or two kids.

So while it is indeed an interesting thing to get John Q. Public's opinion, a word of caution to promotion directors and station managers: Be sure you keep constant surveillance on your telephone surveys. Don't let them be just another one of the big hypes in our business. End of story.

Here & There: Changes in the business: At Jimmy Guyden, Günther Hauer has been named promotion man for the labels. Paul Flea will continue to handle sales and administration.

We like the classic line of a man who recently hit it lucky in the business: "I think I'm a millionaire." He's a pretty nice guy and gave his employees a retrospective raise....At Amo and Mala the new man in charge of promotion is the former WINS librarian during the Freed regime, Johnny Brantley. A well-known disk jockey at a 50,000-watt station is about to upset the apple cart among station when he joins the competition when it starts to "Rock." End roundups since the strike ended.

In New York, WLIB, a Negro-oriented station, was the first to report a policy of expanded news operation in the event of paper stoppage. The outlet which initiated a five-minute newscast every hour in addition to its regular five minutes on the half hour, is continuing the policy for as long as its special events coverage of special interest to the Negro community continues, and so far this has resulted in financial loss for some, break even for others and in a few cases—a modest profit.

A CONSIDERABLE AMOUNT of our mail comes from people in medium and smaller markets—cities of under 250,000 population. Under what we used to call the "mail in" system, one letter individually. Instead, this and the next two reasons will be devoted to some of the problems of radio programming in smaller markets as a composite answer to the many inquiries. It is not possible to reply to each letter individually. Instead, this and the next two letters will be devoted to the problems of radio programming in smaller markets as a composite answer to the many inquiries. It is not possible to reply to each letter individually. Instead, this and the next two letters will be devoted to the problems of radio programming in smaller markets as a composite answer to the many inquiries.

Many small cities have good secondary—coverage areas of top rated 50 kilowatt stations in a nearby metropolis. Local listeners often prefer these outside stations to their own. The local station can't compete with the many obvious advantages enjoyed by their big cousins, they must find their own ways of appealing to their local population. An effective way is found through identification with the community.

If this is your problem, by all means develop your contacts with local organizations and institutions. Your schools are a prime objective. Several cities have had great success with contacts among the different local schools. Disk jockeys present shows for school assemblies—co-operate in furnishing records for school hops. You might get your school committees to conduct regular surveys of record popularity among the students. You can audition school talent for shows, and also for guest deejay appearances.

Churches, service clubs and civic improvement groups should all come within your scope of activity. Your news should feature local items—especially local names. Attention should be given to constructive local news, not just to crime, violence and conflict. Take the initiative in co-operating with local newspapers. You might also want to look for local talent who would be willing to work for traffic control, highway safety, crime prevention, etc. There is no better source of local news "beats" than a friendly police department. At all times strive to create the image of being proud of your community and of working for its betterment.

NEXT WE COME to the music. You will need an adequate and continuous music program. Playing a variety of records makes a difference in the station's ratings and revenues. Obtaining the right mix at the right time, plus selection and appropriate music that will suit the station's audience and will be acceptable to the management is a problem for each station. The best mix of records may be different at different stations. The key to the problem is a better understanding of what stations need. There are several other ways to get them. Many record companies have subscription services and will send you complete programs of records, such as the "Billboard" and "RIFA's," offer their own subscription services. Charges are moderate and usually well worth while.

Before you go after your records, you'll naturally have some sort of music policy in mind. In determining this policy:

Continued on page 46
MORTON DOWNEY, JR.*

*Welcome Back to one of the nation's great D.J.'s.

*Congrats to Mr. Experience, Lord Tradition, Grand Master
Know How Our D.J. Downey
KUDL has a big  leader in its
up, Jr., Schwartz picks a
WYNY Winner
Jack Foo
Nationally Promoted Dir.
Atlantic Records

 Exclusive Management:
Personality Productions
30 West 60th St., N. Y. C.
New York • Chicago • Hollywood

Unsolicited Testimonial
What Can I Say? Fabulous,
Groovy, Swingin', A Real
Hippy? . . . It's A Lie . . . He's
A Bum!
Morris Diamond, Natl Promo Dir.
Mercury Records

Welcome Back to Mort "Doc" Downey, Jr.
Bill Gavin,
Gavin Report
Good Luck and Best Wishes on your
return to radio. We missed one of
America's swingin'est D.J.'s
Ben Wood, Natl Promo Dir.
Philips Records

KUDL
KANSAS CITY
HAS HIM

Exclusive On
Mercury Records
Next Release
"The Bride To Be"

www.americanradiohistory.com
Stations Eye Award Nominees
As Likely Programming Idea

NEW YORK—Program directors and air talent have a golden opportunity for special programming in the announcement of the 1962 National Academy of Recording Arts and Sciences "Grammy" Awards nominations. The final nominations include 39 categories of music encompassing everything from comedy to jazz (a total of 240 records).

A complete list of the annual "Grammy" Awards nominations has been mailed to every U. S. radio and television station by the Academy of Recording Arts and Sciences.

Christine Parnon, executive di- rector of NARAS Los Angeles chapter...

Moving Nationally!

You CAN'T
SIT DOWN
P 867
THE DOVELLS
THE BIG ONES ARE
ON CAMEO/REGENCY

Groovy Sound!
"EVERYBODY"
SOUTH STREET"

The Four Evers
JAMIE '1247

TIDAL WAVE!
SURFIN' U. S. A.
4922
THE BEACH BOYS

PROGRAMMING NEWSLETTER
Continued from page 46

it is wise to make a careful evaluation of your market. For instance, some listeners who are intrigued by top 40 music, may not be a part of your listening community there is seldom room for more than one top 40 station.

Perhaps your community is not well served with the smoother pop sounds—or classical music—or country music. Before you plunge ahead with a swingin' top 40, better tune in on your community. Check with various local merchants, radio station directors, music departments, etc., to see how well each type of music is received.

Whatever your decision on policy, make it consistent. Don't try to be all things to all listeners. Time blocks of politics, show tunes, country music, top pops and jazz simply deprive your station of an identifiable image with your audience, as well as with your advertisers.

Next week we continue this important answer to your queries and problems in smaller markets.

"WEST SIDE STORY"


St. Louis (Dave Dixon-KATZ): Gaining fast: "If You Need Me" (Solomon Burke-Atlantic). Taking off: "Another Saturday Night" (Sam Cooke-RCA Victor).


AFFILIATE: Great Pacific Terrace (Verne H贬is): "Wait for Me" (Eyes of Love-Decca).

WHO IS GARY BURTON? — RCA Victor LPM (1859) - "Just the Two of Us" (ASAPC) (4:15).


INTERNATIONAL:

YVES MONTAND PARIS RECITAL—— (5511) "One More Saturday Night" (Clive Fratelli)

THE TOP FIVE

1962 HOT 100

1. "CAN'T HELP LOVING THAT MAN"
2. "LOVE, LOVE, LOVE"
3. "I'M GONNA BE ME"
4. "I AIN'T NEVER HAD A CARE IN THE WORLD"
5. "LOVE ME TENDER"

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are based on the middle-of-the-road charts this week. Each box has a position standing in the Hot 100.

POP-Five Years Ago

April 21, 1958

1. "All I Have to Do Is Dream" (Frankie Lymon, HR-190)
2. "I'll Be There" (The Moonglows, RCA Victor 26516)
3. "The Battle of New Orleans" (Johnny Horton, RCA Victor 2663)
4. "The Monster Mash" (B.C. Agency, HR 1246)
5. "It's Not Unusual" (Frank Sinatra, Capitol 1960)

POP-Ten Years Ago

April 18, 1953

1. "Doggie in the Window" (P. Page, RCA Victor 2563)
2. "I Believe What You Say, E. Nelson (Philips 3453)
3. "Looking for0 Myself" (Willie Perry, RCA Victor 2389)
4. "I'll Be There" (The Moonglows, RCA Victor 26516)
5. "The Battle of New Orleans" (Johnny Horton, RCA Victor 2663)

YESTERDAY'S HITS

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

Tequila, Champs, Challenge
Tequila Time, Challenge
Tequila, Champs, Challenge
Woodland Brothers Quartet
Whistling Smith, Duane Eddy
Von Schafer, Duane Eddy, Les Paul, The Big Bopper, The Everly Brothers
Joey, Rascal, Les Paul, Wilson Pickett
Donna Brooks, Les Paul, The Boppers
Dean Martin, Les Paul
Louie, Little Bud, Les Paul, The Big Bopper
Lee, The Big Bopper, Les Paul, "I Think I Love You" (S. Hughes, O. Hughes, B. Hughes)
"You're Gonna Love Me" (B. Hughes, O. Hughes, B. Hughes)
"My Baby's a Rock and Roll Star" (B. Hughes, O. Hughes, B. Hughes)
"I'll Be There" (The Moonglows, RCA Victor 26516)
"Love That Country Song" (B. Hughes, O. Hughes, B. Hughes)
"Love That Country Song" (B. Hughes, O. Hughes, B. Hughes)
"I Love You" (B. Hughes, O. Hughes, B. Hughes)
Since
of
NEW
known
Special
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and
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labels.
This
one
flourishing
was
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York
York
New
Awards
...
COLORSOUND ADDS NEW FACET TO HOME UNITS

COVINA, Calif.—Those for whom superb and expensive high fidelity stereo reproduction is simply not enough, can now

DYNA-PRUE

...?

Dynamic Groove Centre has been operating at COOK for years, in all Cook records, because
The Recording Volume Indicator — first described 18 years ago by Cook in Audio Eng.
ments, Profilo, Cook operates a special noise-free solid-state mastering channel (all speeds, 30 i.p.m.
clud. open to 30K on the mas-
ter at hi level, standard mas-
tering and processing rates. You can press with Cook too, and roll down inventory prob-
lems. Positively lowest prices for first quality pressings. Come visit us and see for your-
self. You'll be most welcome. Your albums will hit hard and fast on Cook DG and Vector-
Stereo recordings. Be dyna-
tic, and run your next release with.

N

PREPUBLICATION OFFER—only $1.95

Tapes in Review: 1963 Edition

by R. D. Darrell

TAPEs IN REVIEW 1963 Edition . . .

now in preparation, will bring you in con-
venient book the pre-recorded tape reviews
—about 500—which appeared in HIGH
FIDELITY during 1962 and 1963. All were
written by R. D. Darrell, contributing editor of
HIGH FIDELITY, pioneer in the art of
discography, author of The High Road to Musical
Enjoyment and Good Listening.

If you buy pre-recorded tapes, this book will
help you build a fine library of the music you
enjoy. Mr. Darrell's interests range from
Beethoven to romantic Italian songs. As a sample
of the contents turn to The Tape Deck in this
issue of HIGH FIDELITY. Multiply that
contribution by 24, add a piece on The Basic
Tape Library, and an index!

If you are not yet one of the HIGH FIDELITY
members who have pre-recorded tapes, you will
find Tapes in Review: 1963 Edition helpful as a
guide to discs for performances on tapes are
available, also, on discs. And the book will

EQUIPMENT NEWSLETTER

This year's technical trend in mass-edited-merchandised phonograph equipment may be transistorization. It's already becoming widely known in Audiophile component amplifiers, and was pioneered last
year in packaged equipment by Magnavox, whose high-end Astro-
sonic consoles and some portables are completely solid-state, ideally, the use of transistors instead of tubes provides longer life, fewer service problems, better stability, less possibility of hum.

ALREADY AT LEAST TWO OTHER MANUFACTURERS — Phoenix (Waters Conkly) and Tel-Tone — have introduced transistorized packaged phonographs. You can expect to see some more major-name phonographs "go transistor" in whole or in part this year.

There's more interest in tape recorders this year by major
package goods manufacturers. Westinghouse has joined the parade with its own recorder, and there will be one from Magnavox this summer. There may be others, too.

IMPROVEMENTS in mass-market music reproduction equipment this year foreshadow a real push for the replacement market—
with unique design and better quality.

Hub Firm Moves

BOSTON — Music Suppliers of New England has moved to
new and larger quarters on North Beacon Street here. This
is, according to Harvey Carter, head of MSNE, the fifth move
by the firm in its 17-year history. In 1946 when the firm
opened, says Harry, it occupied 1,200 feet of floor space. New
space contains 20,000 square feet.

NEW DEALER PRODUCTS

AM-FM Transistor

The Masterworks equipment division of Columbia Records has introduced a transistorized, 10-tube FM stereo phonograph, The
Model 2101. The 10-transistor unit has three separate AC-
outputs, one for each color channel. The unit can be installed
with any phone system, through a series of phone output jacks
at the rear of the unit. Price is $225 audio net.

VHF, FM Amplifier

Blonder-Tongue Labs of Newark, N. J., prominent component
manufacturer, has introduced this new broadband amplifier,
model MLA-FM, which covers all VHF channels plus the entire
FM spectrum. Price is $101.

Scott Kit

H. H. Scott is marketing a new FM stereo tuner kit, identi-
ified as Model LF-111. The tuner kit includes Scott-
developed "time switching" mul-
iple circuitry, a precision tuning indicator and separate level controls for channel balancing. A full-color instruction book is in-
cluded. List price is $109.95.

Boy for Linick

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transcontinental concert tour of the following cities: Chicago (15), Kansas City (16), Oklahoma City (17), Albuquerque (18), San Diego (19), Los Angeles (21), San Francisco (22), Portland (23), Seattle (24), Vancouver (26), and Minneapolis (27).

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

Buyers and Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 30,000 buyers, sellers, and users of music, records, top-name entertainment equipment, coin machines and many other related products throughout the entire world.

RENT
1963 CHEVY II's
Day - Week - Weekend - Evening
NO MILAGE CHARGE
METRACAR
225 E. 48th St.
Res. 1st & 2nd Ave.
N. Y.
Reservations: PL 54516

Bring this ad and save 5%.

PHILADELPHIA

CLASSIFIED MART

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDN SOCIETY RECORDS
ARE NOW AVAILABLE TO QUALITY DEALERS FROMAST COAST-TO-COAST
Send for current catalog
ESOTERIC, INCORPORATED
P. O. BOX 1799
HARRISON, N. J.
National Distributors for Haydn Society Records

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PLANNING, PRESSING
NO JOB TOO SMALL - QUALITY PRESSING
2215 W. 22nd St., Chicago 12, Ill.

RECORD PROMOTION & PUBLICITY

ANNOUNCING
NOW AVAILABLE WEST COAST
Promotion and representation for records, artists, labels, publishers.
Ten years in the business.
TED FONSETI
221 Knight Dr.-San Francisco area
Sen. Rassed, Calif.
Phone: 452-4332

MISCELLANEOUS

ATTENTION, FOLK BOX OPERATORS, DISTRIBUTORS, BUILDERS, etc., Hear the news...write us.

FOLK SONG ARTISTS - FREE LEAD SHEET PROMOTION. Write or call for information.

WANTED TO BUY: Harmonica, one year old, $3.50. Write to P. H., 156 W. 86th St., New York 27, N. Y.

WANTED TO BUY: Image rights, all labels, copies of same, stock, and encouraged. Write to P. H., 156 W. 86th St., New York 27, N. Y.

JAMES HOWE

PHILADELPHIA - Hunter Howe has been named promotion manager of the Jamie-Guyden label in this city. He will exploit all Jimmie and Guyden product, and will be getting in touch with distributors and dealers. Harold Linsky, who heads the Jamie-Guyden labels, made the appointment.

New Owners - New Location

JOE PETRALIA
Record Artists Representative
Park Sheraton Hotel
Suite 708
55th St. at 7th Ave.
New York 19, N. Y.
Phone: JU 6-6935

SWING INTO SALES

Via New England record promotion. Full coverage, low rates.

STEVE SANDER
201 Savannah Ave., Boston 2, Mass.
C. 2-7733-12-3 2-8939

Say You Saw It in Billboard

$202,573 TO WRITERS
Your unpublished manuscript may be valuable! Our famous subsidy plan has returned $202,573 to writers (mostly beginners) in the past seven years. We will publish, advertise, promote, mail, and pay you 40% of retail price.

Send for FREE BROCHURE BB.

PAGET PRESS
101 Fifth Ave., New York 3

CLASSIFIED RATES

Per Insertion

Manufacturers
Advertisers

99

Distributors &
Employment

Advertisers

59

Each Additional Line

55

59

105

55

$105

$120

$150

$20

Please insert the following ad...

Classifieds...

conservative issues.


classifieds...


Please insert the following ad...

This handy ad order blank...

Please enclose your payment. We do not bill for classified ads.

BILBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway

1520 N. Colorado St.
188 W. Rundle St.
New York 3, N. Y.
Hollywood 28, Calif.

Chicago 1, Ill.
ROCK-OLA IVI CORPORATION
and
ROCK-OLA
MANUFACTURING CORPORATION

are pleased to announce the appointment of

Mr. Al Levine
as distributor for
ROCK-OLA PHONOGRAPH AND HOT DRINK VENDING EQUIPMENT
covering Maine, Massachusetts, New Hampshire, Vermont and Rhode Island.

You are cordially invited to attend a gala open house event

Presenting
THE MOST COMPLETE LINE OF COFFEE AND HOT DRINK VENDORS,
and the BIG 3 FOR '63 ROCK-OLA PHONOGRAPH

PLACE: 86 Brookline Avenue DATE: April 22nd-April 26th TIME: 9 a.m. to 6 p.m.
Boston 15, Mass.

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFIT

ROCK-OLA IVI CORPORATION is a subsidiary of
ROCK-OLA MANUFACTURING CORPORATION
800 NORTH KEDZIE AVENUE, CHICAGO 51, ILLINOIS
MOA to Fore Again

Celler bills to remove the juke box performance royalty exemptions have been introduced—and defeated—with such regularity during the last decade that it is difficult to support a yawn when the measure is dropped into the hopper at each congressional session.

What many operators fail to realize is that they were not for the efforts of the Music Makers of America and its legal counsel, the late Sidney Levine, operaers would be paying these performance royalties to the Miller former record executive, at times averted disaster for the juke box operator by their persistent efforts to argue against this legislation. And Nick Allen, current MOS counsel, is continuing the tradition.

Also the juke box manufacturers have without much fanfare given substantial support to the struggle.

Seems Reasonable

On May 2 a House Judiciary subcommittee opens hearings on the latest version of the Celler Bill. On the surface, the new Celler Bill sounds like a reasonable piece of legislation. The initial annual fee would be $2 per machine, a sum that is not calculated to drive any operator out of business. A federal fee would be set up to collect and distribute the money. And Congress would set the rates each year, thereby depriving the performance rights societies of the opportunity to set their own prices.

Acceptance of this package on the part of the operators would be one small but important concession. While $2 may not be a good hardship on operators, there is no guarantee that the fee won't be upped to $10 or $20 by succeeding Congresses. Once a fee is established it generally increases.

Thus, if the fee were 5 cents instead of $5, the danger to the machine industry would be at least as grave.

With operating costs rising and the number of juke boxes on locations declining, any substantial payments on the part of juke box operators to performance rights societies would cut profits to the danger mark. Operators do pay mechanics royalties on each record they buy, and this payment could be sufficient.

Role of MOA

We know that the Music Operators of America will make its voice heard at the public hearings. In the past, the MOA has been able to hand in playing for record manufacturer exhibitors at the convention on Arm.

Shot in Arm

This is not the case with the increased coverage at attention that the juke box and record manufacturers are giving to exhibitors. Levine and Snodgrass are expected to attract, could be shot in the arm the association so important to the industry.

In an exclusive interview with Billboard following the hearings, MOA President J. Harry Snodgrass said that a group of manufacturers were gathering daily, "Snodgrass said he was confident the convention next week would have the largest attendance in MOA's history.

Snodgrass' statement appears to hold water since the reshuffling of the juk box convention in New York will immediately precede the National Automatic Merchandising Association's giant equipment vending convention which will be a big boost for attendance.

More Diversification

Juke box operators have taken an increasing interest in diversification in recent years, and vending has been the most logical avenue for them to explore. Being able to attend the two conventions with a single travel expenditure should be a draw.

Snodgrass also told Billboard that regardless of the convention's outcome, he would definitely not be a candidate for re-election in September.

This will give the convention the added stimulus of an open election, one of the few the association has in its history.

Warning Gun

The gun is going to be "dead in the dirt" from Sebring, Rock-Ola or any other company's office for the next few weeks could be all the impetus the association needs.

MOA's Board meeting last week was attended by members from almost throughout the country and all the bidding enthusiasm of a winning ball club.

Snodgrass had streamlined the sessions so that all official business was concluded in a single day. Committee meetings preceded the President's session. Discussion was kept to a minimum, with time mainly devoted to reports from the board chairman.

The free ball game on Cross-Country is a "break in the dirt" from Sebring, Rock-Ola or any other company's office for the next few weeks could be all the impetus the association needs.

MUTOSCOPE FOR TOKYO FAIR

TOKYO—Three coin machines made by the International Mutoscope Corporation are on exhibit at the International Trade Fair which opened here Tuesday (16). The exposition runs until May 6. Machines are the Lux, Magic and the Snob. Select of equipment to be exhibited is by the Japan Commerce Department and the American Mutoscope Corporation, which moved from New York to San Francisco, where it is being shipped.
HOT IN CHI—ONLY LUKERWARM

By NICK BROO

CHICAGO—"Little Band of Gold" by James Gilroy on Ent continued as the hottest selling juke box record here last week.

However, the record came in second, however, is something of a misnomer, or at best, a hopeful statement, as juke box collections continued soft. Record sales to operators generally reflected this collection pattern.

Anders and Music Box described the situation as "a little slow—but not worse than last year." Business traditionally trail, picking up after Easter.

Music Box's Russ DiAngel noted that operators had been buying a new single piece being tested by Capitol on its "Rev. Mr. Black" by the Kingston Trio.

Hans Spiekman

DiAngel noted the sales operators that the records were difficult to stack and that the platter size conflicted in order to insert jingle strip.

Singer's Fred Spiesta said he had gotten no negative comments on the record, but that in general, operators disliked sleeves without the traditional center.

He noted that operators often used old sleeves for new records and unless the hole was there, were unable to see what records were inside.

A look at the hot new juke box singles shows a general picture with no strong trends apparent. The folk- groups are represented with "Sand of Dreams" by the Springfield on Philips. An interesting Alfie-act is "American Man" by M. Santamaria on Battle. It started as an r.&b. disk but is now going pop.

Interest in the new dance, the Bird, is also reflected by strong sales on Dee Dee Sharp's Capitol disc, "Do the Birdies?" The show mentioned are all selling well at Singer's.

At Music Box, DiAngel noted he's getting good action on "Young Soul," Al Martino, Capitol; "Hot Patootie," Darrel; Don, "I'll Follow My Heart," RCA Victor; and "Take These Chains From My Heart," Ray Charles, ABC-Paramount.

EUROPEAN NEWS BRIEFS

Target Game on Mark

HAMBURG—The Bergmann Company of Hamburg is manufacturing an entirely new machine for its Arizona target game. The electronic "target" gun is installed with automatic scoring device is having what Bergmann describes as a "miracle" reaction from world-ranging markets. It has been the star of the Bergmann's most important export markets. Domestic sales of American target machines have been poor, leading Bergmann to predict that the target game will be one of its largest all-time sales successes.

Reds Like Aussie Box

VIENNA—A new Australian juke box, Musikbar, is getting plenty of praise from Australian operators. Phonograph scouts for a Hungarian trade mission have been collecting information on the machine with a view to placing a large order.

Phonograph sources say Musikbar, manufactured by the Vienna firm of Axl, is shipping a single juke box for State-operated night spots, taverns and tourist centers.

Seek Age Change

VIENNA — The Austrian trade magazine, which has been regularly billed as a "spring offensive" aimed at ending official discrimination against amusement parks, the Austrian operators have not set a tandem for their drive: lowering the ad mission age to 16—two years younger than the present minimum, and the reintroduction of payoffs.

Operators contend that the 18-year admission law is ridiculous under the aesthetic operating conditions in Austrian amusement arcades. The under-18 ban deprives the arbeds of the age group toward which major appeal is directed, according to the operators.

Permission to operate payoffs is being asked with the reservation that they be subject to an operating law patterned after the "model law" in force in West Germany, which rigidly controls all facets of operation.

Soccer vs. Bowling

PARIS—Now it is the soccer game producers who are moving to exploit the Continent's new sense of gymnastics uncovered by the U. S. bowlers.

The French soccer game producer, Georges Clerge, is organizing teams for his Kopa soccer game, which is named after a famous French soccer star.

Following the bowler competition format, Clerge is organizing district Kopa competition, which builds within regional and nationally final competition. This next move will be to international competition, beginning with West Germany. "In the spirit of the Franco-German friendship treaty," Clerge says.

Widen Territory

ZERMATT—Juke-box operators with equipment idled by the typhoid epidemic at this resort are shipping most of the machines to other areas of Europe.

MEMENTO—Five singles, three of them produced locally, were best-selling records to operators last week, a spot survey of key operators in Memphis and the south disclosed.

The five: "Teenager Letter" by Jerry Lee Lewis; "Do It Now" by Bill Black's Combo on His; "Rover's Workday" by Jackie Wilson on Capitol; "I Will Follow Him" by Little Peggy March on RCA; and "I Need Your Love" by Charlie Rich on Phillips International.

The locally produced singles were "Do It Again" by Jerry Lee Lewis, Bill Black's Combo and Charlie Rich.

For five weeks, it is a continued effort by Sun for a comeback for its records through the efforts of Bill Black is said to have his best single in "Do It—Kut Now." Black's new single, "Why Don't We Lib," like Lewis, records for Sam C. Phillips.

Oer Hill & Dale Go the Kisers

By BOB LATIMER

DURANGO, Colo.—Most city operators would throw a fit if they had to travel 10 miles out of their way to service a juke box or game location.

However, two Durango brothers—Roy and Don Kiser—currently operate some 30 phonographs and are club owners, too. Their few stops are often 70 miles apart and more often than not, both brothers must be negotiated to get to the next location.

But the Kisers, who have been operating in New Mexico, Colorado, Arizona, and Utah since 1934, consistently show profits about 10 per cent higher than the national average.

To operate such an extended route, the peril of taking the highway high and service calls must be held to a minimum. The Kisers make sure that both these requirements are filled by means of keeping a well-stocked and keeping new equipment on location.

One Kiser explained that one brother would operate the office and service facilities, while the other was out making collections and changing records. That notion went by the board, shortly after opening up in the Durango area.

The Kisers, who run about 125 juke boxes, are often asked if they are going to sell out.

Regularly buying new phonographs, as soon as the predecessors begin to show signs of wear and other liabilities, the Kisers understandably have had an eye on the top-notch stops from Durango all the way down to Farmington and Aztec, N. M., east to many Colorado resort towns, and even into tiny communities in Utah.

Their chief selling asset has been new phonographs, plenty of group contests, and a 200-box play with a well-planned menu system. Each man is expert enough to do the menu system specifically to every location, is willing to change anywhere from 8 to 12 records at every stop, and to paraphrase the Broadway stage aimer, "knows the territory."

Remote Box Important

It might seem odd to place a 200-play stereo juke box in a small restaurant in a mountain hamlet, but the Kisers point out that often the music of the juke box is just one of the entertainment that is available to residents of the county, particularly where television is not received, and movie houses run only one night a week. So, the Kiser brothers give their listeners the best, and collect impressive returns.

Another point in merchandising is "personalization." Any new phonograph, installed in a new location, is given the benefit of a billboard-type (Continued on page 55)
Switzerland and even selling them outside the country. Operators predict that it will be well into the summer before Zermatt returns to normal holiday activities. Even optimistic operators believe it will be at least a year before this pills snow report ruins its badly tarnished reputation.

Meanwhile, operators intend using the shutdown to replace and renew equipment. Most operators plan on investing heavily in new equipment in line with Zermatt's plans to reopen as a "brand new" and super-saniatory resort.

Before equipment can be shipped out of Zermatt, however, it has to be sterilized—taken to the steam cleaner.

### Osca Goes Abroad

**AMSTERDAM—The Osca is going abroad. The Van Osch Company, manufacturer of the Osca juke box, is planning to export the 70-selection wall box to major world markets, including Western Europe, Britain, Scandinavian and Latin America. The Osca has had a phenomenal reception in Holland, where it was introduced four years ago. First phonograph ever produced in Holland, Osca is an economy boxed promoted solely for its sturdy construction, easy servicing and maintenance, and extreme dependability.**

The Van Osch concern, a major Dutch electrical producer, calls Osca "king of the compact phonographs."

### Ops Protest Show

**COLOGNE—West Germany's Central Organization of Coin Machine Operators has succeeded in forcing the German television network—the so-called "First Program"—to backtracks on a coin machine TV "report" presented several weeks ago.**

The "Panorama" report pictured the coin trade as deficient in ethics and mildly reprehensible. The burden of the program theme was that the country would be well served by the elimination of all forms of coin operation.

The operators' association confronted "Panorama" with a fact sheet, asking the TV producer to prove certain of the show's charges. The operators entered their own counter-evidence in rebuttal. "Panorama" has now agreed to redo the show from the operators' standpoint.

### GEMA Digs In

**WEST BERLIN—GEMA, West Germany's composer-author copyright organization, is digging in for a long siege on demands for increases in phonograph royalties and the tightening of operating agreements.**

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### United's Regal

**CHICAGO—A novel bonus read-out scoring technique is featured in United's new Crest Shuffle-alley and Regal bowlier. Both games have identical scoring and both feature five ways to play.**

In the bonus feature, players build a separate bonus score in addition to their regular score. The score is carried in large numbers on the back-glass until the 11th frame, at which time the player can earn the entire bonus by bowling a strike, half the bonus by hitting a spare, or nothing by going scratch.

Other games include well-known United features such as Dual, Flash, Regulation and Strike. Both games have a handicap feature whereby players can shoot for "easy" or "normal" strikes.

The bowlier is available in standard 12 and 16-foot models with four and eight-foot extensions. The shuffle-alley comes right society by phonograph operators and distributors.

The court ruled that the 20 per cent boost in royalties proposed by GEMA were sufficient to depress the phonograph market, and this fact justified the complaint with the Federal Cartel Office against GEMA by the Central Organization of Coin Machine Operators and the Asso-
Eppy Announces Premium Offer

JAMAICA, L. I., N. Y. — George Eppy, head of Eppy Charms, Inc., feels that bulk vending operators get the opportunity to stay home and tend the garden occasionally.

So Eppy this week announced that his firm is giving as premiums six plastic garden decorations, with an order of 10,000 variety mix charms required for a premium.

Premium items are Ducks (one 15 inches high with three seven-inch ducklings), Daisy Bird Bath (20 inches in diameter with a 40-inch sectional metal stake), Flamingos (34½ inches high, 13½ inches long and five inches wide), Frog and Toadstool, Colonial Tubs (14 inches in diameter and 12 inches high), and an Hour Glass Planter (27 inches high and 15 inches in diameter).

COUNSEL SAYS:
NVA Spruced Up Bulk Ops’ Image

CHICAGO — Bulk vending operators are today accepted as a major portion of an existing industry, thanks to the efforts of National Vendors Association, Milton T. Raynor, the association’s legal counsel, told members at the group’s 13th annual convention here last week.

Raynor said Washington legislators now realize that bulk operators also oppose blue sky set-ups, favor health regulations and want to conduct their businesses on a high ethical plane.

“It took years, however, and we are not yet to establish the image of NVA but that of the entire bulk industry,” Raynor said.

He urged operators to look forward — “we don’t want to go back to anarchy.” The unattached businessmen. Business is good now, but the day will come when we will again have threats that will have to be met.”

In an obvious reference to the membership fighting the convention (Billboard, April 6), Raynor urged the association to guard its membership — avoid blue sky and illegal operators... but not to be afraid of competition, which can be met. Competition is healthy and will spur you to better businesses, Raynor said.

He also urged members not to forget: Thirteen years ago operators were a bunch of small, unattached businessmen, frightened in a jungle.

“That NVA has not the threat of legislative action throughout the country as in such States as Ohio and New York.

“That the bulk industry now works with other trade groups

King Koin Units To Be Shipped

VAN NYS, Calif. — Shipments of the new King Koin bulk vending units are expected to move out of here Monday (13), Harold Probusco, owner of Harby Industries, said.

Probusco returned here recently from Chicago and said that the new machines were ready for delivery in Chicago, where he was admitted as a member of the National Vendors Association.

Probusco said that a large number of machines were sold during the meeting.

Bride Miniatures
By Guggenheim

JAMAICA, L. I., N. Y.— Bride and Groom Miniatures, displayed by Karl at the recent National Vendors Association convention, arrived here from Guggenheim’s Hong Kong factory this week.

The series consists of hand-painted miniatures of wedding members — bride, groom, bridesmaids and preacher and each mounted on an individual stand.

All items may be ordered through a bulk gun and charm wheel. Free colored advertising labels come with each order.

when answering ads... Say You Saw It in Billboard

IMMEDIATE DELIVERY

VICTOR SCHREMFEN VENDORMA

Write for Complete Illustrated Circular and Prices.

Stamps, Folded, Lowest Prices, Write "TENTS".

Member Machine Distributors, Inc.

NORTHERN E S A L S A N D S E R V I C E C O

416 W. 26th St., New York 10, N. Y.

VENDING HEADQUARTERS

VICTOR THE MOST COMPLETE AND FINEST LINE OF BULK VENDORS

New Victor 2000 Vendor, Large Capacity, Holds 2,000 Bulk 100-Cent Gum or 400 10-Cent Capsules.

Also Available: 3 Balls 100-Cent Gum for $25.45 ea.

Large Hook of Samples — Furs and Merchandising. Write for Prices.

H. B. HUTCHINSON, JR.

1984 H. B. Hutchinson, N. Y.

Write today for complete information and price list.

BIRMINGHAM VENDING CO.

520 Second Avenue North, Birmingham, Alabama Phone: Fabian 4-7580

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.

Copyrighted material
Cracking Coast Supermart

BERT SPIVAK, head of Ber-Mar Distributing, Los Angeles, cracked the 50-store Ralph supermarket chain with a 16-machine battery in the new outlet at West Covina.

LEWIS H. KANAGA, right, superintendent of store operations for the supermarket chain, and Spivak, look happy about the installation in the West Covina outlet.

Great Time Saver
COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weights $1.00 in pennies, $2.00 in nickels. Spring is pressed down to start the scale. Can weigh metal bars, coins, general store products. Write for price.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHEIBACH
Factory Distributors of Bulk and Bulk Gum Vending Machine Supplies. Favors, Suckers, Gum, Pencils, Perfume and Candy, Head Sets, Brads, Pens, etc. Complete Line of Everything You Need in Vending.

715 Lincoln Place, Davenport, Ia. Phone: W. 1300

Say You Saw It in Billboard

PRINCESS RINGS
Adjustable Metal Rings
Genuine Reproductions
of Stone Rings

Only $13.50 per M for 5 M

Send for free catalog on offer feature items. Write for size chart on sizes for women and men.

PENNY KING COMPANY
3228 Mission Street Pittsburgh 3, Pa.

Paul A. Price Firm to Move Headquarters

NEW YORK — The Paul A. Price Company, charm manufacturer, will move to new headquarters at 5 Skillman Street, Roslyn, L. I., on May 1. An open house at the 15,000-square-foot building will be held within a few days of the move.

Price said that new molding (Continued on page 63)

VENDORAMA
V2 Capsule Vendor

PRIME LOCATION is near the check-out counters, where a battery of 12 units is placed. The other four are in the rear of the store. Potential for the chain is nearly 800 machines.

VICTOR VENDING CORP.
3711 W. GRAND AVENUE CHICAGO 39, ILL.
AND WHY SHOULDN'T THEY BE HAPPY? They just won prizes ranging from a new color television and full-size freezer to several hundred dollars worth of bulk merchandise, jeweled wrist watch and gas pipe at the recent NVA convention. Kneeling: Ludwig Orack, Houston; Bert Frago, Oakland; Pryde Waller, Atlanta; C. Allister Gunn, San Antonio. Standing: Margaret Irvin, daughter of Chicago operator Phil Sporer; George V. Chapman, chairman of Biltmore E. Cook, Chicago; Toby Katz, St. Louis, who helped draw the winners; Rolfe Lobell, convention chairman, who supervised the drawing; Royal R. Miller, Londstrom, Minn.; Sue Felz, New York, ladies' day chairman, who assisted Mrs. Katz in drawing winners; H. C. Reese, Chicago, and Rebecca Bell, Chicago.

Report From Britain

PPL Cracks Down

LONDON — Although the Copyright Act, 1956, of the United Kingdom prohibits public use of disks without appropriate licenses, many clubs and cafes flaunt it.

Last week Phonograph Performance, Ltd., watching the British Phonographic Industry federation, obtained High Court injunctions against several UK clubs and pubs.

Gays and Dolls Club, Newcasle, having been nabbed with the juke box playing "The Party's Over," found it was certainly over, by judge's mandate of restraint, until a PPL license is bought.

Also padlocked were juke boxes at Caribbean Coffee Bar, Reeves Inn, OK Cafe, Bear Inn, and the Prince George Tavern, all ofBrighton. Pending the chases of PPL permit, that is.

The disk man cited an evidence of breach of statute was "Ya Ya Twist."

Shack Back in UK

LONDON — Cyril Shack, Phonographic Equipment, Ltd., found his recent three week U.S. tour of shopping "not too successful.

Although he returned with a few coin-counter samples of novel appeal to the United Kingdom trade, State and federal crackdowns on coin-operated machines of Las Vegas caliber also had produced a shortage of bingo-type machines.

As a result of this limitation on coin, bulk, his equipment that equipment prices in the UK are "about to soar," and certain coin-operated machines.

(Continued on page 62)

32 YEARS

Max and Harry Still Swinging

CHICAGO — The Gold Dust Twins" celebrated their 32d year in the coin machine business last Monday—a milestone by any yardstick.

For the few who don't know, the pair are Max and Harry Hurwich, who started their coin machine business in Chicago, Illinois, in 1931. Max was in Chicago last week to attend the National Vendors Association convention—13th for the association, and 13th for Max.

A solid booster of all coin machine branches, the Hurwich brothers are also members of Music Operators of America and the National Automatic Merchandising Association. The list of their civic and philanthropic affiliations is a lengthy one and they have been a credit to their community and their chosen field—the coin machine business.

Billboard joins the coin machine industry in expressing its pride in the Hurwich, wishing them good luck, health, much happiness, and at least 32 more swinging years.

NICK BIKO

COINMEN IN THE NEWS

Denver Doings

Eastern Colorado operators were saddened by the accidental death of Dan Hammer, veteran phonograph and coin machine operator with headquarters at Yuma, Colo. Hammer was answering a service call at Wray, Colo., at night when his car struck the back of a farm truck which had no tail lights or safety warning. Hammer died instantly in the wreckage, according to State Police.

... Pete Gerbs, Rock-Off distributor at Mountain Distributors, is putting in a one day daily disk show, following a protracted siege of illness...

... Harold Hold, former coin machine firm sales representative, is currently residing in a roadside motel, the result of a recent struggle with polio...

... So far the new "Truck Stop" is on the wrong side of the tracks for Dan Zinser, who handles the coin machine business on the West Coast...

... Demand for pool tables has been tremendous since Sam Hastings, Distributing Company, "used pool tables especially scarce..."

... Sam and Dan Keys, officers of the newly formed Stereo Muic Distributing Company, are interested in expanding arcade installations in Denver, and the strength of highly successful operations of the past two years in Los Angeles suggest that arcades have gone a long way to make up for the shortage of phonograph collections...

The end of several industrial strikes in Pacific, Colo., has brought collections back to normal on phonograph and amusement machines, according to Bill Hassler, who has added several new pieces to his string.

Operators in Denver are complaining that lowered volume in many locations is the unpleasing result—demands for space in new spots...

... and are ready to address the Coinmen Association, according to Bill Hassler, who has another collection of his.

... His success, they say, is the result of "not putting the cart before the horse..."

... Stereo Music, Inc., the new partnership of Sam Keys, Dan Keys and Marshall Puck, will add several new routes in the near future; Paul Linnell, operator of the Broadway Penn Arcade in downtown Denver, suffered a $300 loss on March 16 when winds, which reached 30 miles per hour, blew the front windows out of his arcade building. The loss was not insured.

Frank Hube, partner with Glenn Pierce in operation of the Center-Supreme Music Company, Denver, is throwing out his chest over graduation of his son, Frank Jr., to flying a 2,000-mile-per-hour jet fighters in the U. S. Air Force. Lieutenant Hube is a front-line fighter pilot...

... Flying in his own airplane recently for a shopping tour of Denver distributors, was Herb Hurwich, who owns the other company—Street and Harry, who likewise, heads up a flying school in Las Vegas, N. M.
David Howe Named Head of Rock-Ola Book Sales

CHICAGO—David P. Howe has joined the Rock-Ola Manufacturing Corporation as sales manager of the firm's newly formed Book-O-Mat Division. He was also elected a vice-president of the corporation.

Howe had been vice-president in charge of vending at the Williams Electronic Manufacturing Corporation, from whom Rock-Ola recently purchased the Book-O-Mat Division.

He began his coin machine career as Southwestern sales representative of the Bally Manufacturing Company and in 1959 moved to Chicago as Bally's vending sales manager. Howe was instrumental in getting the Bally hot drink machine established as a leading beverage vendor.

When Bally sold its hot drink machine to the Seeburg Corporation, Howe moved over to Seeburg as sales manager of the vending division.

Production on the Book-O-Mat and its sister machine, the Shop-O-Mat, is expected to get under way in about 60 days. The machines were introduced to the trade at the 1962 National Automatic Merchandising Association Convention in San Francisco. Both units will vend a wide variety of items ranging in price from 5 cents to $19.

Mike Mf. Dies

MUNICH—Karl-Heinz Urgate, manufacturer of a soccer game and member of a pioneer German coin machine family, has died at the age of 44. Urgate specialized in the development of coin games, primarily soccer games, which he believed were such an essential fixture of taverns as their counterparts in the U.S. He died after an illness brought on by overwork in connection with a new factory for soccer game production at Niederlander.

VETERAN MISSISSIPPI OPERATOR DIES AT 66

HOLLY SPRINGS, Miss.—Mahon Jones, owner of Jones Amusement Company, first music and game operator in Holly Springs, died last week of a heart attack as he stood to introduce a guest at the Rotary Club luncheon he was attending.

Jones started in the business in 1936. He leaves his wife, married daughter and minor sons. Billie Ray, of Bubba Stayton, worked for Jones and is现在 operating the route.

Talatico and Knoner Sell 30-Piece Route

MEMPHIS—Michael Talatico, owner of Talatico Coin Company, last week sold their route to Popular Tunes Music Service for a reported $25,000. About 30 pieces of equipment changed hands.

John Novarese and Joe Ogilby are partners in Popular Tunes.

Talatico and Knoner arc both employers of a railroad and built the route over a period of six years in their spare time. They had the equipment in 18 locations.
O'er Hill & Dale Go the Kisers

Continued from page 54
sign, inside the glass, and above the play window, which names the restaurant. For example, in a downtown Durango restaurant called the Western Steak, the billboard states simply "The Western Steak features stereo music!" Frequently, cartoons are included, or even photographs of an owner, where the stop is what the Kisers call a "Personality mark.

Great believers in shilling, the Kisers keep a role of change for shifting the box in the cash register at every commercial location, with standard instructions to location owners, waitresses and bartenders to start to ball rolling with a coin whenever there is any slackening off of customer play.

Spanish Music

Because there are many people of Spanish extraction in the New Mexico, Arizona and Colorado towns involved, the Kisers subscribe to Spanish-American newspaper, keep track of the music which is popular with readers, and makes sure that it is on the playlists. It isn't unusual to program more than the Kisers in a tavern location, with good play results on each and whatever. All, in New Mexico, the chances are that it will turn up on the Kiser spindle long before the average operator hears it.

Both Kisers are members of boards, committees, and -and-b sensory activity, a busy group. Kisers are members of a music association, and makes a point of coming to conventions to speak. The local is an industry that is the Kisers are somewhat "angry about the issue of honesty. By -%

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MOA Has Rosey Spring Outlook

Continued from page 53

elected to the MOA board: Henry Leyser, California; William Anderson, West Virginia; Robert Coates, New York. and Robert Dole, Idaho. Bill Miller, MOA past-president, now legislative and in-house consultant for a major manufacturer, has asked Congress for a postponement on hearings scheduled for April on copyright extensions.

The most imminent bill (H.R. 1574, hr. 2-3, would provide for the elimination of the requirement for copyright extension on music machines and require an annual $5 per machine fee. An amendment to the bill, passed directly to the Copyright office in the Library of Congress, would require payments that were to be made directly to the licensing agency for each record. The committee of three, representing the operators, the societies and MOA, was open when Robert Blundred reported:

It is a matter of sometimes waiting turn for the to deal with other selections positioned prior to the bill. Mike Elliott, the executive of Ruffer & Walker, Ltd., another big London operator, agreed with most of the article, but added that the operators' fears are justified. The kids to go to the site, open the machine, and handle the machine to get a fishy eye, but they get a refund in the majority of cases.

In his final article, "On average, out of a box of 100 dollars, it's a good idea to be chairman of Joe Silverman, Philadelphia.

Other discussion covered the adoption of a code of ethics, with the MOA request, that the association consider establishing such a code. Mike McCarthy, New York, that the association consider establishing such a code, for the many of the top recording artists in the country, and ran as long as five hours.

Ted Nichols, Nebraska, chairing the crossing, said that on the convention would cover the rules and regulations, administration and legislation, administration and legislation, convention.

--

Cross Country

Continued from page 53

The gate may also be opened by hitting A-B-C-D ties. The gate then remains open until a ball is shot through the gate. The ball is fired, coming the ball to the shooter contact for minutes. The number of free balls a player may receive during one game is handled by a player's skill in opening and flipping a ball through the game.

Cross-Country feature appears on the back page. The singles-carrier consists of a race across the map for coast-to- coast specials. Players select, that the player finishes the race first, shooting all the points over the course. The cross-Country feature appears on the back page. The singles-carrier consists of a race across the map for coast-to- coast specials. Players select, that the player finishes the race first, shooting all the points on the map that come over the course.

Each route consists of 10 stations. Filling the A-B-C-D swings advances the selected route light to the next station. Hitting station 10 scores a special. Advances on all the routes are held over from games to games. Cross-Country can be operated with or without a match-score feature.

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Covered March 20, 1963

Date of Issue: May 20, 1963

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Kansas Ruling

Continued from page 53

First Circuit

Crafft, a native of the federal court. If this tactic fails, Crafft said he would then initiate another suit in the United States District Court.

Meanwhile, Crafft pointed out that the injunction prohibiting the city from enforcing the ordinance is still in effect and will continue until the final disposition of the case.

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Kansas Ruling

Continued from page 53

tari for a review in the federal court.
New Cellar Bill Is Toughest Yet

From page 32

1969: [The company, as stated in independent distributors around the country, is being killed by the end of the 88th Congress. The widespread and quickening interest in government and all copyright-based industries in the

Indies Handle Vendronics

CHICAGO—In last week's Billboard it was erroneously stated that Vendronics' new currency changer is nationally distributed by Modern Coin Company, Cincinnati, headed by Willard Walton. Modern Coin is not a Vendronics distributor. The machines are handled by independent distributors around the country, under Vendronics supervision.

Hub Distribs To Show Line At Open House

BOSTON—Music and Vending Corporation, new Rock-Ola distributor here, is holding an open house here April 25-26 to show the complete Rock-Ola juke box and vending line. Music and Vending Corporation is the distributorship formed here recently by Al Lebo, of Al Lebo and Al Simon. Simon is also Rock-Ola distributor in New York. Levine has been sales manager of Redd Distributing Company here since 1955 and was previously associated with numerous other coin machine firms.

The new firm covers the States of Maine, Massachusetts, New Hampshire, Vermont and Rhode Island. David C. Rockola noted that the new firm would materially strengthen Rock-Ola Eastern distribution.

Colman G. Smith Dies in Chicago

CHICAGO—Gene Smith, 72, veteran coinman with Atlas Music here, died last week of a heart attack. Smith had been living in Peoria, Ill., covering the down-State Illinois territory. Funeral was held last week with burial in his home town of Rosselle, Ill.

Smith had been with the Chicago AMI distributorship since 1925, joining Atlas when it was bought by Automatic Canteen Company of America and given the AMI franchise 22 years ago. Smith was a widower and leaves no immediate family.
Report From Britain

- Continued from page 58

Became scarce, relative to the available market.

Scottish Symphonic

GLASGOW — Rae Higgins, technical sales executive of Sym-
play, Ltd., said his firm has se-
cured its first Symphonic wall-
box type juke box installation in a Glasgow cafe.

The firm, which uses a house trailer showroom, behind a Landrover vehicle, for sales pro-
motion on-the-spot, has recently been paying much attention to

the Scottish Lothians and Clyde-
side as operating territory.

Old Box Available

LONDON—The ancient pro-
totype juke box, the Polyphon, made in Germany, is still avail-
able in the United Kingdom.

Arnold J. Swanson, of 11th century Notley Abbey, Buck-
inghamshire, acquired one re-
cently.

One of these penny-operated machines is owned by P. Poste-
kew, Bagshot Lea, Surrey. This
Polyphon is said to be 130 years old, plays steel disks of music
hall melodies, and was originally part of the furnishings onBrighton pier.

Elliott Is Father

LONDON—Mike Elliott, ac-
counts executive of Ruffer and
Walker, Ltd., London-Rock-Offa

distribution, announces the birth of his first child, a girl, recently.

Both mother and child are "do-

ring fine," he stated. He is plan-
ing a celebration party "for
trade associates and personal
friends," around baptism time in a few weeks.

Colliers Dig Classics

NOTTINGHAM — Longhair

music by juke boxes is the pref-

erece of coal miners of tiny

Welbeck Village, Nottingham-
shire, John Henderson, head of

Seeburg (G.B.), Ltd., confides.

The colliers have installed a

Seeburg LP stereo console unit in their mine-adjacent social

cub, with a magazine of clas-
tical and semi-classical.

Operator is E. W. Woodhouse,

The Seeburg console was one of the first in-

stallations of firm's extra-

elegant LP unit in the north of England

since its debut here last fall. Coin

take from longhair plays is re-

garded "excellent."

Price Moves

- Continued from page 52

UK Will Take Look

- Continued from page 59

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Another Industry Service From

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NEW 4-PLAYER MAGIC!

ALL NEW

GAUCHO

NEW EXTRA BALL FEATURE

NEW COIN

RETURN NEW PLAYBOARD AUTO-CLAMP

NEW DOUBLE-SIZE CASH BOX

NEW FRONT DOOR STYLING

NEW MAXIMUM

SECURITY DOOR LOCK

SEE THE MAGIC OF

YOUR!

THESE PLAY-MAKING,

DISTRIBUTOR PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Star

- Making rollovers advances Roto-Target value

- Hitting Roto-Target scores indicated value; re-sets target values

- Bulls-eye targets turn pop bumpers on and off

- 4-places to spin Roto-Targets

- Stainless cabinet trim

- All the deluxe Gottlieb features

G. Gottlieb & Co.

1140-50 N. Kostner Avenue Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

NEW "Hard Core" Finish Extends Playboard Life to an All-Time High!
HOTTEST COMBO OF THE YEAR Seeburg’s exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records... a perfect companion in style and performance for the new LP Console. It features albums, true stereo sound, and it’s personalized. And it has an exclusive new name, too... Seeburg Stereo Consolette.
WHEN IN ROME: During filming of "Gidget Goes to Rome" for Columbia Pictures, Jimmy Durante and Cindy Carol attract crowds along banks of Tiber. Durante will cut two bilingual songs for film, "Big Italian Moon" and "Gidgetta," to be released by Capitol Records in July concurrent with release of picture.

BILLBOARD PHOTO GALLERY OF NEWSMAKERS

NEW SONG: Brazilian composer and conductor Paola Abastur presents copy of his Alva album, "Jazza Nova," to Wilma Starch of Brazilian Government Trade Bureau.

S. A. SHOPKEEP: At grand opening of new record shop Cadena Serrano, in Caracas, manager C. Rada is congratulated by Stanley Stockhaus, president of Ronda de Venezuelo, while disk jockey Clemente Vargas Jr. adds good wishes.

MERCURY FOLKS: Mercury's George Sales, center, gets nods of approval for his cylindrical light and motion display piece from the Smothers Brothers, in Chicago on concert tour and stopover at home office.

ENCORE PLAYBACK: Serious concentration is keynote of session playback of Stan Getz', latest Verve LP, "Jazz Samba Encore." Shown, left to right: Stan Getz, Creed Taylor, Wiz Bonfo, Marie Toledo.

HIMSELF: "Mr. Ambassador" Louis Armstrong disembarks with M. A. in New Zealand, for tour. On hand for arrival was entrepreneur Harry M. Miller.

HUGGLES: "Mr. Ambassador" Louis Armstrong disembarks with M. A. in Wellington, New Zealand, for tour. On hand for arrival was entrepreneur Harry M. Miller.

MIDDLE: Scepter Records' Chuck Jackson discusses session with a&r. man Ed Townsend. Tuned in are (left to right) execs Marvin Schuster, Florence Greenberg, Paul Cantor.
All this jazz, to put it factually if a little breathlessly, is the new Rowe AMI coin-operated phonograph. It's realistically priced; it gives you programming flexibility—change from 200 selections to 160, or 100, or right back again; it delivers the orbital sound of Stereo Round® without remote speakers; it has a dramatic, full-width personalization panel; a "Top Talent" tune display that eliminates "double" title strips; it has loads of salesman-ship in its constantly changing light color movement; it has a diamond stylus good for 50,000 plays.

Tell you what. Why not see your Rowe AC Services distributor today? He can give you the full story a little less breathlessly.

ROWE AC SERVICES
18 South Michigan Avenue, Chicago 3, Ill.

Rowe sets the standards in vending equipment, bill changers, music systems
MAN IN ROME: This is not a movie set. It's Rome, and Andy Williams is standing on top of Spanish Steps (which lead to the Church of the Trinity).

Williams taped first TV show in Rome two weeks ago.

FANS ALL OVER: Scores of Frankie Laine fans jam into Blue Room of the Roosevelt Hotel in New Orleans as singer closes two-week engagement.

So many showed up that they were given permission to sit on bandstand with the act.

SONG TO REMEMBER: Publisher Hal Cook presents Vito Samela, Capitol's national singles sales manager, with Billboard Award for firm's No. 1 single, "Sukiyaki," by Kyu Sakamoto, at New York's Tokyo Sukiyaki Restaurant.

HUBERT LONG, head of Moss signs Walter Haynes, writer in charge of writer current cliches: "Still," "Black Cloud."

LITTLE PEGGY MARCH wanted to be a princess and she gets her wish as she's crowned Princess of the Naval Air Station of Willow Grove, Pa., by naval air company.

RALPH WILLIAMS (r), manager of custom records for RCA Victor, and Carl Reinschild (l), manager general custom sales, congratulate Richard Sylvardi on 15th anniversary with department.

Ralph's in charge of "hits from Hollywood" LP off Australian press is Carmen Cavallaro's "Promotion Is My Business - Ohio is My Beat."

AN ENTHUSIASTIC Franck Pourcel greets tired Roy Charles after latter's sensational show at Olympia Theatre in Paris recently. Charles scored a "Triomphe."

PULLING FIRST COPY of "Hits From Hollywood" LP off Australian press is Carmen Cavallaro. Scene was Sydney's Chequers night club. Festi- val's Roy Atkinson watches.

"Promotion Is My Business — Ohio is My Beat"

Continuous Representation for Many Accounts During the Last 5 Years

Dave Segel

Record Promotions

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