KIRSHNER NAMED V-P. AS DEAL IS OFFICIAL

By REN GREGAT

NEW YORK—The sale of all the assets of the Nevins and Kirshner publishing and recording interests to Columbia Pictures-Screen Gems was confirmed last week. At a press conference at the Columbia Pictures Fifth Avenue headquarters here, ideally less loss than in past, the former owner-named executive vice-president in charge of all Columbia Pictures Screen Gems publishing and recording activities.

Official signing of the $2 million deal took place Friday (12). (Billboard first reported the pending deal March 23.) The price includes a substantial amount of cash back. The selling price was based, according to Leo Jaffe, executive vice-president of Columbia Pictures, on a $2,500,000.

The entire subject is subject to Columbia Pictures stockholders approval at the next annual meeting to be held next fall.

Organizationally, the new operation will consist of three separate units. First of these is a new BMI firm now being organized, to be known as Screen Gems-Columbia Music, Inc. This will take over the assets and catalog of Aldon (the N-K BMI firm), Crown (BMI) and Columbia (ASCAP). Second is a new ASCAP publishing firm, Col-Gems Music Corporation which will take over the assets and catalog of Nevins-Kirshner Music (ASCAP) and Colpix and Screen Gems Music, both also ASCAP. Third is the new company's existing publishing firm, which will be composed of the various existing Columbia-affiliated publishing companies and will not be expected to be affected by the developments. Kirshner said that no new publishing firm would be active as a consultant.

It was also brought out that the new company's existing operating operations would now be a part of Columbia Pictures-Screen Gems, the newly organized entity, and that all new companies would continue to service all record companies with song material.

MOA Sweats Disky Support

Chances Are Pretty Good

By AARON STERNFIELD

NEW YORK—The Music Operators of America stands a better-than-even chance to recapture record company support at the annual jive box convention—to be held this year at the Morrison Hotel, Chicago, September 4-6.

If the four major jive box manufacturers exhibit at the Chicago show—a prospect that seems likely—many of the dealers which had eschewed the event in recent years will return to the fold.

The attendance and excitement which characterized the MOA shows of the 1950's has been noticeably lacking during the last two years, primarily because only one of the four big music machine manufacturers exhibited.

This year, however, the leading holdout, has announced that it will come out in force at the MOA. And while no definite word has been heard from the other three manufacturers, indications are that they will follow suit. Rowe AMI was the only

HELLO, THERE! Frank Sinatra, a casual type, bumps into Ray Charles on a passing by a recording studio in Hollywood, and they exchange big hellos. Sinatra's latest single is "Come Blow Your Horn," also the title of his new movie.

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(Continued on page 4)

BILLY BILLBOARD SURVEY SHOWS

Dynagroove No Sensation Yet
But Dealers Say It's Growing

By BOB ROLONTZ

NEW YORK—In the eight weeks since RCA Victor first presented its Dynagroove LP's to the trade at a Princeton, N. J., press conference it has done a massive job of making a large segment of the record-buying public aware of the word Dynagroove. And this Dynagroove-aware public has been buying Dynagroove LP's in quantities that range from "faint to absolutely none.

This is the word from close to 100 key retail outlets checked by Billboard across the country. Dealers of all types and sizes, including regular dealers, discount boomerang specialty stores, rack jobbers and chain and variety outlets.

These dealers had much to say about Dynagroove, including much that was unfavorable as well as profitable. But even those retailers who said that Dynagroove was not a selling world-wide product or else the potential of Dynagroove as more record customers to learn about it. The great majority of retailers checked said that customers who had the Dynagroove sound liked it.

Dealer comment on Dynagroove sales was most interesting. It varied according to, among other factors, area, type of store and geographical location.

Many dealers said that the Dynagroove advertising campaign by Victor (and the side campaign by Buick) had helped stimulate record business in a moderate manner at least, and occasionally in a very strong one.

The retailers who appeared to be doing best with Dynagroove were the ones that jumped on it as the start, displayed it, played it and made some attempt to explain it. Yet in some areas of the country—the South for example—it had con-}

Continued on page 8

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(Continued on page 4)
"I'M SAVING MY LOVE"
SKEETER DAVIS
C/w "SOMEBODY ELSE ON YOUR MIND"
ANOTHER HIT YOU CAN BANK ON FROM RCA VICTOR
**Billboard Weekly Picks to Go Round World**

By SAM CHASE

NEW YORK — An agreement that calls for the exposure of Billboard's picks of the best new American recordings on to the air of 3,000 stations on an every-week basis has been set between Billboard and Radio New York Worldwide (RNW), the U.S. commercial shortwave broadcasting station in the U.S.

Called "Music Worldwide," the arrangement covers several programs for the international audience. The first weekly program, "Worldwide Record Preview," is designed to provide an opportunity for leaders of the music and record industry in all nations to hear the outstanding American popular record releases.

Records will be those given a "Spotlight" rating by the Billboard review panel.

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**Last Call for Beefs Against New T.E. Rule**

WASHINGTON — Internal Revenue Service will give the public an opportunity to argue against or ask for clarification on deductible business expenses in the entertainment, gift and travel category (T & E) during a hearing to be held here May 6-7. Suggestions made in person or by written comment will be used in determining wording of regulations governing the deductible business expenses.

Although the new Tax Equity and Education Reconciliation Act (T.E. & E.R.A.) and the bookkeeping rules apply as of January 1, 1963, Commissioner Mortimer M. Caplin has promised a period of grace for bookkeeping and other adjustments to the regulations. Between January 1, 1963, and 30 days after the final rules are issued, IRS will request "reasonable doubts" in entertainment deductions in favor of taxpayers, provided the taxpayer has shown good faith in trying to comply with the new rules.

Questions have arisen among record manufacturers and music publishers as to whether any Christmas gift to a deep jazz or easy listener record would automatically come under the stigma of "payola." No definite general rule can be given, says IRS spokesman. The question is whether the giver can demonstrate that the gift was given to the recipient because of the gift's value, or the income for services received, would depend on the facts in the individual case.

If an audit turned up gifts to a deep jazz which the giver did not acknowledge as income, the facts would have to be shifted to determine whether the gift was conceivably in repayment for services rendered—hence, income. Included in the calculation of gifts—giving—but particularly in this case, because the old payola scandals of pay-for-play on aired records—is there a twilight zone where gifts could be considered a return for services. IRS spokesmen say that whether the gift is given on Christmas or another day does not alter the facts.

Anyone who wishes to attend the IRS hearings, and particularly those who want to make oral comments, must notify the Commissioner of Internal Revenue, Attention: T.P., Washington 25. Notice must be in by May 2. Hearings on the entertainment deduction rules will be held in the auditorium of the Department of Commerce and Welfare, 330 Independence Ave., Southwest, starting at 10 a.m.

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**Weiser to Head 20th Records**

NEW YORK—Norm Weiser has been named vice-president in charge of operation at 20th-Fox Records and given the slot to take over the entire operation of the studio subsidiary starting April 29. He was named to the executive position by Leo W. Sharp, executive vice-president of the film company.

Weiser's appointment ends speculation that Weiser has been going on for the past year. The first major release on 20th-Fox Records under the Weiser regime will be the track record of comedian Jack Benny that has been considered by many tradesmen to be a logical one for the label to release. The label has in release the track to another 20th-Fox Picture, "The Lumberjacks," and Weiser is the executive producer of "The Lumberjacks," and Weiser is the executive producer of "The Lumberjacks," and Weiser is the executive producer of "The Lumberjacks," and Weiser is the executive producer of "The Lumberjacks,

According to the film company, the appointment "is the culmination of a series of sales designed to make 20th Fox Records an important record label, and serves to support the film company's reorganized corporate operation." Weiser leaves his post at United Artists, where he has been a vice-president in charge of international marketing, a position that has left him with considerable responsibilities, according to the company's release.

Dick Blaise Joins Billboard Staff

NEW YORK—Blaise announced the appointment of Dick Blaise to its advertising sales department.

In the record and tape field for more than 15 years, Blaise was first with Capitol Records in Chicago, then as managing director in Nashville, then as head of the New York office of Radio Station Group, first as district manager, then as division manager, then as a jazz promoter for RCA Victor Records, and most recently as A & R Manager of Ampey's United Stereo Tape as a jazz and music manager.

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**Music Pubs Reeling Over Proposed Bill**

WASHINGTON—Music publishers are aghast at a recent bill proposing to raise all copyright registration fees to $25. Rep. Thomas Steed (D., Okla.), author of the bill, which has been approved by the House Appropriations Subcommittee, would up the fees from the present $4 registration and $2 renewal, to a flat $6 registration and $4 renewal, except for children's songs.

The bill is presently with the House Ways and Means Committee, but is not yet slated for any action. The Copyright Office says that the bill was not requested by the Library of Congress, nor does the Copyright Revision Report propose changes in the 1909 Copyright Law. The Copyright Act recommends any raising of copyright fees.

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**PROMO BULLETIN**

**Report From Milan**

**WE WANT** and need more American record artists to come to Italy and appear on RIA-Television. This is the plea of top record executives in Milan, who gave me a report on the Italian music business today. One man, who is managing a top Italian artist, Nadia Sedaka, Paul Anka and have all recorded some of their big hits in Italian in Italy and have appeared on the State-controlled television network here.

The Italian record market is approximately 45 r.p.m. singles market. Approximately 20,000,000 singles were sold last year through 3,000 lists, which is about 700 lire, about $1.10 L.P.'s, of which approximately a million were sold last year, cost an average of 3,000 lire, about $5. There is virtually no discounting. There are no rack jobbers or one-stops. Distribution is from the manufacturer through depots (distributors) through salesmen to record dealers.

The record industry, with the exception of RCA, is based in Milan. RCA's headquarters are in Rome.

There are three record clubs in existence in Italy today: Reader's Digest, Orfeo and Voci Del Padrone (the EMI group). Advertising for and promotion of club sales is virtually all done by mail.

A big hit single record can top 300,000. There were all about seven such hits in 1962. A good selling single is 50,000 u.

And there are about 18,000 jock boxes in operation in Italy today. Here in Milan I saw mostly late-model Seeburg, Wurlitzer and Rock-Ola machines.

I visited the Milan Fair which is into an exceptional display of every conceivable commodity. Over 450 million square feet of exhibit space is utilized by thousands of manufacturers to display their wares. Nowhere in the U.S. do we have such an exhibition center. Italian giant like Enrico Cuccio, the minister of the administration of the fair, which is in its 41st year, is superb.

Milan is a bustling, cosmopolitan city that is enjoying full employment. The business optimism of the people I was privileged to visit shows a deep and vital interest in national and international marketing opportunities.

Italians and Americans of Italian descent can be proud of the economic progress and growth which is so evident in the area of Milan.
CHICAGO — A U.S. congressmen charged that political pressure had been applied to get him to drop his fight against alleged programming violations by WYNR, the Chicago Corporation "rocker." Rep. Romano C. Pucinski (D.-Ill.) was among a street of pro and con witnesses to appear at Friday's House Commerce Committee hearings here last week. Pucinski said an appeal was made to him by WYNR's lawyer, Rep. Adam Clayton Powell (D-N.Y.), that he drop his fight against the Chicago station. Powell is chairman of the House Committee on Education and Labor, of which Pucinski is a member.

The hearings were called in the wake of protests over WYNR's bid to drop its Spanish language programs in favor of the station's new "Negro oriented" format. Among the shows discontinued was one produced and voiced by Mrs. Pucinski, mother of the Illinois congressman.

WYNR has contended the foreign language programs in Chicago are not necessary because there is a station in the area that is capable of handling its programs. The station has put its programming into the black and is running a station in the city's predominantly Negro area.

Re. Robin H. Guns, executive secretary of the department of commerce, said the church federation, also testified that the station's programming was put on by the federation and broadcast by WYNR had evoked keen interest in the community, a panel in which teen-agers were a part.

The Reverend Guns said he did not know of any comparable program which had been attempted in the city, and that WYNR had made free air time available for the show.

Transcripts of the hearings will ultimately be sent to the FCC which has the power to vindicate WYNR or start proceedings which may eventually lead to license revocation.

EDDIE EDWARDS Dies in Gotham

NEW YORK — The leader of the Count Basie Band and collaborator on such greats as Fats Waller, "Clarinet Marmalade" and "Fiddgle Fiddler" is dead at 71. Eddie Edwards died at his home at Amsterdam Avenue bringing to an end a career which took him from New Orleans' Rhythm club to the Hollywood Gang of Studio C in Hollywood, Palladium Kit Kat Club and Paris Folies Bergere. Edwards' band was the first American band to play a com-
Get Ready for Recordbreaker No. 4

Robert Goulet
The Wonderful World Of Love

No. 1
Always You
Robert Goulet
53 weeks on the Billboard Top LP chart.*

No. 2
Two Of Us
Robert Goulet
33 weeks on the Billboard Top LP chart.*

No. 3
Sincerely Yours...
Robert Goulet
15 weeks on the Billboard Top LP chart.*

From Columbia Records

*As of April 13th 1964
**Interdisc Lines Up Top Jazz Acts for Europe**

**NEW YORK —** Interdisc, the European firm that represents the world’s leading independent jazz labels, will stage upcoming promotional activities on a grand scale for the top disk acts.

Astonish, general manager of Interdisc, is currently in New York laying the groundwork for a series of planned tours. They will take place during the next European season, which is expected to be bigger than ever. Astonish and March, is building as comprehensive an image as possible for the artists, which includes a string of night club engagements, TV appearances and concerts. Bates works closely with Plant to produce disk labels represented by Interdisc (River-side, World Pacific; the Prestige sublabels, Bi Fi, etc.) and Philip which distributes the records.

In the concert season just completed, the Riverside and Blue Note labels featured the rhythm section of the Sockel brothers with the rhythm section of the Sockel brothers, the rhythm section of the Sockel brothers and the rhythm section of the Sockel brothers.

**Philips Plan Goes ’ilJune**

**CHICAGO —** Albums by Gerry Mulligan and the Chet Baker Sextet are included in Philips Records April '63 programming for a 10 per cent discount on new product plus the entire Philips catalog.

The plan runs through May 31 and is a promotion designed to help dealers as a new one-page order form highlighting the release and complete catalog.

Also in the release are albums by the Dave Brubeck Quartet and the Hal Hickman Singers; Elek Bacsik, jazz guitar; Barrie Brothers, country gospel, and a Middle East folk album.

Also appearing on the classical albums: Violinist Arthur Grumiaux and the London Symphony and the Everest Minitone Macrophone Concertos three and five. Amsterdam Festival Orchestra with Wolfgang Sawallisch, playing Beethoven’s Symphony No. 9 and King Stephen Overture, and Paris Conservatory students playing three Beethoven pianos.

**Cohen T&D Distrib**

**NASHVILLE —** Paul Cohen, president of Todd Recording Corporation, has signed an agreement with Bud Brin and with his own individual distributors throughout the country. Todd Recording Records was distributed through Jay-Gee Records, Inc.

Cohen is negotiating in several areas to line up distribution with his own individual distributors. The agreement will include Briar International, both in the United States and will be completed within 12 new albums next month.

The first releases on Todd through their own distributors will be by Johnny Winter, "Roe Roh" and "You Left Behind" and Joe Henderson, "My Hands Are Tied" for the first time in the United States. The Five Royales, who have just recorded, will also be released on Beach Records.

**London Names Hostler**

**NEW YORK —** Harry Hostler has been named Eastern district manager for London Records. He was formerly with Columbia Records in the Midwest and South, where he was with MGM-Verve as national sales manager and later as regional manager. He will report to Herb Goldfarb, London’s national distribution manager.

**Walker Quits Victor**

**NEW YORK —** Stan Walker, for the past year and a half vice-president of international promotion for RCA Victor, left the firm last week. While at Victor he was primarily concerned with classical recordings and Red Seal artists. His future plans will be announced next week.

**CRA's Biggest Gross**

**NEW YORK —** First-quarter earnings for the 1963 fiscal year of American Record Corporation were the highest of any three months in its 44-year history. Sales for the quarter, net of $1,216,000, rose 19 per cent to $17,300,000 from $14,500,000 in the 1962 period.

Based on the average of 17,750,000 records, or 93 cents a share compared with 81 cents last year, the average of $1,593,000 shares for the year.

**Vee Jay Master**

**CHICAGO —** Vee Jay is off and running with a new master, "Little Latin Lupe Lu," by the Killion Brothers. The week before, "Love Is a Four Letter Word," by Vee Jay’s Ewart Arvin was number one, and was sold 15,250 in Los Angeles.

The master was purchased from Ray Maxwell, Los Angeles, and will be distributed nationally by Vee Jay on the Moonlight label.
"MORE", THE THEME FROM "MONDO CANE"*  

MARTIN DENNY

THE YEAR'S MOST INTRIGUING MOVIE THEME FROM THE SEASON'S MOST ARGUED-ABOUT FILM

*LITERAL TRANSLATION OF "MONDO CANE": A WORLD GONE TO THE DOGS

LIBERTY RECORDS

LIBERTY

A SUBSIDIARY OF AVNET ELECTRONICS CORP.

www.americanradiohistory.com
Reactions Vary Along East Seaboard

Philadelphia

Quaker City record dealers were mild last week in their appraisals of the impact of RCA Victor's Dynagroove album series.

Ed Balbir, who operates two stores in Allentown, Pa., an area of the city, said customers in modest numbers are asking for the new records, and he is hard to tell if store traffic has increased or decreased for Dynagroove.

"Balbir remarked, "but it is true that people have asked about it in the Boston Pops, the Robert Shaw Chorale and the Mahler first at the Symphony, and are among the best of them for us. I would say that our customers are interested in it and I hope it will continue to generate new interest."

Noted the manager of the three-store Record Mart disk chain, said Dynagroove has created a "lot of interest" in the stores, but not yet any to matter how much one. They are asking for it, but not on the same scale.

M. Robert Rubinstein, operator of two stores in the Main Line section west of Philadelphia, said "Dynagroove is not settling the world on fire. Nobody's bought it yet, but we have been getting a lot of questions. We find that the record is what they want in the store and, if we have any other material or type, they buy it whether it's got the Dynagroove symbol or not."

Pittsburgh

RCA Victor's highly publicized Dynagroove is picking up momentum slowly in Pittsburgh's music stores with the retailer's usual roll-out.

The most enthusiastic Dynagroove proponent in Pittsburgh is Seventeenth Street Variety, where three record shops in downtown Pittsburgh have been sold. Although he admits that Dynagroove is "still not out, he feels its "liquid sound" is worth pushing to make a big success.

He declared: "Our customers are clamorizing for Marty Gold's 'Sound Power,' and the Boston Pops 'Jalousie.' I feel that it helped business in general and is just the tonic the industry needs at this time."

Betty Johnson, assistant buyer at Gibbels, claims her customers are "very interested" in Dynagroove, particularly the Peter Nero LP. She feels that advertising at the local level (with Gibbels' planning a full-page ad soon in The Pittsburgh Press) will prove a strong stimulus. Just a few customers actually understand what Dynagroove really is so far."

Stones, head of Recordwagen in Boston (and presid-ent of NARM), said "It's been very good for us. We have a demand for it. We put it out immediately after the announcement and had a dramatic surge of albums into the bottom of pop chart and three at the top of the classical chart. (Bill-board report for March 14) for Victor's popular Columbia has been really sizzling in the album fields."

"Marty, who has been very busy with this, has been very good for us, and we have been doing very well."

"Stones also noted that "the pressure has been heavy for Victor's popular Columbia has been really sizzling in the album fields."

But Victor has been anxious to give Columbia stronger displays for his accounts.

Washington

WASHINGTON—A tie with the special Buick Motors promotion has done a great deal to boost sales of the Dynagroove series in the nation's capital. General dealer reaction seemed to be equally split between the two majors and the nays of selling Dynagroove.

Glen Music said the Dynagroove line was not going well but that two classical items were pulling most of the sales. "Bootee" and "Jalousie," by the Boston Symphony and Boston Pops respectively. A representa-tive of the record buyer said people came into the shop requesting "the music played on the Buick commercials."

At Music Time, mention was made of the Buick tie-in. Reports here were that the Dynagroove sets were selling as well as anything else in the shop. General dealer reaction seemed to be equally split between the two majors and the nays of selling Dynagroove.

They Know It's Around in the Midwest

Chicago

RCA Victor's new Dynagroove release hasn't set the Midwest ablaze, but customers know it's here.

Although stores characterized sales as "another release" to "doing fairly well," all agreed that customers were interested and asking questions about the new line.

Stan Gray, at Allied Music, one of the city's biggest discount record outlets, noted that he had done particularly well with albums by Peter Nero, Marty Gold and "the Madame Butterfly" opera.

"I have a feeling that Allied has recently held an in-store promotion on Dynagroove and had sold some 75 per cent of its stock. He characterized the sale as being as low as is feasible as we had planned.

Gray said that customers seemed to notice the difference in sound primarily in the monaural product and his feeling was shared by many of the city's other outlets.

At Marshall Field's Susan Wiese characterized sales as "fairly good, not overwhelming." She noted that "only those who were already fans of Dynagroove" were customers asking for Dynagroove.

Aron Rosen, of Rosen Records, also termed sales as "fairly good but not great."

He said that people knew it was a new sound, and were curious how it sounded. Rose felt that RCA sound was not "so much better" but was a new sound and that people were "ducking the hat off its ear" in Dynagroove but that the label hasn't done sufficient promotion to get its story across to the public.

Most advertising came from Andy Anderson of Record Center.

Anderson said his customers agreed that Dynagroove "sounded good, but what's all the noise about." He said the new product was an acceptance but not enthusiasm.

Milwaukee

Dealer reactions to RCA Victor's Dynagroove debut in the Milwaukee area were "terrific to our customers are simply not impressed."

According to Dick Gassman, Downtown Radio Doctors, Dynagroove releases have sparked a smart run of traffic. "The difference in the sound is making Dynagroove sell," he said. 

"We see many people who want to buy something new, but would rather have a change in the quality of the sound;" he said. "We have been asked about it and we are happy to sell it."

E. Hurst, owner of Hurst Tune Town record shops, said Dynagroove sales were "nothing spectacular."

The people coming into the store have been intrigued by the RCA newspaper ads and most of them know what Dynagroove is," Hurst said. "Though my customers liked the quality and sound of Dynagroove many requested a much broader offering of albums from which to choose."

The same criticism of the shortage of material on Dynagroove was expressed by the salespeople at John Wade, a record outlet on Shaker Square. They reported the Dynagroove albums selling on a par with other albums. However, many customers have been brought into the outlet inquiring about Dynagroove because of a large window display devoted exclusively to Dynagroove.

The record department in the Higher Department store in downtown Cleveland reported Dynagroove sales as "nothing excep-tional. They like what they hear but complain that there's not enough to choose from," said one salesgirl.

Cleveland Feelings Mixed

Reports from Cleveland show mixed feelings on the part of dealers about RCA Victor's Dynagroove series.

Mrs. I. Dick, who along with her husband owns Hillcrest Records along Mayaguee Shopping Center, told Billboard that sales were generally "good" on Dynagroove for the first two or three weeks and have now settled back to "normal."

She said: "Our customers were impressed with the Dynagroove sound, we demonstrated it right here in the store."

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ONE FREE DISC WITH THE PURCHASE OF EVERY TWO

THE EXTENSIVE CATALOG OF GERMAN AND AUSTRIAN MUSIC FROM 'CAPITOL' OF THE WORLD

...THE WORLD'S MOST COMPLETE LIBRARY OF FOLK MUSIC AND INTERNATIONAL FAVORITES...

SEE YOUR CRDC REPRESENTATIVE FOR THE DISPLAY PIECES AND SELLING AIDS PICTURED ABOVE AND FOR DETAILS OF THIS PROGRAM
Southern Cities Play It Cool, Take a Wait-and-See Attitude

Florida Cities

Stores in three key areas of the Florida market offered varying reactions to the pact of the recently introduced RCA Dynagroove. Although the majority of key dealers last week, while still enthusiastic, described the sound as "good, but not fantastic," to "it's great and all they need is more variety." A veteran retailer Paul Keyser, president of Keyser's Record Shop, here, called the Dynagroove line "embryonic," but with a strong challenge. "I ran some ads in the local papers and came out fair," he said, "and it was So now, I'm going to try and make a real analysis.

In Orlando, George Huntington of Melody Corner, was enthusiastic. "I backed it with a good ad in the local press and ran it for three weeks. I sold out my first 100 copies and am beginning to sell some more. Since then I've reordered several times and am doing well the south in the Miami area. Mike Spector, proprietor of the Coral Gables, Fort Lauderdale and West Palm Beach, characterizes Dynagroove as "a lot of other new process that's getting only spotty activity for us. This is looking real good here on the idea," Spector said.

New Orleans

"Wait and see" seems to be the Crescent City's attitude toward Dynagroove. Survey calls to 25 stores indicated that most of the record buyers there had been a bit skeptical of the new process, and were waiting to see how the stores the said the ads were being geared to take advantage of interest in the records, which was building slowly.

Another survey which said reaction so far had been mid with top calls coming for the "Beller" and "Worth" albums. Mr. Smith's also said that there had been a lot of reaction to the series on local radio and that in-store promotion had been set. Dealer also made the comment that the lack of Dynagroove product in the April release might have hurt sales, for people, being aware of the new series, had been waiting to hear their favorite artists be represented on the new known and sound discs. The Adams Record Shop spokesmen said pretty much the same thing.

Atlanta

RCA Victor's Dynagroove re- leases in Atlanta this week have a dent in the Atlanta market, according to retail outlets closed. A total of 44 stores out of the largest record department stores of the area made of the Dynagroove LP's were very slow. The buyer blamed it on the release schedule and the lease, and said that none of the releases were not the exception of Peter Nero, was a "hot selling action." A total of to this buyer, even an ad the store ran on Dyna- groove LP's did little to draw in the disks. However, this buyer did say that better re- sults could be expected of Dynagroove in the future when Victor put out more powerful releases.

At Davidson's Department Store, John Payne said that there were some requests for Dynagroove. He said that it was "up and coming," and said that he had only had Dynagroove LP's in the store for two weeks, he was going to try and determine how well it might do. At Atlanta's Record Hunter,FLike the Baker Audio Associates store, Mrs. David A. Renach said that Dynagroove sales were just about average. She said only a few of her customers seem to know about it. She also claimed that when Dynagroove Records were played on good audio equipment, some prospective customers expressed strong reaction to Dynagroove. Her best selling Dyna- groove album was "Saxo." She said that "it was something that was really done well." However, she said that the store orders for that prior to that, and "we're beginning to know anything about Dynagroove.

Memphis

A survey of key outlets here of the 144 records showed most disappointing results as far as the public was concerned to the new tech- nique is concerned. The survey of a number of retail outlet, a demonstration store and a discount house brought these answers: 1. Dyna- groove has not sold better than other LP's. 2. Customers are not asking for Dynagroove by name. In fact, they don't know what it is. 3. Advertising has not increased store traffic as was expected. Record buyers are not asking for more Dynagroove records and, but Victor has put out the 10.

On the positive side, there was this: 1. Customers like the sound. As one buyer put it: "It is a better per- forming record." But, on the other side, "They really can't tell much. It's a little clearer. That's about all." When roigators at customers are feeling by some dealers that Dynagroove could well be much better accepted in the future.

New York

Here are some of the comments on Dynagroove—

Frank Berretta, Popular Tunes: "It's too early to tell much yet. The public is not buying just because a record is on Dyna- groove, just because Dynagroove have about the same thing but they call it by another name: "If someone wants a particular artist, he buys a record for that particular artist, it doesn't matter if it is Dynagroove, fi, stereo or what. All who have heard Dynagroove like the artists and they want it." Thomas Warner, Modern Music: "We are pushing Dyna- groove to our customers because these albums better than other LP's. The public is not yet ask- ing for them. We have the 10 on ast- ready. I think they will in time." "I've seen it be sold, but when I played them: 'The heavens has had no effect yet. I think it will in time.'" "We're selling some and we're selling good in three weeks we've had it." Sidney Turk at Colony Rec- ord Shop said that as yet Dyna- groove Records had had only a limited appeal. He said the small amount of albums of Dynagroove so far (10) didn't give the customer much choice. He told us that the customer's reac- tion after hearing a Dyna- groove LP was good, especially to the monaural Dynagroove disks, but as of now, few of his customers are asking for Dynagroove. His best selling set was "Madame Butterfly."

Dallas and Fort Worth

Curiosity and demonstrations scored. I wouldn't make up the Dewgroove in the Dallas market in this survey of stores in this metropolitan area seems to be on the mild side. Most dealers reported very little in the way of out and out excitement.

The one out and out rave of Dynagroove came from the Mel- gay Record Shop, where a spokesman said customers were buying it over other LP mer- chandise. It was also noted that the store had a special section and much elaborated Sweeney ad- vertising. The new RCA series was tested as being a real traf- fic builder with demonstrations being given constantly to brows- ing customers.

At Washburn in Dallas, how- ever, a spokesman said few if any customers could tell the difference between the new sound and other stereo of compa- rable quality.

At Monning Department Store in Fort Worth, a spokes- man said that the traffic and sales around the Dynagroove were being building slowly, although the first several weeks after the expected. Rowlands in the same city said the sales were not selling with the exception of Peter Nero.

Milwaukee

"Continued from page 8

What a good surprise the Milwaukee area, with its varied and diverse customer has been the sudden upsurge of Dynagroove sales. The store, although the store had a special section and much elaborated Sweeney ad- vertising, the new RCA series was tested as being a real traf- fic builder with demonstrations being given constantly to brows- ing customers. The store, although the store had a special section and much elaborated Sweeney ad- vertising, the new RCA series was tested as being a real traf- fic builder with demonstrations being given constantly to brows- ing customers.

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San Francisco

SAN FRANCISCO — Dyna- groove LP releases show no impact in San Francisco, according to reports from local record stores, although they are doing well, and many more stores in the area are say- ing the LP's, though some de- alers are skeptical about how long the popularity will last. Sherwood Bader of Sea of Records said the Dynagroove releases are drawing a good number of customers. "They are not asking for it, but they want it anyway. Victors' other records are selling better than Dynagroove," he said.

At the White House Department Store David Plat of reported Dynagroove LP's are doing well, and many more stores are selling. "I don't know if my cus- tomers know what it is—we're doing so and some don't. I like Dyna- groove because it stimulates sales. It's a lot better than the sound quality. We're not only very strong here in classics. Our initial reaction is slower than we had hoped it would be. It will still be the next step up as soon as they begin putting that albums on Dynagroove." On the far side of the bay, Joe Grasch, Grasch Ra- dio & Appliance Store, claims that despite window displays and truck signs, the Dynagroove im- pact has been "very mild." "My customers," Grasch says, "are not impressed with Dyna- grove as it is with Dynagroove. Phase which makes for a much more impressive demonstration of sound separation."
In the tradition of the "Yellow Rose of Texas" and "Bridge on the River Kwai".

now

A HIT IN THE MAKING!

I WANNA BE A LEADER

I DON'T WANT TO SET THE WORLD ON FIRE

LAFAYETTE*

STU PHILLIPS

THE MARCELS

SAMMY HAWKINS

from the Movie Film Production, "LAFAYETTE"

*JUKE BOX PROMOTION

COLPIX RECORDS

COLPIX RECORDS A Division of Columbia Pictures, Corp. 711 FIFTH AVE., N. Y.
LIVE REVIEWS

A Legend Under Construction

Folk Poet Dylan Weaves a Spell

By BARRY KITTLESON

Folk poet Bob Dylan, who made his New York Town Hall debut last week (12), is the stuff of which legends are made. At 21 singing his own compositions, Dylan turns out to be not just an individual; he is an abso-

lute original.

Dylan is literate, but he affec-
tions for love, loss, and the di-
tion to subtle purpose, making-

tions can be profound. Dylan's poetry is born of a pain-

ful awareness of the tragedy that underlies the contemporary human condition. But none of it is cliché. Whether he is ser-

monizing on loneliness, fear, falling, war or personal tragedy, he has the unbiased perception of a reporter and the compassion of a free spirit.

Dylan, the performer, is un-

stoppable. He has a perfect con-
trol, and his musicianship is more than competent. But it is his primary purpose to speak, not to entertain. The influence he has on his audience is evident by the many popular folk singers who turned out for his concert debut.

He has recorded two albums for Columbia. The first, "Bob Dylan," is a document of his rapid growth in the past year. "The Times They Are A-Changin'," which Columbia has released, is something to look forward to.

Among the young "comers" in the Dylan world, Stills is perhaps the most important. He's not lost in the explosion of any overnight rhythm of the past. The prediction here is that his talent will be around for a long time. Long and his capacity for growth will continue to make each Dylan album a fresh and unique experience.

The Hotel Americans here couldn't have made a better choice than the timeless Ella Fitzgerald to open its com-

pletely reconstructed Royal Box Supper Club. Working with her inevitable prop, the handker-

chief, she offered a full-tilt blues in rare form as the mixed moody, swinging set. This was a well-

sung spot秧ing seat musical treat-

behind her fine Tommy Flanagan Quartet, with trump-

etman Roy Eldridge sitting in.

The Royal Box itself is now a room which offers the audience a patron wishing to risk the superior cost of an evening there something approaching his money's worth. It's an art and well-lived-

out now as it was chaotic at last year's grand opening which fea-
tured Harry Belafonte singing in a far-away manner at the far end of the long narrow room.

The floor is now set at the middle of the room and the room is terraced (God bless manager Claude Philippe for that). The score is on the Empire State Building and the audience is on the lower terraced (Continued on page 14)

No, Sophie Don't Shake Like That

By GIL FAGGEN

Any resemblance the new Broadway musical "Sophie" has to the fabulous entertainer, Miss Sophie Tucker, on whose life it is based, is purely accidental.

The two-act musical with stage production by 23-year-old director "Glory de-tenant, Dylan's birth and turns on an old LP made by a friend, "Will Feller" on RCA Victor.

THURSDAY 25—DAVY DAVIS JR.

One appears on January 25 Andy Williams Show (NBC-TV, 10-30).

FRIDAY 26—JONATHAN WINTERS, KATE SMITH

both will appear on the Jack Paar Show tonight (NBC-TV, 11-15). Wives are on CBS.

SUNDAY 28—XAVIER CUGAT, ARLENE LANE, JAN PEerce

(Continued on page 14)

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot discs artists. A clipped and pasted 3 by 5 cards these biographies will help you build a convenient file of such data.

AL MARTINO

REAL NAME: Alfred Cini. BIRTHDAY: October 7. Birthplace: Westville, South Philadelphia. BACK-

GROUND: A first gener-

ation Italian-American. Mar-

tino grew up in an atmos-

phere which favored the big sound of traditional Italian song and opera, as was the case with his boyhood friend, Mario Lanza. When Lanza made his film debut in 1940, Martino was so encouraged to make his own. He turned to his father's construction business, and singing in various local clubs at night. In 1952 when Capitol recorded his first hit his "Here In My Heart." This was followed by such other big ones as "Wanted" and "Rachel." The switch was that he did not have to look over his shoulder to native America, and he could be heard playing theaters, clubs and concerts for the next five years. For the past few years he has been work-

ing hard at his development as an entertainer, and the result is a revival of the big legitimate voice, and now finds him-

self in the "hot spots" of the country, working like a "pro" because. Martino lives now in Lansdowne, Pennsylvania, with his wife, Gwendolyn, and two children, Alfred, 5, and Diana, 3.

LATEST SINGLES: "I Love Because" continues to move up the Hot 100 into the forties this issue.

LATEST ALBUM: The "Exciting Voice of Al Martino" has a repertoire which includes "Granada" and "Nessun Dorma." (Capitol)

TALENT ON TOUR

EAST

Ray Charles will occupy Carnegie Hall for a series of concerts and evening performance on Sunday. Moving northeast is Joan Baez who will play the Eastman Theater, Rochester (23); War Memorial, Syracuse (24), and Penn State University (26). Six-foot-tall Elektra newcomer Judy Henke is set for her New York debut at the Village Gate from April 23 to May 12. Co-billed is jazz-

man Chico Hamilton. Marty Lipschitz's group will be at the Whirlaway-in-the-

weekend this week. The Smothers Brothers play Trinity Col-

lege (27) and at the West Side Playhouse (28). There will be a star-studded opening at Birdland (29) for two weeks. . . . There is a Peter Nero concert set for Brooklyn College for Saturday (27).

Talent on Tour (Top record talent in top record towns this week)

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Last week a find...today a star!
greatest action single of the year

Lesley Gore
“IT’S MY PARTY”
(...I’ll cry if I want to...)

B/W
“Danny”
72119

Available in Canada through Quality Records Limited
**TALENT TOPICS**

**NEW YORK**

Thirteen is a lucky number for little Faye Smith, who was 13 on April 13. A discovery of Connie Francis and Papa Bongi, Faye will soon release her first record. She's from Connie's neighborhood in New York City.

**SAN ANTONIO**

Sally Jane Hall opened an engagement at the Hotel San Antonio Club. Miss Hall will share the bill with the Larry Four Songs. Don Goldie's quartet will continue to provide the music.

**MIDWEST**

The Four Freshmen have a heavy schedule of one-nighters this week in Billings (22), Omaha (23), Kirtsville, Mo. (24), Alliance, Ohio (26), and Rochester (28) before they head to the east coast and Buffalo on April 27.

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**THE BEST DOLLAR VALUE AN GUARANTEED FOR PROFITABLE SALES**

---

**SATELLITE**

Barbara Eden is to appear. She will be a guest on the program of Harry Jackson in Billings, Montana.

---

**SMASH DOUBLE HEADER**

**SOUTH STREET**

The Four Evers

**JAMIE/GUYDEN**

PHILADELPHIA 23, PENNA.

"SUNDAY NIGHT" The Sherrys GUYDEN #2084

"EVERYBODY SOUTH STREET" The Four Evers JAMIE #1247

Say You Saw It in Billboard
EXCITING SOUND AROUND!

JIMMY SMITH

SMASH HIT SINGLE!

HOB0 FLATS (Parts I & II)
JIMMY SMITH

FROM THE HIT ALBUM ON VERVE! V/V6-8544

K 10283
now available in colorful sleeve

CHART-BUSTING ALBUM!
V/V6-8544

STILL GOING STRONG!
BASHIN'
The hit album with "Walk On The Wild Side"
V/V6-8474

THE JAZZ AND WIT OF AMERICA ARE ON

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.
Beach Hoot a Splashing Success

DAYTONA BEACH, Fla.—The hootenanny first time nature and music hit together as the stage is set for Festival Four, April 4 to 12 by Mercury Records, drew more than 7,000 college students to the broad, flat, sweep of the beach here as the contest finals. Contestants competed for the first prize of a Mercury disk pact.

David Carroll, Mercury's A&R chief, reported the Rum Runners of the University of Houston (one of the best new groups he has heard in years) as this week's winners, who in addition to their new recording contract drew an invitation to appear at the Monterey (Calif.) folk festival next month. Second prize went to a solo act, Jim Rogers of Winter Park, Fla. Third place winners were the R&B Rousers of Daytona Beach.

Eight days of live auditions on WFMY here preceded the contest finals. The contest, co-sponsored by the New York City Chamber of Commerce, received strong promotion along the five-mile stretch of beach. Trucks filled with speakers and the up-dated beach starring up interest and local clothing and record stores tied in with window displays featuring Mercury albums.

Hootenanny on TV Needs Life

By BARRY KITTLERSON

NEW YORK—ABC-TV's Saturday night "Hootenanny" is in more hot water than was created by the stir over its alleged blacklisting of Pete Seeger and the Weavers. It is in desperate need of a suitable format to bring the show to life.

On Saturday (13), the second show in the series emanated from Boston as in the case with its premiere, it talked over the fine points of talent. First rate was first rate: Theodore Bikel, the Journeyman, Ian and Sylvia and the up-dated Roofop Singers. This only made it double apparent that anyone can be made to look dull.

The producers of the show try very hard indeed to create an authentic college concert atmosphere. Instead they've whipped up a monster that is reminiscent of the amateur days of early television.

Announcer Jack Linkletter lurks in the background only to come on like a reporter at a wrestling match, hand mik. and whispering over the first few bars of each song. It's not "There's" fashion. The audience is thoroughly uncomfortable and portable by the awareness that they may at any moment be pressed on cameras. The performers give the impression that they have been manipulated in a big shot, a trick, and can't wait to get out. The whole business is uneasy and a little shame on the network.

It can only be hoped that future taglines will be imaginatively written to take into consideration the ultimate medium's shooting format. It will be to lose the only current showcase for folk talent which has become too valuable and significant a segment of the musical scene.

We'll be able to benefit a world of talent by giving back to the use of the producers set-up which puts everything in a prime time slot. They might create the enthusiasm of an authentic college concert if they do.
An Announcement of Inordinate Significance...

ERROLL GARNER
ONE WORLD CONCERT

RECORDED IN ACTUAL PERFORMANCE AT SEATTLE WORLD'S FAIR

ERROLL GARNER'S FIRST CONCERT-RECORDING!!
IN SEVEN YEARS IS NOW AVAILABLE ON reprise

Recorded in actual performance at Seattle World's Fair; bass and percussion accompaniment. Selections: THE WAY YOU LOOK TONIGHT, HAPPINESS IS A THING CALLED JOE, SWEET AND LOVELY, MACK THE KNIFE, LOVER COME BACK TO ME, MISTY, MOVIN' BLUES, DANCING TAMBOURINE, THANKS FOR THE MEMORY.

OCTAVE RECORDS

www.americanradiohistory.com
WHEELING, W. Va.—The WVA Jamboree celebrated its 30th anniversary Saturday (20) with two shows at the Capital Theater, Wheeling's largest. Headlining the 30th anniversary show were Wilma Lee and Stanwyk Cooper and the Cardinals of Dickson Mountain Clan, Big Slim, the Vandergrift Brothers, Buddy Durham, Jimmey Stephens, Croy Draper, Doug McLean, Jean Marie, Kathy Dee, Doc Williams and Smokey Peacher, Kenny Roberts and Roy Scott.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Poor record service on c.w. music seems to be the rule rather than the exception in Oregon," typewrites George L. (Bojo) Harkness, Winfield, Ore., who has been living here so long they probably think I have died or moved on, but believe me I am still spinning c.w. records every day... Robert H. Brundige, promoter of WTID, Norfolk, Va., asks that the diskjockeys put their station on their lists for new releases. "We have just recently taken over the management of this station and it seems the records have been mismanaged, with the result that some of the best are not heard and most are not," writes Brundige. Bob is also anxious to know if Bob Ferguson, president of Backwoods Music, Nashville, is the same Bob Ferguson who worked the Norfolk area some years ago.

Lou Epstein Dies at 39

CINCINNATI—Funeral services will be held here Tuesday (16) for Lou Epstein, 39, on authority of country music and with Jimmie Skinner co-owner of the Jimmy Skinner Music Center in downtown Cincinnati, who died Sunday (14) at Sheltering Oaks, local nursing home, after a lengthy illness. A member of the Country Music Association, Epstein entered the record business following his discharge from the Coast Guard after World War II. He and Skinner established the Music Center, one of the largest country music mail order houses in the country, in 1948.

He leaves his parents, Mr. and Mrs. Morris Epstein.

"Intermediate Forty"

NEW R & B RELEASE

Off to a Good Start

"I'm Gonna Quit You Pretty Baby"

By Silas Hogan

Sun Records

HICKORY 1201

"Sherry's Lips"

w/ Miss Brown

5353 Phillips International

David Houston

Sun Records

George Jones

Minnie Pearl

Skeeter Davis

Rusty York, country and folk singer, gets a lift from one of his orch boys, seven-foot-four Jerry Weber, during a visit with Bob Clark (left), platter spinner of WKLX, Detroit, to plug his new Gaylord release, "Sally Was a Good Old Woman," written by Horace Howard.

Seventh Derby Fest Show Set

LOUISVILLE—The Seventh Annual Philip Morris Derby Festival Show will feature Rayburn Burr, TV's Perry Mason, along with a line-up of top country stars. The show, presented by Philip Morris, and which is admission free, will be held on May 1 at the Fairgrounds Coliseum here. In addition to Burr, the stars include Ray Price, Skeeter Davis, Faron Young, George Jones, Minnie Pearl, Carl Burtle, Tex Ritter, and the North Carolina Cloggers. The Jim Denny Artist Bureau, Nashville, will book and produce the show. Last year the show played to a turnover audience of 28,000.

On Route To Being A Hit!

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Sun Records

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Rusty York, country and folk singer, gets a lift from one of his orch boys, seven-foot-four Jerry Weber, during a visit with Bob Clark (left), platter spinner of WKLX, Detroit, to plug his new Gaylord release, "Sally Was a Good Old Woman," written by Horace Howard.
Floyd Cramer and Billy Grammer.

Don Pierce, Starday Records chief, leaves his Madison, Tenn., headquarters Tuesday (23) to visit his firm's distributors at Seattle, Portland, Ore.; San Francisco, Los Angeles, Phoenix, Ariz., and El Paso, Tex. He will attend the Country Music Association board of directors meeting in Las Vegas, April 29-30. . . . Ernest Tubb and His Texas Troubadours stop for a return engagement at the Four Seasons, Aurora, Colo., April 26-27. Marty Robbins follows in at the same spot May 2-4. . . . Clyde Beavers, country singer and song writer, and Buddy Harmon, drummer, have formed a new publishing firm, Jackpot Music, with offices at 817 14th Avenue, South, Nashville. . . . The Johnny Cash show is routed for the Coronado Theater, Rockford, Ill., April 23; University of North Dakota, Grand Forks, N.D., Municipal Auditorium, Fargo, N. D., 25; Army Post, Duluth, Minn., 26; Civic Auditorium, Milwaukee; 27, and Ariz Crown Theater, Chicago 28.

Dick Dunmore's new RCA Victor release, coupling a pair of original compositions, "Double Trouble" and "Strangers Again," was released in Canada last week. . . . Gene Bogg, who appeared for several years on Carlton Hansey's "New Domination Barn Dance" in Richmond, Va., is now heard each Saturday at 3:30 p.m. over WOAY, Oak Hill, W. Va., with his West Virginia Hillbillies, comprising Don Lawson, Kenny Boswell, Fred Tilman, Wesley Dovel, Mel Bennett and Romaine Mitchell. . . . Pat Brady, country deejay at WMRR Radio, Flint, Mich., recently signed to a recording pact by Hal G. Nol, general manager of King Records, Cincinnati, will have his first release for the label around May 1. Session was cut at the Owen Bradley studio in Nashville, with the tunes drafted by Sue Fire Music writer, Jack Ripley.

May bookings for Oak Leaf Park, Hurry, Pa., are Ernest Tubb, May 5; Bill Anderson, 12; Don Gibson, 18, and Billy Grammer, 26.

Dicken and the Dancing Dolls, Ann Beverly and Bob Goodnow, at City Auditorium, Amarillo, April 12, and another unit, with Artie Norman, George Kent, Ann Beverly, Lou Walker and Wendell Burch, at the high school auditorium, Floydada, Tex., April 16. Dick goodnow, in his promotion work, Allen serves as country deejay at KBLC, Amarillo.

Promoter Dick Schuler of Monroe, Conn., has completed arrangements for another country-and-western show to be presented at Edmond Town Hall, Newtow, Conn., April 27. Headlining the proceedings will be Bill Clifton, along with John Duffey and Charlie Walker and the Country Gentlemen. Also appearing will be the Country Ramblers . . . Smiley Wilson, of the Wil-Helm Agency, Nashville, has framed a country music dish comprising the Wilburn Brothers, Marjoe Guevara, Earl Scott, Little Jimmy Dickens, Slim Whitman, Don Helms and Warren Smith for Monday, April 30, at Civic Auditorium, Chicago, Ill. . . . 

Chet Ward, deejay at WTAQ, La Grange, Ill., hosted a promotion party given by the Hart Van Recording Company of Anaheim, Calif., at the Cantil Hill Holiday Inn Motel, Nashville, April 19-20. All area disk jockeys were invited to attend. Also on hand to greet the guests was the personnel of Music City Distributing Company, Inc., Hart Van Nashville rep. During the two-day session, Host Ward kicked off his new release on the Hart Van Records of "I Might Have Known" b/w "My Faith in You" and a c.w. release on HiLee Records, "Hello-Dec-b" b/w "Shadows of Love." Also on hand was Bill Mudwell, of the Country Rhythmboys, who played the 8:30 HiLee release of the Claude King-Marie Kilgore number, "Ring of the Mountain" b/w, "If You Got a Heartache."

Vee Jay Records artist Tony Douglas, who recently inked a personal-management contract with Frank Franks Enterprises, Streator, Illa., is set for the April 15-28 period at the Navy-Jerry Club, Colorado Springs, Colo. Working with him on the date is producer Chuck Jennings . . . Claude King, Kitty Wells, Johnny Wright, Don Helms and Montane Slim are set for a 35-day swing through Eastern Canada, starting at Halton. N. S., May 8; King last week played Canadian dates for promoter Martin Payne . . . Rusty York, currently playing Midwestern clubs with his band, is preparing material for a folk song album to be performed by Pat Nelson. Rusty is riding high with his new release on the New Star label, "Sally Was a Good Old Girl," written by Harel Howards.

Charlotte Harden, c.w. deejay at WMRY, Flint, Mich., and the jumping yodeler, Kenny Roberts, a regular feature on Saturday night at 7, with staff band, were on WENY-TV, Bay City, Mich., in a seg billed as the "Michigan Jukebox." . . . I was thrilled to hear his new release off the Top 100, a 45 called "Charlotte," to receive a telegram from Oscar Davis in Nashville, telling me that the Grand Ole Opry stars, who will appear at Cobo Hall, Detroit, May 5, have voted me Miss Grand Ole Opry of Michigan for 1963. Our new record, 'The Search Is On' by 'My Crazy Heart,' has just been released. It was produced by Pete Drake, who plays steel on it and features, among others, . . .
R & B ROUNDUP

By NICK BIR O
(Chicago Office)

CHANGING TIMES: The old black and white cleavage between rhythm and blues and pop radio stations is fading. Most and more of the traditional Negro r.a.b. stations are picking up pop sounds, and the pop format stations are opening their doors to r.a.b. records that used to be taboo. There's still a difference, but look at the signs of change... At KXLW in St. Louis, Jimmy Bishop tells us

that the recent introduction of so-called “White sounding records” has dropped the r.a.b. programming to where it constitutes only about 60 to 70 per cent of the total. In Kansas City, KURL, a traditional pop station, has trimmed its roll in a fight for number one ratings, and in Detroit the station's new evening deejay, the trimming will include a move from a “pop-rock to a hard-rock” sound. Look for more r.a.b. sounds here.

In Chicago, Leonard Chess' new WGN is giving the city its strongest r.a.b. sound in years. However, WYRN, which originally started as a “Negro-oriented station,” has softened its sound to where it is very close to WLS, the city's big pop format rocker... Incidentally, Chicago now has three “singles-swinging” deejays battling during the evening; Dick Blondie (WLS), Dick Kemp (WYRN) and Herb Kent (WGN).

TOURSville: Tamla-Motown's Motition Review starts another national tour, opening at New York's Regal April 19. They're slated for St. Louis April 21, and will be up in the middle of June in New York's Apollo. The group includes: Little Stevie Wonder, Mary Wells, Marvelettes, Martha and the Vandellas, Smokey Robinson, Miracles, Contours and the Supremes. Motown is releasing an album next week featuring the Motortown Review recorded in Detroit earlier this year. Motown is also putting out a new Mary Wells release, “Your Old Standing,” and one by Eddie Holland, “Baby Shaka...” A new vocal group, The Four Tops, was signed by Tamla last week. They open at the Chicago Playboy shortly. Stacy's Rockers John Dismal says that Al Casey's follow-up to “Don't Do Bad” is a springtime version of “Indian Love Call.” He says it's a “sock.

THANKS TO: “Chatty Hat-y” of WQV, Charlotte, N. C., who writes, “I always enjoy reading the Roundup and look forward to each issue.” According to “Chatty Hat-y,” “Lovers” by the Blindmen on Success is getting the most requests; hottest tune by a female group: “Decatur Street” Patti Labelle on Newtown: Number one tune by a male singer in Charlotte is “Send for Me” by Jimmy Wick on Lenox; Number one female single is Bobby Washington's “That's How Heartaches Are Made.” Most promising record is “Why” by Roosevelt Greer on Battle... Chalk up another one for Phil Serock—this timepick “There Comes My Baby” by Toml Jones. Producer is Lester Ball, arrangers, and record engineer is John Williams.

PICKS: By Jimmy Bishop, KXLW, St. Louis, include: “If You Need Me” Solomon Burke, Atlantic; “The Love of My Man” Theodis Kilgore, Serock, Bishop and the Notes; “The Two Stupid Feelers” are left in St. Louis for a Philadelphia appearance before going on a theater tour... Chicago's swingin' Potter Distributing Company has picked up Fortune, H-Q, Popular and Stereo-Oldies, and Joe Cerami is still in New York looking for more. Potter's John Kane is picking everybody's act on “I Miss You So” by Sonny Tio and the Orioles on the Charlie Parker label. Tio is trying for a come-back on this one. Mose is also hot on the trailer to play the Copas-Copas-Copas, et al, “Angels From the Opy” Rusty Adams on Bitar; and “Ain't Gonna Play the Fool” by the Cats on Leadstone.

Mr. Dynamite is real Dynamite in "PRISONER OF LOVE"

JAMES BROWN

KFIOL, Long Beach, Calif., stopped up Las Vegas recently to record the live album recorded by Ten Williams at the Mint nite, and the record companies... Biff also told us that on the session, which was produced by Tommy Allman, the session included recordings bynr, Hank, Harry, and others. They also recorded a session for another tour. He is also reported a new promo for the promotion-publicity job of one of the record companies... "I have been successful in getting our live recording... I am sure that we will be successful with this promotion," Biff says.

KFOX, Long Beach, Calif., will serve as emcee at the dinner-dance for the country music industry to be held May 8 at the Four Seasons innery in Aurora, Colo., near Denver. Shiner will man the bartenders to reach the c.a.b. releases during the 7-9 dinner period. The dance will be set up at the affair under the direction of Gladys Hart, C&W Record Promotion, Denver, to display the new releases as well as other information on record promotion. All deejays will be guests at the dinner-dance. Tickets for other members of the industry are $2.25 per person for the dinner and dance. Tickets may be obtained from Homer Lilke, Fiske Publishing Company, Denver, 11. N. Sper Boulevard, Denver 11.

Billie Collins, a.w. jock at...
thanks again disc jockeys--

Bobby BLAND

coming soon . . .

"SOMETIMES YOU GOTTA' CRY A LITTLE"
b/w
"You're Worth It All"
Duke #366

current albums

Here's the Man!!
BOBBY BLAND
DLP-75

TWo STEPS--BLUES
DLP-74

Watch for New Album . . . Coming Soon!

Recording on:
DUKE RECORDS
Exclusively Booked by:
BUFFALO BOOKING AGENCY
2807 Erastus St. Houston 26, Texas
# Dot Records

**The Nation's Best Selling Records**

**Five Smash Albums on Dot!**

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
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<tr>
<td>1963's Early Hits</td>
<td>Lawrence Welk</td>
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<tr>
<td>Days of Wine &amp; Roses</td>
<td>Pat Boone</td>
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<tr>
<td>Pipeline</td>
<td>The Chantays</td>
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<tr>
<td>Pipeline</td>
<td>Steve Allen</td>
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**Smash Hit Singles!**

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<td>Gravy Waltz / Preacherman</td>
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<tr>
<td>Granny's Pad / Blues Bouquet</td>
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<tr>
<td>I Wonder Where You Are Tonight / Dream Girl</td>
<td>Arthur Alexander</td>
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<tr>
<td>I Just Do / Load 'Em Up (Any Keep On Steppin')</td>
<td>Jimmie Rodgers</td>
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**Best Selling Singles**

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<td>Blue (The Original)</td>
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<tr>
<td>Diamond Head / How The West Was Won</td>
<td>George Cates</td>
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<tr>
<td>Days Of Wine And Roses / Meditation</td>
<td>Pat Boone</td>
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<tr>
<td>The End Of The World / Big City</td>
<td>The Mills Brothers</td>
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<td>Sorry (For The Way I Treated You) / Boss Strikes Back</td>
<td>The Rumbles</td>
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<td>Stripper's Sugar Blues / You Made Me Love You</td>
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**Hit Albums on Dot**

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<td>BOSS THE Bumpers</td>
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<td>1</td>
<td>3-7</td>
<td>I WILL FOLLOW HIM</td>
<td>Little Peggy March, RCA Victor 454</td>
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<td>2</td>
<td>5</td>
<td>CAN'T GET USED TO LOVING YOU</td>
<td>Andy Williams, Columbia 4247</td>
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<td>HE'S SO FINE</td>
<td>Clifton Chenier, Capitol 5253</td>
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<td>8</td>
<td>PUFF (The Magic Dragon)</td>
<td>Patti &amp; Nick, Warner Bros 3411</td>
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<td>5</td>
<td>6</td>
<td>BABY WOODS</td>
<td>Juke Wilson, Brunswick 52079</td>
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<td>PIPELINE</td>
<td>Jackie Wilson, Brunswick 52079</td>
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<td>DON'T SAY NOTHING BAD ABOUT</td>
<td>Little Peggy March, RCA Victor 454</td>
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<td></td>
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<td>MY BABY</td>
<td>Andy Williams, Columbia 4247</td>
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<td>Pat &amp; Paula, Philips 4408</td>
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<td>ON BROADWAY</td>
<td>Royal Crown, Columbia 42473</td>
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<td>73</td>
<td>THE END OF THE WORLD</td>
<td>One Half, RCA Victor 454</td>
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<td>IF YOU WANNA BE HAPPY</td>
<td>Bunny Soul, R.P.O.B 5018</td>
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<td>YOUNG AND IN LOVE</td>
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<td>LOSING YOU</td>
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<td>TAKE THESE CHAINS FROM MY HEART</td>
<td>Chubby Checker, ABC-PARAMOUNT 16425</td>
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<td>SANDY</td>
<td>Dino, Liberty 22095</td>
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<td>IN DREAMS</td>
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<td>16</td>
<td>MR. BASS MAN</td>
<td>Junior Cigar, Keppie 463</td>
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<td>LINDA</td>
<td>Joe and Dean, Liberty 22095</td>
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<td>LITTLE BAND OF GOLD</td>
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<td>29</td>
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<td>DON'T BE AFRAID, LITTLE DARLIN'</td>
<td>Chubby Checker, ABC-PARAMOUNT 16425</td>
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<td>30</td>
<td>39</td>
<td>DAYS OF WINE AND ROSES</td>
<td>Andy Williams, Columbia 42476</td>
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**HOT 100—A TO Z (Publisher-Licensee)**

**BUBBLING UNDER THE HOT 100**
ROY DRUSKY

SHE NEVER CRIED WHEN SHE WAS MINE
(Farmer, BMI) (2:02) Decca 31486

Another top Hank Williams song here and it's given a nice reading by the country star. The side's a weeper that should score again by the country folk. The city is 'Divided Love' (Mace Blue, BMI) (2:16).

SPECIAL AFRIT SPOTLIGHT

FOR DISK

JOCKEY PROGRAMMING

MAXIM SAURY

TU ES LA
(Turn Around, Look at Me)
(American, BMI) (3:06)

J'ENTENDS SIFFLER LE TRAIN
(500 Miles)
(Friendship, BMI) (2:32) - Impala 315

For his chaparral programming, the instrumentation that could go with it, the country star has gone big on the '50s genre. '50s is as alive as the best oldies. It's a big hit as an instrumental trad jazz version.

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to meet being listed with singles from other records, and from other artists.

POPULAR

DIANE RENAY

**** As a Dime a Dream (Saturday), ASCAP (2:39) - **** Tender (Saturday), ASCAP (2:20), ATCO 6024

GISELE MacKENZIE

**** Lover's Lullaby (Mann, BMI) (3:00) - **** By My Side (Browne & Henderson, ASCAP) (2:40), MERCURY 1113

FRANKIE AVALON

**** Marianne (Mar-Neil, BMI) (2:28) - **** California (Esterno, ASCAP) (2:25), CHANCELLOR 1125

GENE CHANDLER

**** Check Yourself (Jobett, BMI) (2:46) - **** Firefly (Mann-Cannel, BMI) (2:11), VEE JAY 511

JOHNNY BECKER

****revuates (Pruitt, BMI) (2:15) - **** Summit Ridge Drive (Wheeler, ASCAP) (2:03), CHARTER 4

SANDY AND JOHNNY

**** Mississippi Spiritual (Zoffair, BMI) (2:25) - **** The Weaving Tree (E. M., BMI) (2:27), CANADIAN 125

JEFF AND JAMES

**** Welcome in the Club (Famil- lani, BMI) (2:24) - **** Singing Beauty (Familiani - BMI, ASCAP) (2:30), CARLTON 1960

THE HOLLYWOOD ARGLES

**** (My Real Boss) Bennie Newson, Cosmic-Casablanca BMI (2:50)- **** Find Another Way (Gupps, BMI) (1:46), RESISTED 8784

SANDY NELSON

**** Action (Snell, BMI) (2:00) - **** You Name It (Snell, BMI) (1:33), IMPERIAL 5940

NANCY LAMARRE AND OSCAR FOLLOLLER

**** Love's a Fancy Little Game (Martin, BMI) (2:19) - **** Tonight You Belong to Me (Miller, ASCAP) (2:10), SABRAHA 109

THE INTRUDERS

**** Wild Goose (American, BMI) (1:46) - **** Trombone (American, BMI) (2:00), SABRAHA 108

THE ULTRA MATES

**** The Huckle-Buck (United, ASCAP) (3:19) - **** Filter Painter (Michale, BMI) (2:55), CHARTER 4

CAROL SLOANE

**** Don't Worry About Me (Mills, ASCAP) (2:31) - **** Gypsy (All For You) (Research, ASCAP) (2:32), COLUMBIA 4277

TORY MATTHEWS

**** Sweet It's Easy (American, BMI) (2:13) - **** Please Keep Me In Mind (Santana-Tribu, BMI) (2:48), COLUMBIA 2779

JOHN BARRY

**** This Is How the World Ends (Barch, BMI) (1:42) - **** When Johnny Comes Trippin' (Star Sales, BMI) (1:46), COLUMBIA 8326

FLORIANE DARLIN

**** The Giant Banders (Out of Your Life) (Arca, ASCAP) (2:13) - **** Sima It's Cound To (Talayll, BMI) (2:22), EPIC 9190

ERNEST AND THE MOUSE'S

**** The Girl From Across the Sea (Anglo Music) (Blandin, BMI) (2:27) - **** Don't Make Me Cry (Blandin, BMI) (1:55), COLUMBIA 2563

THE MAJESTICS

**** Strong World (Padden- Poonam, BMI) (2:01) - **** Everyone's Got Me In All Rooms (Farm- ster Bacx, BMI) (2:49), LA LA 133

BILLY RISDON

**** What's Life (Charleston, BMI) (2:15) - **** Today (Only) Forever (You) (Charelston, BMI) (1:37), ASTRAL 3228

HUGH MASEKELA

**** Saffroving Soo (Muhke, ASCAP) (2:40) - **** Windvand (Gault, BMI) (1:48), MERCURY 1258

COUNTRY

BILL MONROE AND HIS BLUE GRASS BOYS

**** There Was Nothing We Could Do (Robinson, BMI) (2:15) - **** Big Sandy River (Champion, BMI) (2:23) - Decca 31487

THE SPOTNICKS

**** Great Blossom Special (Lee, BMI) (1:20) - **** Have You Ever (Ben Solo) (Lee, BMI) (2:17), ATCO 6261

FRANK TAYLOR

**** Billy White Cloud (Tunick, BMI) (2:27) - **** Send Her Back To Me (Tunick, BMI) (2:19), FARMWAY 640

JAZZ

BUD SHANK AND CLARE FISCHER

**** Rounds (Mozz) (Chappell, ASCAP) (2:30) - **** Over The Rainbow (Little Boat) (Dorcas, BMI) (3:05), WORLD PACIFIC 370

THE JAZZ CRUSADERS

**** No Name Santa (Beaum, BMI) (2:35) - **** Tough Talk (West Coast, ASCAP) (2:58), WORLD PACIFIC 371

SPiritual

THE ORIGINAL ELKINS

BEAMS OF LIGHT
**** What He's Done For Me (Candle, BMI) (3:10) - **** After A While (Candle, BMI) (2:12), VEE JAY 923

THE MASTER KEYS

**** Up Today and Down To- day (Hill, BMI) (2:15) - **** Jesus Is Calling (Hill, BMI) (2:33), ARC 164

THE CHARM WHEELS

**** How About You? (Hill) (BMI) (2:06) - **** Serve Him All The Time (Hill, BMI) (1:45), VEE JAY 995

WILLIE SISTERS

**** Somebody Touched Me (Hill, BMI) (2:19) - **** Lord Is Good For Me (Hill, BMI) (2:30), VEE JAY 1019

SACRED

THE OAK RIDGE BOYS

**** This Is The Hour (Robinson, BMI) (2:14) - **** Eat It The Pleasure (Proctor, ASCAP) (1:37), WARNER BRIDG 2539

(Continued on page 36)
"Who looks after you at RCA Custom?"

YOUR SALESMAN
His business is your business! Does Macy's tell Gimbel's? No sir, his integrity is above reproach.

YOUR ENGINEER
The best is assigned to you—we don't have any other kind. Your wish is his command.

SKILLED HANDS
Hands guided by years of experience treat your records with know-how from master to final product.

INSPECTORS
Sharp ears check your record every step of the way. Nothing passes but perfection!

PACKAGERS
Even at the very last minute your record is visually inspected before it's slipped into its package.

GUARDS
Policemen on our payroll protect plants and warehouses around the clock.

SHIPPERS
There's a U.S. Post Office Sub-station right at the Rockway plant. Could shipping be faster?

ACCOUNTANTS
The inevitable bill follows the invoice—but we do all the paper work. Makes it almost nice to pay!

EVERYBODY!
When we say "Custom," we mean "custom"—right from our up-to-the-minute recording facilities to your finished product, shipped overnight to your distributors in all major markets! Next time you need anything in recorded sound, for instant personal attention, just give us a call!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

155 East 24th St., New York 10, N. Y., MU 5-7200 445 N. Lake Shore Dr., Chicago 11, Ill. WH 4-3215 800 17th Ave., S., Nashville 3, Tenn., AL 5-5781 1310 R. Vine St., Hollywood 28, Calif., 4-1080
**ALBUM REVIEWS**

**POPC SPOTLIGHT**

**THE WORLDS GREAT LOVE SONGS**

Marla Del Marquez with Monti

**THE NEW CHRISSY MINSTRELS**

CHICAGO CD 1977 (M)

Here's the second album for the unique, memorable pop folk trio, and like the first, this one can also be a sales winner. There's a rich selection of material, carefully arranged by leader, Sandy Sparks, including "Lamentations," "Love is the Drug," and "Free All," a rocking sing-along. The sound is perfect, and the group is spot on for its material. (JN)

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### 150 Best Sellers - Monaural

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Week Ending</th>
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<tbody>
<tr>
<td>1</td>
<td>WEST SIDE STORY</td>
<td><strong>West Side Story</strong></td>
<td>CBS</td>
<td>79</td>
</tr>
<tr>
<td>2</td>
<td>SONGS 1 SONG OF THE</td>
<td><strong>The Jukebox</strong></td>
<td>RCA Victor</td>
<td>13</td>
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<tr>
<td>3</td>
<td>JOHNnie</td>
<td><strong>Johnny</strong></td>
<td>ABC-Paramount</td>
<td>15</td>
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<tr>
<td>4</td>
<td>MOON how &amp; STONE</td>
<td><strong>Howlin' For You</strong></td>
<td>ABC-Paramount</td>
<td>51</td>
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<tr>
<td>5</td>
<td>RICHARD BURR</td>
<td><strong>The Sandman</strong></td>
<td>A &amp; R</td>
<td>36</td>
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<td>6</td>
<td>ROLLING THUNDER</td>
<td><strong>The Rolling Thunder</strong></td>
<td>ABC-Paramount</td>
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<td>7</td>
<td>TWIN-0F-DO</td>
<td><strong>Three Times a Lady</strong></td>
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<td>PLANET ROD</td>
<td><strong>The Planet ROD</strong></td>
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<td>WOODY STERNER</td>
<td><strong>Woody Stern</strong></td>
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<td>10</td>
<td>LITTLE *D</td>
<td>*<em>The Little <em>D</em></em></td>
<td>ABC-Paramount</td>
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<td>11</td>
<td>BILL HAMPDEN</td>
<td><strong>The Bill Hampden</strong></td>
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<td><strong>The Jimmy Clark</strong></td>
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<td>LITTLE N</td>
<td><strong>The Little N</strong></td>
<td>ABC-Paramount</td>
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### 50 Best Sellers - Stereo

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<th>Label</th>
<th>Week Ending</th>
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<td>CBS</td>
<td>76</td>
</tr>
<tr>
<td>2</td>
<td>LAWRENCE</td>
<td><strong>Lawrence of Arabia</strong></td>
<td>ABC-Paramount</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>ROOM vi &amp; CLOVER</td>
<td><strong>Room vi &amp; Clover</strong></td>
<td>ABC-Paramount</td>
<td>48</td>
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<tr>
<td>4</td>
<td>ANDY WILLIAMS</td>
<td><strong>All the Love in the World</strong></td>
<td>ABC-Paramount</td>
<td>15</td>
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<tr>
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<td>MUSK</td>
<td><strong>The Musk</strong></td>
<td>ABC-Paramount</td>
<td>7</td>
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<tr>
<td>6</td>
<td>COLUMBIA</td>
<td><strong>The Columbia</strong></td>
<td>ABC-Paramount</td>
<td>4</td>
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<tr>
<td>7</td>
<td>THE BAND</td>
<td><strong>The Band</strong></td>
<td>ABC-Paramount</td>
<td>40</td>
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<td>LITTLE N</td>
<td><strong>The Little N</strong></td>
<td>ABC-Paramount</td>
<td>40</td>
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<tr>
<td>9</td>
<td>THE MUSICAL</td>
<td><strong>The Musical</strong></td>
<td>ABC-Paramount</td>
<td>40</td>
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<tr>
<td>10</td>
<td>BILL HAMPS</td>
<td><strong>Bill Hampson</strong></td>
<td>ABC-Paramount</td>
<td>16</td>
</tr>
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*Billboard Top LP's for Week Ending April 27*
TWO BRAND NEW CHART BUSTERS FROM THE HOUSE OF HITS!

Just Released!

WEBB PIERCE

NOBODY'S DARLIN' BUT MINE

SANDS OF GOLD

31488

On DECCA Naturally!

A GREAT FOLLOW-UP TO THEIR HIT

"MY FOOLISH HEART"

The DEMENSIONS

FLY ME TO THE MOON (In Other Words)

YOU'LL NEVER KNOW

62359

also

STOCK THEIR BEST SELLING LP

"MY FOOLISH HEART"

CRL 757430

CRL 757430 (STEREO)
ALBUM REVIEWS (continued)

CLASSICAL SPOTLIGHT

Tchaikovsky: Symphony No. 5

Mercury SD 1237 (LP), M6 6082 (S)

Dorfrom is back with another majestic performance with the London Symphony Orchestra. The album showcases the broad, grand sound of the Tchaikovsky Symphony. The package accounts for a lot of novel releases.

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS

special merit picks are new releases of outstanding commercial success with their respective categories.

PLAY A HAPPY SONG

Dewi Lumbard & His Royal Canadians

Columbia DL 4327 (LP), SD 9306 (S)

A happy mood indeed, packed with a Buck Owens record, one of its most popular songs. This is a true delight, with the band adding its own unique twist. Dewi Lumbard & His Royal Canadians are known for their lively and upbeat music, which is sure to put a smile on your face. The happy song also includes a surprise appearance by the famous singer. It's a must-listen for fans of country music.

FLAMenco SPotLight

Flamenco Guitar

United Artists UAL 3256 (M), UA 8235 (S)

Selected, one of the leading exponents of the flamenco guitar, has another fine album here, one that will, without doubt, appeal to the ever-growing collectors of flamenco fans. He ranges here over many of the famous flamenco melodies with grace and artistry. These are his own compositions, based on traditional songs.

COMEDY SPOTLIGHT

RUMOROUS SONGS BY BOTH

Carrson C 1031 (M); SC 1001 (S)

Jerry's latest album with a cast of non-Broadway kind of Allen Bivins. Approaching it with a fresh sense, the music ranges from fairly lighthearted numbers to some tense, gripping material. For example, "Big Rock Candy Mountain" becomes "Big Rock Candy Man," and "Shimmy Shimmy Woolly Bully" becomes "What They Say In Bed Last Night." He has a great sense of humor and touches this one with the benefit of his experience.

LOW-PRICE POP SPOTLIGHT

LOW-LIGHT STARRS BY NIGHT THAMES

RCA Camden CL 725 (M), CA 723 (S)

The Low-Light Stars come through with warm and well-performed versions of a few standards here. They display the same engaging and well-performed style as their earlier records. This is a must-listen for fans of low-budget music.

JAZZ SPECIAL MERIT

BOLD CONCEPTIONS

Bob James Trio

Mercury M 5020 (M), SR 4094 (S)

The Bob James Trio is the young group that comes across a superb record at the Sixth Annual Collegiate Jazz Festival last year. It is easily one of the best jazz records of the year. The trio has worked together for over two years and is now a well-known group of jazz musicians. Their records have received critical acclaim and are sure to delight fans of jazz music.

JAZZ SPECIAL MERIT

OUTA SIGHT

Earl Anderson

Pacific Jazz FS 65 (M), CDP 112 (S)

Earl Anderson is an alto sax player who makes this new wave album even more exciting. He is able to Eric Dolphy, with a touch of American saxophonist, and the sound comes to life in his horn. This record is an outstanding example of modern jazz, with the saxophone being the major instrument. The saxophonist's technique is spot on, with his fingers moving with great speed and precision. This record is sure to delight fans of jazz music.

SACRED SPECIAL MERIT

THE OAK RIDGE BOYS WITH SOUNDS OF NASHVILLE

Warner Bros. 9 1447 (M), WS 1447 (S)

The Oak Ridge Boys is known for its unique sound, which is a mix of traditional country music and gospel. The group has been a favorite among fans of country music for many years. This record is sure to delight fans of country music, with its unique sound and catchy melodies.

LOW-PRICE POP SPECIAL

THE GUITAR GUS

Chet Atkins

RCA Camden CL 725 (M), CA 723 (S)

Chet Atkins is a legendary guitarist and his new album is a must-listen for fans of country music. With his unique style and sound, he is sure to delight fans of country music with his new album.
MACK THE KNIFE
Richard Wex, United Artists UAL 3255 (M); UAS 6295 (S)
WATERMELON MAN
Frank Hunter and the Houndmen, Epic EN 4625 (M); BN 10625 (S)
SURFING WITH THE CHALLENGERS
Vauli EP 316 (M)
THE DEFENDERS PLAY
THE BIG ONES
World Pacific WP 1879 (M)
JAZZ IMPRESSIONS OF OLIVER:
Bobby Jackiet, Epic LA 10877 (M); UA 19837 (S)
DANCING TROMBOINES
Warren Cargleton and His Orch., Decca DL 429 (M); DL 5415 (S)
JAZZ
STAN GETZ
Fantasy 838 (S)
AL GAYE NIGHT SONG
WITH BILLY MICHIEl
Angel LP 711
UP AND DOWN
Henry Perkins, Blue Note 4612
THIS IS HOWARD ROBERTS—
COLOR HEM PUNK
Capitol T 1877 (M); ST 1877 (S)
CLASSICAL
FAMOUS CLASSICS FOR THE PIANO
Moiss Classics, Angel S 70995 (S)
POLLÈNC TWIN PIANO CONCERTO;
CONCERT CHAMPIRE
Franck Poulenc, Jacques Fervier, Angel S 20993 (S)
COUNTRY
COUNTRY AND WESTERN
CONFIDENTIAL
Gene Autry, Mercury SLP 316
THE CODE OF THE WEST
Wings Brothers, Mercury SLP 329
INTERNATIONAL
GREEK FIVE
Chris Vardallo and His Roumbodiko Orch., Capitol CP 447 (M); SCP 447 (S)
REX GILOR
Capitol T 10136
MUSIC OF ROMANTIC
OLD HUMBERTER
Yehudi Menuhin, Capitol T 10229 (M); ST 36229 (S)
LISBON BY NIGHT
A Seven, Monarch MPS 393 (S)
POLISH DANCE TIME
Kazowski Brothers, Monarch MP 598
SPECIALTY
AUTHENTIC SOUND EFFECTS,
VOL. 3
Jae Coleman, Elektra EKS 7287 (S)
SPOKEN WORD
MARY DICK
Robert R. Chapman, Spoken Arts 850
SACRED
THE GOSPEL SONGS
Warner Bros. W 1429 (M); WS 1429 (S)
INTRODUCING STAN AND DANN
Warner Bros. W 1429 (M); WS 1429 (S)
SPIRITUAL
OUR MOST BELOVED SPIRITUALS
Alice MacBride, United Artists Jazz UAJ 10282 (S)
LOW PRICE POPULAR
ONE NIGHT STAND
Alice Shaw and His Orch., RCA Camden CA 501
IN THE SUNNY SIDE
OF THE STREET
Leo Abreu and His Orch., RCA Camden CA 506 (M); CAH 718 (S)

THREE-STAR ALBUMS
The three-star rating indicates moderate sales potential within each record's music category.

POPULAR
SILKY SONGS
Meco RV 907 (S)
DANCE WITH THE DRUMMER
Drum Beat for Dancing Feet
Meco RV 907 (S)
ACCELERATORS SING OLD SONGS FOR NEW YEARS
Meco RV 907 (S)
THE BEST OF JOHNNY HERRER
Canada C 2100 (S)
JOYFULLY YOURS
Joyful and the Happy Young Group, Columbia CL 1846 (M); CL 1847 (S)
JAZZ
EXCITEMENT
Benny Smith Group, HIP R 610

THE CASTDES
"SHY GIRL"
B/W "THE LAST LEAF"
VALIANT RECORDS #6028

HIT ALBUM BY THE CASTDES
"RHYTHM OF THE RAIN"
THE CASTDES
VALIANT RECORDS #405

COMING UP TO KEEP "RHYTHM OF THE RAIN" COMPANY

OTHER ALBUM REVIEWS
The albums listed below are rated on basis of current sales at point of printing.

CLASSICAL
PURCELL-SEMIETT OF PARTS,
VOLUME ONE Ensemble (Thurston Dart, Dir.)
INTERNATIONAL
DEUTSCHE HINDEN
RCA VICTOR, 8101 Lisel Kilehardt, Philips 1728

Mantovani Time Again
NEW YORK—May 2, 1963, like all the Mays of recent years, is Mantovani Month. London Records has made this known to distributors and dealers across the country in a program which includes a 10 per cent discount on three new Mantovani releases as well as the entire catalog of the artist. Dated billing (30-60-90 days) and heavy promotion are features of the push.

Three new packages include one with largely Latin material. This set was the result of a customer request held last year in which the label encouraged Mantovani disk buyers to write in suggested material for use in a Mantovani album. The Latinized album resulted and the winner was flown to England at London's expense for a vacation and to witness the recording of the album. Other new releases include a "Classical Encires" set plus an album with Italian tenor, Mario del Monaco.

This story is kind of boring from within
NEW YORK—Program directors—here's one to try on those young hopefuls auditioning for that all-important day show, Bill Had a Billboard He Also Had a Board Bill The Board Bill, Bored Bill So That He Sold His Billboard To Pay His Board Bill When Bill Sold His Billboard To Pay Mit Board Bill The Board Bill No Longer Bored Bill.
**AUSTRALIA**

(Country Music Maker, Sydney)

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**DENMARK**

(Country Qua Mas, Copenhagen)

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**GERMANY**

(Country Autoten, Berlin)

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**ITALY**

(Country Music di Bologna, Bologna)

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**NORWAY**

(Country Vesty Gram)

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**PHILIPPINES**

(Country Southern Africa Record Manufacturers and Distributors Assn.)

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**SOUTH AFRICA**

(Country Southern Africa Record Manufacturers and Distributors Assn.)

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Anzac Air Play
Throttles Trade

AUSTRALIA

This jays all records just played, and when that are deleted, it has been
released on all Southern Hemisphere releases of over 50,000 copies, sold from Erik Heyerdahl of the
Norwegian kroner per record to the cause, he concluded.

AUCKLAND, New Zealand
Harry M. Miller has been on the run of success for years. His
Decca releases have, and have become a best seller in
[missing text]

Miller on the Road

AUCKLAND, New Zealand
Harry M. Miller has been on the run of success for years. His
Decca releases have, and have become a best seller in
[missing text]

Argentina

Tune in Oslo Tells Story of 'Wall

OSLO—A record that might have world appeal was issued here this week. The title is "The Wall" and it is sung by
an unknown, named simply, Fritz. The tune tells the story of an East Berlin boy who is gunned down while on the Wall
by the Communist police as he tries to cross into West Berlin. He is shot down by a policeman who is his brother. The boy
holes up to the Western side of the wall and into the arms of his beloved.

The record was issued on Manu and the label's managing director, Per Gunnar Jensen, told the world this thing is of
the greatest importance. The story. The record is not being sent to the governmental broadcasting system for play, as
is the usual method of exploitation, nor has it been sent to local newspapers for review.

Another queer thing is that record that was sent out for review has "Peter's Theme" (the title of "The Wall")
with an entirely different "A" side. This is being done, the label said, by saying that the company was uncertain about press and govern-
ment response to this record. After pressing 30 copies of the "Bolero" side, however, Miller, who was forced to decide to go ahead with release of the "Wall."

Argentina

By RUBEN MACHADO

Lavalle 1783, Buenos Aires

R.K. Records headed by Jean Kallay, former concert producer, will release the Au-
stralian labels Amando and R.K. here. First records are LP's, entitled "Music for Millions" by the Henry Newcomb's orchestra. The label is being backed by a large dis-
tribution of the record company, and the record is being accepted, the licenses for the foreign disk may resubmit it.

This can be dangerous, however, according to trade sources, because with some waiting for recording (another week or two), the same disk can be improved, allowing another label (on its original U.S. or British label), or covered by a local version.

Once a record has been bought by the Top 10 in either Britain or America, it will receive a few weeks of airplay. It may then be flagged to deedles. The other Top 50 and regional shows in particular areas. At best, hits in the coun-
try top 10 in either U.S. or U.S. is a gamble as

BILLOBOARD 33

BAD ABOUT MY BABY, by the Cookeys, a recent single is receiving quite a lot of air exposure on the Bob Rogers' program and KBBF in Treated, in Los Angeles, the song is often
[missing text]

The editors of the national weekly Rock & Roll Star TV Week, have named the winners of TV Legie awards for 1962. Michael
Charlotte, for his portrayal of the Gold Logie as the most pop-
ular personality on American television, was given a Lionel Long, EMi recording artist, for his portrayal of the Gold Logie as the most pop-
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PLL SIPP MAKER SEES UN LP AS PROBLEM

OSLO—One of Norway's leading record manufacturers has drawn attention to a problem in
selling many of the records that he has been
published by Phillips.

The writes Your Rey Soundman, it is distributed, and in a deal with Bob Lot-
berg, rep of Phillips Sweden, the

some records will be distributed by Phillips.

Get BOTLED ON! Nine songs, recorded by Sonny Bono, will be distributed deal with Bob Lot-
berg, rep of Phillips Sweden, the

some records will be distributed by Phillips.

Some records will be distributed by Phillips.

Pop Tunes Play
Role in Election

ROME—Pop songs and records have played an important part in the Italian national elec-
tions so far. The people go to the polls on April 27 and

The strongest party in the land, the Christian Democrats, have used a campaign song with a
translated title that reads something like "The Battle of the Union." It was
written by the song writer of the "Nightingale," and it has become a best seller in
[missing text]

The festivals signed a new vocal group, the Bee Gees, to a five-year contract to record for their Leoden label. The group consists of three brothers, including one set of twins. Eng-
lish-born, they have been in Australia for three years. Their first single is already playing support from TV and radio sta-
tions, and is already placed on chart predictions. The title of the single is "The Battle of the Blue and Grey."

Pepe Jarandilho's third album for the Fabufone label will be released in May through the EMi group. The album is "A Thousand Miles on Broadway," was recorded in London under the di-
rection of Geoff Love.

Radio Corporation, distributors for Vanguard, are re-
leasing the Roofing Toppers latest single, "Tom Cat," for re-
cord collectors. The Melbourne-based company has produced an LP, offering a new artist, Dennis Bugat and the Roy Orios compo-
nition, "Dance," also a new artist.

New arrivals this week include Bobby Darin, whose hit "The Legend of Johnny" and Carmen Cavallero, all ap-
pearing at various night spots in Sydney.
BELGIUM

Fete Verchuren on 5 Millionth

By JAN TORFS
Stuivenbergvaart, Belgium

Press receptions were organized by Polydor Records for Frank Zappa, for the release of his fifth millionth record in all the years he has been recording for Festival-Victory Records. Roger D. Feltham of Gold Crown Music, Brussels, writes that "I Left My Heart in San Francisco" is not under his control as was previously reported, but 'I Left My Heart on the Barge' and "Caprice & Beechwood" are released in this country by Adamo, "Stuivenbergvaart" and "BELGIUM...Adamo," Germany, "Feinberg Chanson, b/w Co., Records ChlgO012," were included in the current set of Belgian releases.

Lehar's "Merry Seasons" is "a look at Christmas through the eyes of a nine-year-old," according to the German title page of a Christmas CD by Peter Joseph Rustin. The disc features "Merry Seasons," which was written in 1880 by Richard Strauss, "A Merry Christmas," which was written in 1873 by Richard Strauss, and "Merry Christmas," which was written in 1874 by Richard Strauss. The disc also features "Merry Seasons," which was written in 1873 by Richard Strauss, and "A Merry Christmas," which was written in 1874 by Richard Strauss.

Million Tomorrows b/w The Pressing Book

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GERMANY

World All-Stars Play for Greger
By JIMMY JUNGERMANN

Magger Gregor, one of the top German dance and jazz band leaders, a Munich citizen, formed his All-Stars band for the second TV network of Germany. The personnel reads like European Who's in Jazz. He has also returned to the Polydor label from a tour with Aristal.

"Playboy Jimmy" is the title of a new musical written by Oskar Pegumsky at the Deutschen Musikanten. The music is outstanding in the socialistic States. The leader Karel Velka plays vibes, marimbas, banjo, bass sax and bass clarinet. Jan Konopasek plays baritone sax and flute; Janine Antoni Julian plays electronic guitar and keyboards. The program consists of 80 per cent American tunes. They were also performed by Hungarian jazz pianist Attila Gondor and jazz songstress Maria Szmidrai. Outstanding jazz improvisations on Armenian and Hungarian folk songs in 5/8 and 3/4 rhythms were played.

On Easter Sunday and Monday, two foreign guests will appear in concerts: Ingela Brander from Copenhagen and Lisa Cebess from Rome. At the end of April the East-British Astoria dance band will give three concerts here. Soloists are Ingard Hane, Ferrlo Jazz and Rodger Fournee. In a couple of weeks American operatic star Mildred Venable will visit Budapest again and will sing at the State Opera's Erkel Theatre.

HUNGARY

Jazz Concerts Are Sold Out
By PAUL GYÖNGY

Jazzy interest in jazz is developing in Budapest. Last week the Czechoslovakian S & H Boys and the Boys from Detroit. The members are outstanding in their field in their country. Louie Armstrong, also being a prize winner in the socialist States.

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ITALY

Pick One of 24 As Summer Song
By SAMUEL STEINMAN

PLAZA S. ANSELMO 1, ROME

EMI, the publishing arm of RCA Italia, has issued the 24 songs from which it will choose its "summer hit" for each week. A similar campaign in 1962 produced "When the Sun Warms" by Lou Lieberson & Rigual which was one of the year's top hits. Two of the Top fifteen film stars, Marcello Mastroianni and Monica Vitti, recorded a new tune, "Oh I Was Twenty Years Younger" for the new RAI TV Program, "People of Middle Age," which is intended to be a disk at a disk when it is released. R-F's Primary "Call Me Love, Stop!" a new Ray Charles album of 10 tracks which has been recorded on Stateide, ... Voice's series, "Songs of the Past," has come of age with its 21st disk, Luciano Vignelli singing "I Want Only an Hour With You" and "It Was Lovely To Be With You... The children's song's of the "Golden Token" series continues to come forth with new four records issued the Fourth. Nothing seems to stop the popularity of imports in Italy. Some recent imports are French with "And I Couldnt Do More" from Columbia, the Earls in "Remember Then" and "Let's Talk About" from Old Town to Stateide, and Gene Vincent for Capitol in "Be-Bop-a-Lula" and "The King of the Rites." Sophia Loren, who until a few years ago was represented by dubbed-in voices in Italian films, has more than vindicated herself with the star of two LP's and 45's of her renditions from the poetry of Salvatore di Giacomo. With this disking, Miss Loren becomes the only Italian film actress to make records as both a singer and an actress. ... UNCLA, the Italian Association of Composers and Librettists, has joined with RAI in a competition to find 100 new unpublished songs among members of the Italian Society of Authors and Editors. Recordings and radio broadcasts are in the offing for those whose works are selected.

"Cantattuto" is the Italian name for "Sing Along." The LP has just been released by Cetra featuring the voices of Claudia Villa, Milva and Nicola Arigliano.


Japan

Japan Music Service, jointly operated by Nippon Columbia and Radio Kanto of Yokohama, released six 12-inch LP's including disks by Sam Taylor, Kostelanez and Ormady, Rado Kanto broadcasts these selections repeatedly, soliciting orders by mail. Freight is paid by the firm The Concert Hall Society mail order club acquired several thousand members in 6 months after its establishment last year. The club is now making its own recordings in Japan for kids and teen-agers: Fairy tales for kids and classical numbers with explanations in Japanese for teen-agers.

Classic numbers are picked up from the club's 300 selection repertoire. A bonus now being offered by the club is one 10-inch LP (Bóstrom: Eighth Sym.) to a member who bought three 12-inch LP's last November; one 7-inch LP (Carreres Christmas Concerts) to members who bought two 12-inch LP's during December and January; two new LP's or one 10-inch LP to members who were responsible for a new member.

Lionel Hampton arrived Apri...
**NEW ZEALAND**

**Meader ‘Family’**  
**A Hot Property**

By FRED GEBBIE  
Box 5651, Auckland, N. Z.

Peak Records has the hot American “The First Family” LP. This Cadence package sold over 200 copies in the southern city of Christchurch in less than 10 days and dealers report it as their best I.P. seller in many other key areas.

The recent tour by Eddie Cano (here with Sateke) has sparked sales of his latest LP “Eddie Cano at Times.” . . . Jazzmen Pete Jolly and Ralph Penn are with a release of their own album of New Zealand this winter. Viking will put out a recent LP cover with the tour . . . FMM released the Epic album by Buddy Greely “Like It Swing out here on Columbia.

While in America Harry Miller will arrange for further releases of the Audio Fidelity label here. Already out on his La Columbia banner are two Louis Armstrong albums. . . . Viking acquired the talented services of Aussie arranger-musician Jimmy Shaggett. Besides handling the arranging and orchestrations for all Viking recent releases, Jimmy has his own single out, a cover of the U. S. chart-climber “Yakety Sax.”

Rick Nelson’s Festival waxing “You Don’t Love Me Any more” has had its release here and his debut on the Woolfer label should mean good business. . . . Optical is having its best period for hits, with Ned Miller and Kevin Stedge.

**PUERTO RICO**

**Russell, Liberase**  
**Top Hotel Bills**

By ANTONIO CONTRERAS  
26 Gertrudis St., San Juan

Andy Russell, veteran pop singer, making his debut at an other local tourist hotel. Andy, who is equally at home singing in both English and Spanish, will be here for two weeks.

Liberace is appearing at one of the top hotels here.

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2. **DON'T GET USED TO LOSING YOU**—Joe Byrd (BMI)
3. **HE'S SO FINE**—The Regrettes (BMI)
4. **PUFF (The Magic Dragon)**—Peter, Paul, & Mary (BMI)
5. **BABY WORKOUT**—Wilson-Tucker—Published by Merle_move (BMI)
6. **PIPERLINE**—By Spalding—Camer—Published by Downey (BMI)
7. **DON'T SAY ANYTHING BAD ABOUT MY BABY**—By King-Goffin—Published by Aldon (BMI)
8. **YOU CAN'T RUSH LOVE**—By Sam Cooke—Published by LeRoi (BMI)
9. **ON BROADWAY**—By Weiss-Mooner—Published by Goldie (BMI)
10. **THE END OF THE WORLD**—By Dee-Kent—Published by Svendsen (ASCAP)
11. **MECCA**—By Nola-Glick—Published by Jannt's (BMI)
12. **REVEREND MR. BLACK**—By Wheeler—Peters—Published by Quarter-Backfield (BMI)
13. **YOU AND I IN LOVE**—By St. John—Published by Goldie (BMI)
14. **CHARMS**—By Linn-Gilchrist—Hill—Published by Aldon (BMI)
15. **IF YOU WANNA BE HAPPY**—By Goffin-Cooper—Published by Robertson (BMI)
16. **REVEREND MR. BLACK**—By Wheeler—Peters—Published by Quarter-Backfield (BMI)
17. **YOU AND I IN LOVE**—By St. John—Published by Goldie (BMI)
18. **CHARMS**—By Linn-Gilchrist—Hill—Published by Aldon (BMI)
19. **OUR DAY WILL COME**—By Hilliard-Gordon—Published by Rosewood (ASCAP)
20. **TWENTY MILES**—By Wilson—Published by Golden (BMI)
21. **OVER THE MOUNTAIN (Across the Sea)**—By Goffin—Published by Arc (BMI)
22. **THE DOG**—By Mayo—Published by Casablanca (ASCAP)
23. **DAYS OF WINE AND ROSES**—Published by Manor-Metcalf—Published by Witmark (ASCAP)
24. **FOLLOW THE BOYS**—By Dave-Marcy—Published by Frances (ASCAP)
25. **THE FUNKY PUSSY**—By Willis—Published by Witmark (ASCAP)
26. **SANDY**—By Milt-Brown—Published by Casablanca (ASCAP)
27. **LOOSING YOU**—By Rodney-Slajman—Published by BNP (ASCAP)
28. **TAKE THESE CHAINS FROM MY HEART**—By Ricks—Hill—Published by Witmark (ASCAP)
29. **IN DREAMS**—By Nick-Hill—Published by Witmark (ASCAP)

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**THE NATIONAL'S TOP HITS**

TENDER SING LITTLE PEACE MILLS MUSIC, INC.

NEW YORK—Folk Songs, and More Folk Songs" eighth in a series of monthly specials for young people, is being aired this month on five television stations of Westinghouse Broadcasting Company.

The hour-long musical history of the United States is the second of two programs tracing our traditions as preserved in our popular songs. The first program, "They Call It Folks Music," was premiered in February and dealt with the period 1750-1830. The second covers the century from 1830 to 1950. John Henry Faulk served as host of both shows. The cast of this second telecast is headed by the Brothers Four, and includes Bob Dylan and Carolyn Hester. Following from the return show are two other folk attractions, Barbara Dane and the Staple Singers.

Shortly after the WBC stations have aired the show it will be seen on other U.S. stations, including WOR-TV, New York, through syndication. Michael R. Santangelo is producer of the series.

**"PUSHOVER"**

by ETTA JAMES

Argo #5437

"I GOT YOU ON MY MIND" by COOKIE & HIS CUPCAKES

Chess #1848

"HOT CAKES" First Serving by DAVE "BABY" CORTEZ

Chess #1850

BILLBOARD 37

APRIL 27, 1963
King of Jingles Packages Them For All Occasions

Ullman, Inc., a "souvenir statesman" of radio station services and of musical sales messages. Richard H. Ullman, Inc., boasts the industry's most complete service to stations and advertisers. Their "Ullmanas" of sound, numbers 47 different packages ranging in price—according to type and market size—range from $1.25 to $1,000.

The Ullman station services are called a series of 15 promotional packages: "Big Sound," "Dimensional," "Foronatic" and "SOPT." The packages feature jingles that are produced and taped in the studio. The recordings are then sent to the station's city and other cities to which they are sold.

Even More

There's more: "The Exciters," "Golden Era" (a compilation of take-offs on the big bands), "Hollywood" (a nighttime ritual intro, based on Billboard's "Hot 100"). "Indelible ID's."...just to name a few.

Peter Frank's organization in Hollywood, Dallas and New York has developed a reputation for producing personalized musical promotions designed for the promotion of the "soft sell" market. Another series entitled "Velvet Touch" is prepared in stereo for FM stereo operators.

"You've got to keep ahead of the times in this exciting business to be successful," says Peter Frank, the president.

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ONLY THESE STARS CAN CALL THEMSELVES GRAND OLE OPRY

and people will pay to see and hear them!!!

GRAND OLE OPRY stars pack houses all over the North American continent (to mention just one of six). It is a magic name for a fabulous group of artists. If you’re looking for a show, look to GRAND OLE OPRY.

But before you book or advertise any GRAND OLE OPRY act, be sure it is GRAND OLE OPRY. If you have any doubts, check with Ott Devine, Manager of WSM's GRAND OLE OPRY. It is easier to avoid misunderstandings and embarrassment than it is to erase them!

Owned and operated by the National Life & Accident Insurance Company

R. & B. ONE-STOP HEADQUARTERS

THE IMPRESSIONS
Sad, Sad Girl and Boy
ARC 10481

SOL.Y.S.

SOUTHERN JUBILEE

BILLY JOE, ALWAYS

GET YOURS AT THE

CHEROKEE WEREWOLF

LONDON 23201

PERFECTLY ALIVE

CONTINUED FROM PAGE 38

YESTERDAY'S HITS

I'm meaning the hits that were the hottest in the领土 five years ago and ten years ago. Here's how they ranked in the Billboard chart at that time.

PO-P-5 Years Ago
April 25, 1953
1. Willy & Derris, "She's Just Another Girl"
2. Willy & Derris, "She's Just Another Girl"
3. Willy & Derris, "She's Just Another Girl"
4. Willy & Derris, "She's Just Another Girl"
5. Willy & Derris, "She's Just Another Girl"

PO-P-10 Years Ago
April 25, 1953
1. Willy & Derris, "She's Just Another Girl"
2. Willy & Derris, "She's Just Another Girl"
3. Willy & Derris, "She's Just Another Girl"
4. Willy & Derris, "She's Just Another Girl"
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Admiral Has Dealers Stirred Up With Its Novel Phono-LP Offer

CHICAGO — Admiral has opened more than a few record dealer eyes with its novel phonograph record LP combination offer. The deal is tied in with a pair of new portable stereo phonographs that Admiral introduced last spring.

PHOTOGRAPHS that Admiral introduced last spring. With each phonograph, dealers are offered a pre-recorded tape of five stereo LPs and a record stand for $4.85. The tape can be bought with the phonographs on a cash basis. Any dealer who buys five phonographs, he is also entitled to September terms.

Market Rises For $4 Tape

NEW YORK — There's a growing market for budget-priced, pre-recorded tape, setting for under $4. That's the opinion of Cy Leslie, president of Pickwick International, who announced last week sale of the 100,000th pre-recorded tape in Pickwick's $3.98 tape line, introduced last October. The firm originally issued 25 pre-recorded tapes and has since released six more. All sections are recorded on RCA Victor Red Seal magnetic tape in four-track, reel-to-reel form.

Leslie said that racks, discount stores, electronic jobbers, photo stores and high fidelity dealers as well as traditional music and record stores were all important outlets for the product. The market has proved good in both the U.S. and Canada, he added.

Attractive Model Is Show Demonstrating New Mardi Gras Portable Stereo Phone. The Stilus Is Than Eight Inches Deep and the Changer Employs the Modern, Compact, Tilt-Out Design. Hinged Wing Speakers May Be Detached and Placed up to 24 Feet Apart. Suggested List is $79.95.
when answering ads . . . Say You Saw It in BILLBOARD

Do you know how to legally protect your song from plagiarists?

**COPYRIGHT HANDBOOK**

For Fine and Applied Art

By Howard Wells

Now available for 10 Day FREE Examination

Tells you all you need to know about these important questions:

- Is my work copyrightable?
- Is it protected in foreign countries as well as my own?
- Can I copyright an unoriginal work?
- How long does copyright last?
- What is the first step in copyrighting my work?
- How do I register copyright with the Library of Congress?
- In what countries does copyright apply?
- What is the difference between the first and second copyright?
- What is the difference between the original and derivative works?
- What is the difference between the copyrightable and noncopyrightable parts of a work?
- What is the difference between the copyright and the moral rights?
- What is the difference between the copyright and the public performance rights?
- What is the difference between the copyright and the public display rights?
- What is the difference between the copyright and the reproduction rights?
- What is the difference between the copyright and the derivative rights?
- What is the difference between the copyright and the translation rights?
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**DISC DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors covering all specialty advertisers are publishing. The following are listings for dealers only with complete and accurate information.

**UNIVERSE RECORDS**

- International Import Recordings
  - **GERMANY**
  - **GREECE**
  - **PORTUGUESE**
  - **SWISS**
  - **FRENCH**
  - **SOUTH AMERICAN**
  - **AUSTRIAN**
  - **SWEDISH**

Contact your local distributor or write:
UNIVERSE RECORD CO., INC.
1500 Hollywood Blvd., Hollywood, California

**TIDEWAVE!**

**SURFIN' U. S. A.**

4923

**THE BEACH BOYS**
Friedman and Busch.

Admiral’s phonograph volume has been steadily increasing over the past few years. Its 1962 volume was 55 per cent over 1961, and the firm is forecasting a 25 to 30 per cent increase again this year.

Last year, Admiral set up a separate “retail” division which also has had its share in building sales. All stereo phonographs come under this division headed by Gates.

(Monaural phonographs and radios comprise the newly-formed division company.)

Reason for the split is that monaural phonographs and radios are mostly distributed through a chain of direct sales. Stereo phonographs on the other hand are handled almost entirely through distributors.

The “Admiral story” is an interesting one and goes back to the 30s when the firm’s present board chairman and president, Ross D. Siragusa, started together $4,000 (including a loan on his car) to start manufacturing radios.

Offices consisted of 55 west of

Chicago building and production facilities were located in a garage. Among 55 firms then manufacturing radio, Admiral was last.

Siragusa soon ran out of funds and was on the brink of bankruptcy when he succeeded in selling a Pittsburgh jewelry chain president an order of 250 radiodiamonds—payment on receipt. The order proved to be the catalyst that got Admiral on the track. Growth was steady through unremitting efforts through the depression years but then skyrocketed. In 1934 sales were $520,000. In 1936 they were $2,000,000.

In 1941 Admiral’s big break came with the introduction of a multi-channel stereo-model which set a market for AC, DC or battery-operated radios.

Within two years, the firm’s sales had tripled to fourth in the industry in radio volume.

In 1948 Admiral sold its first three-watt portable radio—a set that could play on AC, DC or batteries.

Nearly the end of the year, sales hit $1,400,000. Following the war, Admiral branched into home appliances and later television. The firm now employs more than 8,000 men and women in the U. S. Sales in the first half were $250,000,000. Admiral products are made in plants in the U. S., Canada, Australia, Italy, Chile, Spain, Argentina, Brazil, Paraguay and the Philippines with sales in more than 100 countries.

WANTED, YOUNG, STARTING POP COMPOSER... 

... to work with lyricist, 20, who has hit off 180 finished lyrics, has roll, 'r' and 'n', etc., as well as rough ideas for some. Will take $3000. Have work to write to his music, 50-50 "percentage" basis, creating complete finished songs, cutting demo-dubs, etc. Variety: Manhattan, Brooklyn, Queens.

CUM BILL SCAFFER
Cliffside, N. J.

Say You Saw It In Billboard

CLASSIFIED RATES

$1.00 per word, 25 words minimum.

No insertion below $5.00.

Add $1.00 for mailing outside of U. S.

Distributors & Employment Advertisements

Manufacturers Advertisements

Grocery advertising prices are based on the copy and are subject to change.

Classified...

1) Set regular classified style.

2) Set boldfaced classified style.

3) Amount enclosed...

Classified...

Gor.

Name...

Address...

City...

State...

Please make your payment. We do not return classified ads.

BILDBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway

Hollywood 29, Calif.

Chicago 1, Ill.
Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has all the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selections) programming; self-contained Stereo Round;* full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

*Pat. pend.

ROWE AC SERVICES
18 South Michigan Ave. Chicago 3, Ill.
MOA Breaks Through; Seeburg Will Exhibit

By NICK RIRO

CHICAGO — The Seeburg Corporation ended long months of uncertainty last Thursday when it announced the signing of an agreement with the MOA. The agreement means that Seeburg will be represented at MOA conventions.

MOA President J. Harry Snodgrass was one person who was "surprised but delighted" by the timing of the Seeburg move. Snodgrass said he had been very hopeful that the firm would exhibit but didn't expect the announcement to come this soon. He termed the announcement "just wonderful news."

A handout released to the press said Seeburg was a wild-card in its game of political strategy, "We're happy to be there," he said. "They're happy to have us." And the MOA chief noted:

MOA President J. Harry Snodgrass said he would be in Chicago again next month to meet with manufacturers and MOA officials on convention plans.

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Old Favorites Still Tops in Taverns

By BOB LATIMER

WESTMINSTER, Colo.—The neighborhood tavern has long been the beehive and buttlocation for the juke box opera
tor. Glenn Miller lost his and Frank Huber, who operates the Century
Supreme Music Company in the Denver area, are probably better
equipped than most operators to guess the makes of the local taverns. Both men
were tavern owners before they began operating musical machines.

With about 95 per cent of their locations in the neighbor-
hood tavern category, Pierce and Huber are considered the local experts in the
field of making the best recommendations for the small, friendly watering
spots.

Programming for more than 100 such locations is a matter of
knowing the individual mar-
ket, according to Pierce All
programming, at Century-Su-
preme, is carried out by three
routemen and Huber, all of whom have been on the job for years,
dawn the locations noting the sort of music the customers want. Then
such plans programs for his own
route, turns the ultimate choice in
to Huber who can usually
make a few sage adjustments, which result in better collec-
tions.

Weekly Changes

Except for a few dogs out in the country locations, Century-
Supreme services every phonograph once a week, chang-
ing an average of five records, with in-between calls where the
tavern owner requests it. Each machine shows a remarkable
minimium of top favorites simply
because long experience has taught Pierce and Huber that
tavern customers, by and large, are not interested in rock and
coll, contemporary jazz or in-
strumental novelties but want
old favorites over which they
can grow nostalgic, or which
remind them of pleasant experi-
ences in the past.

So, instead of the "top 40" the Century-Supreme machines
are more likely to show the "top 20." Huber and Pierce
make no bones about confessing that the "top 20" is there simply
because tavern owners request it, particularly after a patron
asks "Why haven't you got that
piece I've been hearing so much
on the juke box?"

Since tavern owners reflect such instances too, Century-Supreme acquires
to the point of providing plenty of
top hit numbers. But over the
long haul, it is the old favorites, some
r&b selections, plenty of
hollies, ballads, and sweet in-
strumental numbers which pay
highest returns.

Personal Tastes

"Our routemen probably
spend more time at the locations than any other firm in the
Rocky Mountain States," Pierce said. "The collectors make it
routine to know everything they can about their location owners,
the tavern owner's personal
tastes in music, and to know
some of the habits of the place as well. The mere
fact that the operator is there,
during busy evenings, and it's introduced as 'the fellow who
plays the juke box' has a lot
to do with good collections at
every point. In such convivial
atmospheres the usual patron will
will open up, and give the
tour the sensation of some idea
of the music he wants to hear.
All such tips are valuable, of
course, they have never failed to
pull results."

Century-Supreme's locations
have pulled out old
favorites which have be-
come absolutely useless from
heavy play, Huber and Pierce
have had to go to great lengths in
replace some of them, many of them almost
collectors' items, but they never
hesitate to spend whatever time
and effort, or money is necessary to
make sure of.

Latin Discs

A constant fly in the oint-
ment are Latin records. Many
of the taverns in the suburbs of
Denver cater to Spanish-speaking
customers, who demand plenty of Spanish music as a matter of course.

Both Huber and Pierce con-
firm that the largest part of their
Spanish music features cornets
and the string work of mariachis
are concerned.

"I can't tell enough differ-
ences between the Spanish rec-
ords to know what will go and
what won't," Pierce said. "But
the customers can. Where Span-
ish records are concerned, we
are willing to trust to luck, to
pick the sort of thing which the
customer will want to hear over
and over again.

Coast Officer Urges MOA Overseas Arm

OAKLAND, Calif. — A pro-
posal to organize an interna-
tional trade group as an affiliate
of the Music Operators of Amer-
ica has been by Henry Leyser, presi-
dent of the Associated Coin
Amusement Co., Inc., of
Oakland, and director of the na-
tional association.

Leyser said he will present
the issue to the president of the
MOA and the board of direc-
tors, and will suggest extending
invitations to key operations
in Chicago during September. He also
poses a series of discussions to be
held at that time to establish
such an organization, and
that persons who are adopt
foreign languages be assigned
to act as hosts to foreign guests.

Leyser has recently returned
from a two-month trip to Europe
where he had an opportu-
ity to observe the success of
the industry in at least six
countries. The extent of advan-
tage of the coin amusement
business is in direct pro-
tion to the strength of the trade
organization in each coun-
try, he reported.

Report From Britain

Decimbral Coinage Soon

LONDON—Decimal circu-
lation for Britain may be in the offing,
possibly before next winter. Names suggesting the
nominal equivalent of the dollar are the Royal, the Noble, and
the Britannia. There will be worth 10 shilling today's money,
and come two to the pound, if there is then a pound.

The coin changeover is ex-
pected to take fully four years.
But UK coin-equipment trade-
dresses from them can switch over in a week.

Seeburg Catalog Adds Little LPs

CHICAGO—Ten more little
LP disks were added to the
Seeburg catalog this week, bringing
72 the number issued this
year.

RCA releases include "Mr.
Butterfly," by Puccini; "Our
Man on Broadway," by Ray
Ellis; and "Our Men Out West,
with the Sons of the Pioneers.

Liberty releases are "That's
a Woman," by Tommy Dorsey;
"Take a Taste of Honey," by
Martin Denny; and "Waltz in
Jazz Time," by Dance Band.

 Columbia releases are "Sin-
cere Yours," by Robert
Gibb, and "The Keeshas,"
with Frankie Yank-
evicz & His saxists.

Also released were "New
Frontier," with the Kingston
Trios on Capitol, and "I've Got
a Woman," with Jimmy McGriff
on Sue.

Getting TV Exposure

LONDON—Ruffler & Walk-
er, Ltd., London juke box and coin-amusement distributor-op-
er, has been invited to make a
weekly amusement sales promotion on independent
British television recently.

Chase Theatre video play, the tea-age prin-
pal had a Rock-Ola juke box in
his room, too, courtesy of old-
ning parents.

Chase then took to the local
tavern showed a Jennings fruit
in play. Both groups were sup-
plied by R. & W.

Aussies Visit London

LONDON—Australian coin-
经营者 W. N. Newsam &
Mullen sent an executive party
of Sydney London distributors
recently.

The firm, which makes Jubi-
lee and "Elvis," and "The World"
Ltd., with its London manager
Sam Smith, Assistant execu-
tives, K. and R. Nutt, made a
first hand British survey of
market.

Chi Auto Moves

LONDON—Chicago Auto-
mechanics have switched activities to new premises
at Farmingdale Avenue
and are busy setting in. Ware-
houses and shipping facili-
tions are typical Cold Street
premises, S.E.1.

M. Pearsis Dies

GLASGOW — M. Pearsis,
manager of the Orpheus Juke Box
Company, Ltd., Glasgow, died after a brief
illness recently. His widow and
survive.

He began manufacturing the
Orpheus machine to his own
patents in 1948. His partner is
Orland. The firm obtained
the Scottish franchise for AMI in 1956. Pearsis was also a
director of the Phonegraph Op-
erators Association in Scotland.

C. Marshall Dies

LONDON — Charles Marsh-
all, 60, amusement carnival
and coin-equipment manufacturer, and father of music
executive Charles Marshall, Jr.,
was killed in a car accident
near Shanklin, Isle of Wight, U.K.

He headed C. Marshall, Ltd.,
owner of the Playfair amuse-
ment center, and was a director
(Continued on page 50)
French Bowling Boom

PARIS — There's a bowling boom in the boulevards of France, reports Robert Charlot, president of the French Automatic Machine Trade Association (FNBA), headquartered in Paris.

Royal Horticultural Hall, immediately announced support of efforts to diverge profits from phonographs at future exhibitions in which they participate. A prominent manufacturer said, "Our position is, after studying the debacle in London, that in the future we will exhibit only at showings where phonographs are front and center stage."

Austrian Ops Press

VIENNA—West German operators are leading a "helping hand" to Austrian operators in the latter's efforts to reverse the trend to location ownership of equipment. Assisted by the Germans, Austrian operators are mounting pressure on distributors to concentrate on operator ownership. Operators complain that distributors have helped fashion their current dilemma in this country by giving extravagant credit to locations. Operators complain they have received nothing from distributors but the back of their hand.

The Austrian phonograph trade has stagnated alarmingly. Even the location market is no longer responding to easy credit terms. The number of locations is dwindling and the sale of replacement equipment declining. For Austrian operators, the current stagnation spells opportunity, and they are demanding that distributors dedicate themselves to developing operator ownership.

Seek Pre-Play Hike

COPENHAGEN — Danish juke box operators are negotiating with KODA, the Danish copyright society, for an increase in the juke box per-play price. Operators would like to hike the per-play price to about 7 cents in Danish currency, but are seeking agreement from KODA to hold the performing rights royalty at the present level. Operators are willing to consider an increase based on an increase in collections at a future date. But the trade is balking at increasing KODA's royalty fee without a sliding-scale formula geared to collections.

INCREASED VOLUME IN SELLING WORLDWIDE

 contestant's home. Playing in games of all kinds, the contestant is required to hit the score of 7-10. The best opening score is 260, and the score which makes the least number of errors is the best score.

Spanish Pinball Plant

BARCELONA — A West German concern has representative in Spain investigating proposed establishment of a pinball manufacturing company in the Barcelona or Madrid areas. Spanish interests would put up part of the capital and technology for the German plant, and the joint German-Spanish company would produce a U.S.-designed pinball on license from an American firm.

There are many difficulties about setting up such a company, but the Dane, KODA's top man, said the company would be formed on the German model.

Spain's improving economic situation is putting more money into the mass pocket for amusement. The Germans have large economic interests in Spain than any other Western European country, and therefore more experience with the Spanish market. U.S. pinball machines are without a peer, however, and the Spanish insist that the proposed pinball produce a U.S.-designed machine.

No Payout Co-Exhibit

HAMBURG — West Germany's phonograph trade is considering a ban on participation in trade fairs with joint exhibitions of phonographs and pay-offs.

The German trade's "horrible example" in this respect is the British Amusement Trade Exhibition fair held in London in February. The large German delegation returned home flabbergasted at the proliferation of pay-offs, which, according to German trade opinion, completely overshadowed phonographs and reduced them to a supporting role.

German manufacturers, horrified by reports from the New World, are studying the possibilities of a ban.
Western Ops to Cite Abbott

HOLLYWOOD — Sun Abbott, veteran Billboard executive, staff member headquartered here, will be saulted by the Western Vending Machine Operators Association with a testimonial banquet called Sun Abbott Night Sunday, May 5, at the Seven Seas Restaurant, 6904 Hollywood Boulevard.

Festivities will start with cocktails at 7 p.m., followed by dinner at 8 o’clock. In addition to the dinner, two floorshows are scheduled. The Association will charge $10 per person. Proceeds will go to bolstering the treasury of the WVMOA in helping to finance its various activities. Uppermost among these is the Association’s continuing fight to bring about more equitable tax legislation for bulk vendors in communities surrounding Los Angeles.

This is the first event of its kind staged by the Association in its history. The WVMOA is the oldest in the nation and was founded in 1926. It is significant that the Association chose Abbott for its first testimonial. Abbott has covered the vending industry for the past 25 years. He started on the coin machine beat when he first joined Billboard in New York more than a quarter of a century ago. His affiliation with Billboard’s editorial department dates back long before he joined it as a full-time staff member. He served Billboard as a correspondent, covering its native Natchez, Miss., in 1921. In 1937, when he moved to Asbury, N. J., he continued as a Billboard correspondent and covered the coin machine field there.

Abbott was transferred to Los Angeles in 1941 to open the Billboard’s West Coast Office as its general manager. With the formation of six sister publications, Vend Magazine and American Merchandising Business, his area of operations was extended to embrace their activities as well.

Hungerford Cites Gains Of NAMA During 1962

CHICAGO—Thomas R. Hungerford, National Automatic Merchandising Association executive officer, termed 1962 one of the busiest and most successful years in the association’s history and cited four major accomplishments to back his point.

• Adoption of an amendment to the Federal Anti-Boy Law of 1962 which for the first time prohibits use of alums and counterfeit or foreign currency in vending machines. Hungerford called this the greatest single legislative victory in the association’s history.

• Development of a hot beverage safety program.

• Initiation of a program to alert cigarette operators to the tobacco-health controversy and its possible effect on vending.

Big Turnout Expected for May Shindig

NEW YORK—The joint annual outing of the New York Bulk Vendors Association and the New York Automatic Vending Association to be held at the Concord Hotel, Kiamshes Lake, N. Y., May 10-12, is expected to draw a heavy turnout of bulk vending operators from the New York metropolitan area.

Cost for the weekend to members of the two associations and their guests is $96 a couple for Friday through Sunday. The tab includes all meals. Any operator interested in attending can make reservations through Roger Pizc at Fred Vending of the 1808 Jerry, N. Y. The NYBVA will meet May 6 at the Fraternal Club here for its regular monthly meeting.

During the annual outing, NYBVA plans a business session and guest speaker.
Texas Court Upholds Ops

AUSTIN, Tex.—The Third Court of Civil Appeals upheld a firm on its decision that out State sales tax revenue $1,500,000 annually.

The court refused a motion for rehearing filed by the State and left standing its February 2 ruling that five vending ma-

chine firms do not have to pay the sales tax on gross receipts from sales of less than 25 cents each.

The ruling clears the way for an appeal of the suit by the State to the State Supreme Court.

The suit was filed by Neely Vending Company, Austin, the Canteen Company, Gal-
vagnes Brothers, Amarillo; and B and N Vending Co., Lubbock, after the State comptroller be-
gan collecting 2 per cent on gross receipts from all sales.

Action in Denver Shows Varmints Ahead of Gum

DENVER—For the first time in many years sales of varmints and other novelties have out-

stepped volume on balls gum, jelly beans, and candy items, according to bulk route opera-
tors throughout Colorado.

Operators such as Frank Thor-
wald, Charles Flowers, Jay Shan-
non and Don Akimi, have found that the non-edible vended prod-

ucts, including penny plastic items as well as 10-cent rubber

and plastic scare items are rank-
ing high in operator appeal. Pro-

bably fact that the Den-

ver School Board officially ex-

pressed disapproval of rubber worms, screws, snaks, etc., at the beginning of the school term had a lot to do with it, op-

erators believe.

At any rate, Denver bulk op-
erators, as well as those in Pueblo and Colorado Springs report that the novelty items amount to as much as 60 or 65 per cent of total sales, even where 5-cent and 10-cent items

are being shown.

Another factor which is un-
doubtedly spurring the situation has been the increase in the col-

lector's hobby with many grade school and junior high school youngsters attempting to make a complete collection of what-
ever items are being introduced in vending machines.

Some operators are encour-

aging their sub-contractors to mount their collections on panels of pegboard and artboard, like an embryological collection, identifying each vamint by name and date purchased.

Two or three Denver schools have sanctioned this kind of col-

lector's interest, infinitely pref-

erable to thrusting a rubber scorpion down the neck of a girl schoolmate's sweater, or other rowdymism.

Whereas six months ago, a large percentage of Denver op-

erators were continuing to get along without 10-cent machines, every operator has now added

5 and 10-cent machines to capi-

talize on the heavier available volume.

World Wide Plays Host To Ill. Ops

HAROLD SCHWARTZ

CHICAGO — Preventative maintenance and trouble shoot-

ing were stressed in a Seeburg service school conducted by

World Wide Distributors in Quincy, Ill., last week.

Harry Schenck who hosted the session for World Wide, re-

ported excellent attendance and enthusiasm at the day-long meet-

ing in the Lincoln-Douglas Hotel.

The service session was aimed at "speaker hookups." Instruc-

tors pointed out that almost any type speaker could properly be used with Seeburg machines, fol-

lowing proper procedures in pro-

determining volume, wattage and distribution between a phonograph and external speaker.

Operators in attendance in-

cluded: Bernard Lindsdown and Harold Hillert, L & M Music; Don Rock and Robert D. Wat-

son, G & W Novelties; William Carroll, Quincy Music; A. M. Donn, Donn's Amusement; Charles Hoyt and Clyde Schae-

fer, all of Quincy; Harold Kelly, Clayton, Ill. and L. R. Carr, Wendel Fusati, Gail Dickey and

Nelson Haskins, all of Macomb, Ill.
Ark. Extends 3% Sales Tax
To Game & Juke Box Ops

By ELTON WHISENHUNT

LITTLE ROCK — The Arkansas Legislature, in the last hour of the last day of its 1963 session, extended the 3% per cent sales tax to receipts from coin-operated machines. This includes phonographs and amusement machines, but not the vending machine.

Thus the State of Arkansas, in a move predicted in a report from Little Rock in Billboard on January 5, got a bill passed extending the tax coverage after avoiding a defeat in court by a colorful operator from Lepanto, Ark., C. E. (Tuffy) Tolliver, owner of Tolliver Coin Amusement Company.

Tolliver Case

The Legislature acted on request of the State Revenue Commission because under the court ruling in the Tolliver case, which held that Tolliver did not have to pay the tax, all operators who had been paying the tax for years could sue the State for a refund.

The proposed sales tax law did not specify that the tax was to be paid on receipts from phonographs and amusement machines.

Tolliver had paid a certain amount each month and wrote on the check that sales tax contribution. Some State employees in the Revenue Department decided to send an auditor to see Tolliver.

Ruling Affirmed

The State agent auditing Tolliver's books found the operator owed several thousand dollars. Tolliver contended he didn't and refused to pay. The State sued and Tolliver won in a significant case in the Revenue Department.

Faced with the possibility of hundreds of thousands of dollars in fines and hundreds of lawsuits, the Supreme Court of Arkansas affirmed the ruling.

Having suffered a humiliating defeat, the State then passed the 3% sales tax law, which had been the result of the court ruling for the possible refund of hundreds of thousands of dollars. The State then sought relief from the Legislature and got the bill passed at the last minute.

The Arkansas operator is already heavily taxed. He pays $250 for a license to operate, a one-time tax; he pays the premium to make a $3,000 bond to insure faithful performance; $35 city, $5 county, $29 State tax on each machine, and a $10 Federal tax on each machine.

Class Action

But the fight is not yet over. It may be that Tolliver and other operators, if they band together in a class action, can get the new law declared unconstitutional.

For the Supreme Court said in the Tolliver case that a play on a juke box was an intangible thing a person paid for, as was a play on an amusement machine, was not the purchase of merchandise and Tolliver was not selling a product on which a sales tax could be collected.
Antwerp May Lose Role as European Coin Crossroads

By OMER ANDERSON

ANTWERP — A drastic re-orientation of coin machine trading patterns is under way in Europe, and Belgium is worst affected.

Since Europe's coin machine boom began after World War II, Antwerp has been the trend leader, with some 75 per cent of Continental shipments clearing through this great commercial gateway.

Belgium, and particularly Antwerp, has become export-import headquarters for the trans-Atlantic coin machine trade. Ironically, in view of the fact that Brussels is the European Common Market capital, the coming of the trade super-market threatens Antwerp's demise as the coin equipment trading gateway.

Direct Shipment

There has been a month-by-month slackening of activity here as the impact of changing trading patterns becomes increasingly evident. What is taking place, briefly, is that U.S.-Europe shipments are clearing direct between the principal market involved, instead of being channeled through Antwerp.

This re-orientation of trading patterns is strikingly apparent in the latest figures (for December) just issued by the U.S. Department of Commerce.

These figures, which confirm the month-by-month trend and on-the-spot data, show that Belgium imported 1,689 coin machines in December and no used machines, placing Belgium behind the United Kingdom, West Germany, and France in overall imports from the U.S.

A veteran of the export-import trade here supplied this description of the Department of Commerce figures:

"Trends change and trading patterns change with them. In this instance, the development of an integrated European market has the superfluous effect of decentralizing distribution. Large Distribution

"The more sophisticated the European market becomes, the more logical it is to distribute direct from regional centers instead of channeling everything through Antwerp. There would be no reason for routing all shipments to the U.S. market through Chicago."

There are three reasons for Antwerp's decline as a transit shipment center for coin machines:

1. The general development of the European coin machine market, which is emphasizing regional and local distribution directed from a national headquarters.

2. Improvement in European transportation and cargo handling, with special emphasis on air freight.

3. The European Common market, which is integrating distribution and centralizing it at the headquarters of the parent concern.

Point three is a refinement of point one. The European coin trade began after the war, with only a handful of firms in the field. Export restrictions were general throughout the export-import trade. France, for example, has freed the import of import restrictions only within recent years.

Gateway Camborne

As the trade boomed, the number of firms participating mushroomed, and development shifted from a Continental to a national distribution base. The export-import trade continued to flow through Antwerp, but as national distribution arrangements have been refined the Antwerp gateway has become increasingly inoperative.

Steady rising volume and steadily improving freight facilities have dictated direct shipment from the source to the importer's headquarters.

Now, the European Common Market has added yet another dimension to this trend. By sweeping away national barriers, the Common Market is creating a single market for all countries. This means that it is becoming logical, in fact, almost mandatory — for manufacturers to erect their own distribution organizations throughout the EEC, instead of distributing through various national sales agencies and distributors.

As the markets of the six Common Market countries become integrated, manufacturers must integrate their distribution systems accordingly, or risk the run of losing out on the big market.

Concerns about Antwerp, this means that it is cheaper and more efficient to ship to a single major distribution center, or, alternatively, to set up a distribution organization, for example, in Hamburg, Marseilles, Genoa and Trieste.

Moreover, this development is being accelerated by the tremendous expansion in the air freight traffic. German firms, for example, are shipping by air to England, and the volume of air freight coin machines to distant markets is rising steadily.

Canipe Purchase Of W. Memphis Route Disclosed

WEST MEMPHIS, Ark. — West Memphis Music Company, owned by T. P. Aaron, was sold by Jack Canipe Jr. of Memphis and Dan Levin of Little Rock before Levin's recent death, it was learned last week. Canipe operates Canipe Amusement Company at West Memphis. Levin owned Standard and Automatic Distributing Company, Wurlitzer distributor.

He left a wife and two teen-age daughters.

Aaron is reported to have sold about 125 pieces of equipment for approximately $5,000. Aaron moved to Alexandria, La., and went into the music and game operating business there.

Status of the route Aaron sold to Canipe and Levin has not yet been decided because attorneys for Levin's estate have not completed legal matters on it.

KINGSTON, N.Y. — Members of the New York State Operators' Guild were warned by Millic McCarthy, newly elected director of the Music Operators of America, not to take the latest Celler Bill to remove the juke box performance royalty exemption lightly.

The Hurleyville operator who is also president of the New York State Coin Machine Association spoke to the NYSOG operators at their regular monthly meeting at the Governor Clinton Hotel here Wednesday night (17).

She said that the current bill has the best chance of passing any of the similar measures introduced in the last few sessions (Billboard, April 20).

She said that the current bill has the best chance of passing any of the similar measures introduced in the last few sessions (Billboard, April 20).

Members attending were President Mike Mulqueen, Jack Wilson, Les Smith, Tom Greene, Joe Reich, Dick Wenzel, Jim Denver, Aaron Koenig, Jack Roenn, Mac Douglas, Steve Nekos, John Nicetelli and Lou Werner, counsel.

Guests were Bob Callin, Billie Distributing, Albany, N.Y.; Gordon Howard, Atlantic-New York; Henry Knotloos, Glen Falls, N.Y.; Ogden Whitbeck, Schenectady, N.Y.; John Quinn, Troy, N.Y., and Paul Brock, Whitehall.

The members congratulated Joe Reiter on his re-election as police magistrate in Tannersville, N.Y.
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EUGENE NEWS BRIEFS

DWG Enters Vending

HUELLHORST, West Germany—Wurtzliner's German subsidiary, Deutsche Wurtzliner GmbH, is diversifying into the production of electrically operated cigarette vending machines. The plant was built in 1960 to produce a European compact juke box, the Lyric. Aside from the Lyric, German Wurtzliners are also producing the Wurtzliner organ for the Continental market.

Wurtzliner's expansion into vending equipment production is in line with general German trade policy of hedging the phonograph business with a stake in vending.

The firm is understood to be contemplating an eventual further expansion into food vending equipment. Vending is registering tremendous growth in the labor-short German economy.

Seek Bingo Ruling

BRUSSELS—Belgian bingo operators are seeking a court ruling on the compatibility of bingo and music, as concerns royalty payments. The trend is to provide background music for Belgian bingo sessions, and operators have been under the impression that since bingo is the real business of the establishment, bingo operators are exempt from copyright royalty fees.

MOA Breakthru

Continued from page 45

said that "as of this moment we have no plans to attend, but we may change our minds." A United spokesman was not available for comment.

Full Co-Operation

Adair's announcement of See- burg's entry noted that "we would like it known that our full co-operation is behind the current effort to break new life into MOA.

"As a former distributor in Philadelphia for many years, I am personally very familiar with operator problems and have always felt that our industry needs an active and strong trade association.

"I would like to demonstrate this personal conviction and at the same time give tangible evidence to our industry of the extent of our goodwill towards MOA's new management," said Adair.

He said that Seeburg would show its present LP Conole and Consoliner with a special display illustrating the company's merchandising philosophy and results generated by its "Break-through" program. The company will also show "each vending equipment as it is appropriate to the show."

Belgium's copyright organization, has based a decision by a British court, however. The London court ruled that music was played at bingo sessions it constituted the "merchandising" of the "vending" machine, and, hence, made the bingo operator liable for royalties.

Okey Seeburg Policy

FRANKFURT—German operator associations are acclaiming Seeburg's move to enter the US market, but its present LP Conole models will not be brought over to bring about substantial change for at least two years.

A spokesman for the operator association said, "There is strong resistance on the part of German operators to frequent changing of models merely for the sake of change—but what is called 'planned obsolescence.' We welcome Seeburg's assurances that they intend staying with their new models for at least two years.

German operators have protested to German manufacturers against frequent model changes, and the associations have been consulting their members to buy only equipment guaranteed against "planned obsolescence."

Film Production Set

PARIS—C.A.M.C.A., the big French electronics company which produces the Scopitone film juke box is preparing to establish a film production center for the coin-cinema market. Company officials said that if CAMCA goes into film production, it will produce for the general film phonograph market, including the competing Cinex box, Telebox Caravelle, and other competing machines.

The company is also studying the possibility of producing advertising films for showing on U. S. bottes. The company would specialize in films—both for advertising and entertainment—"with a strongly continental slant, emphasizing primarily French glamour.

"We believe Paris offers probably the best world location for a film production venture of this type," said an official, thereby confirming a report of "a vast potential market for film advertising," said the officials.

NEW ROCK-OLA EXCLUSIVE

"TRUE FULL DIMENSIONAL STEREO SOUND is brought to you by ROCK-OLA. This feature is built in every one of our latest models. Now you can actually hear the "true" sound of a jukebox in action. A world premiere of the most important addition to the world of sound!"

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MOA Has Eye on Disky Support

Continued from page 45

record companies were willing
to make the effort and con-
vince operators to stray from
established niches.

To date, MOA has made no
updation of informal or formal
— to record companies. But a
spot check of diskies in New
York, Chicago, and Los Angeles
indicates that most of the lead-
ers will be represented if all
the jukers manufacturers show
up and if the major record
companies take exhibit space.
Most replies were guarded,
as no one has actually been
approached.

Will Consider
At Columbia, Bill Gallagher,
marketing vice-president, said,
"We'll consider the invitation
when we get it. It will depend
on the format of the conven-
tion. If we like it, we'll be in."

RCA Victor's Irwin Tar said
he couldn't come to any de-
cision before an invitation
was extended, but that he was
"open minded" and that RCA's par-
ticipation was a "possibility."

Len Saldier at Decca said
his firm "probably would be
there," and MGM's Sol Hand-
werger gave two qualifications
for his company's participa-
tion — that the juke box ma-
ufacturers all exhibit and if the

major record companies are
there.

OLDER THAN
A NICKELODEON

MEDINA, Ohio—Patrons at
the Steak House, which during
the stagecoach days was known
as the Miller House, re-
ceived a real surprise when they
play the juke box. In the first place, the
machine requires only a penny
and the tunes, recorded on metal
capsules, are of the 1880 vintage.

The restaurant is now
owned by Rosell Reepner, for-
mer Goodyear aircraft worker
at Akron, who closes the place
down Saturdays and Sundays
because he says he enjoys "long
weekends."

Sam Gortkov, head of the
Capitol distributor organization,
said his firm exhibited in 1961
and "bombed out." However, he
added, "when we find out who
else is exhibiting, and if it looks
like a good turnout, we'll be there."

Reprise won't be exhibiting,
but Mo Osten, executive vice-

DO IT TODAY!

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POOL®
by

Slate Top • Metal Bumpers
Plastic Laminates on Rails
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Side, Metal Legs
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- Players actually run
Bases with Williams' Patented Base Running
Unit
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- Official Baseball Scoring

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BUY THE BEST—BUY WILLIAMS
Man Here Wants Our Nose Out of His Biz

NEW YORK—Statistics at Billboard's Market Research Division run across many unusual replies in the course of analyzing completed questionnaires, but one received from a Texas juke box operator this week sets a record of some sort or other.

The operator received the standard questionnaire which is being sent to some 6,000 juke box men throughout the country for Billboard's 15th Annual Juke Box Survey.

On the back of the envelope the man who got the questionnaire wrote: "We are fed up with inquiries."

He answered the question "How many juke boxes do you operate?" in the following manner: "This is none of your business what I buy and operate."

And he added as a postscript his opinion of surveys in general and his political philosophy. We quote verbatim: "Save your postage. Save my time opening your inquiries. I will not answer these questions until there is a law to force me to do so. It is my recidivistic that this country is sliding into."

The operator signed his name, though those being surveyed are asked not to do so. Survey information is used to compile national averages on operating conditions. Researchers do not know the identities of the operators sending in replies.

Fortunately the attitude of the Texas operator is a rare one. Based on the number of replies that have already been received, most operators want to know what trends are developing in their industry and are willing to sit down and spend 10 minutes to make their contribution.

Results of the 1963 survey will appear in Billboard's First Annual International Coin Machine Directory and Who's Who in the Coin Machine World. It will be published on May 1 as a separate publication. Distribution will be 10,000 copies.

**BOZO ADDS ZIP TO BALLY KID FUN ON PHONE**

CHICAGO—Anecdotes by Bozo the Clown are featured in Bally's second story-tape released last week for its Fun Phone kid's amusement device. The tape consists of 12 different anecdotes narrated by Larry Harmon (Bozo), with hits by his friends Batch and Elvis the talking dog.

Bill O'Donnell, Bally's general sales manager, said that other tapes will be released shortly.

**NEW 4-PLAYER MAGIC**

**NEW GACHO**

**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**

**Wurlitzer Service School Set by Jones**

FORT WAYNE, Ind.—A service school on the new Wurlitzer 2700 is to be held here Tuesday (23) and in Mishawaka, Ind., Wednesday (24). Both will be conducted by Lou Jones, distributor, and Clarence Roos, Wurlitzer factory engineer.

The all-day sessions will be held in Fort Wayne in the quarters of Felix Novelty Company, 1732 High Street, and in Mishawaka in the offices of Carl Zimmer, 130 North Ironwood Drive.
Wurlitzer Welcomes "State Sales" of Baltimore as Distributor

State Sales & Service Corporation, 1005-07 East Baltimore Street, Baltimore, has been appointed distributor of Wurlitzer Phonographs and allied equipment for the Baltimore-Washington area. Headed by Sam Weisman, a "30 year" man in the coin industry, and Dave Koenigsberg with two decades of electronic and operating experience, State Sales will contribute another strong link to the Wurlitzer sales organization and valuable knowledge and assistance to Wurlitzer operators in their area. You never heard two top coin men more enthusiastic about the Wurlitzer Ten Top Tunes feature. See them soon.

Wurlitzer 2700
Only Phonograph to Offer the Fabulous Ten Top Tunes Feature

The Wurlitzer Company
North Tonawanda, N. Y.
107 Years of Musical Experience
THAT FINE ITALIAN HAND: Vino Donaggio contemplates one of the spiritual beauties of life. She's unidentified, while the lira pile up in the bank from the success of his current hit, "Giovane, Giovane," which also was a front-runner in the San Remo derby.

OPRY CANADA STYLE: Shown at the recent "Grand Ole Opry" show in Winnipeg, Man., are, left to right: Roy Ayres, Quality Records, Ltd., distributor for Mercury; Faron Young; Bill Gregg, c.w. display at CVY, Winnipeg, and Leroy Van Dyke.

SATIN IN ORIENT: Prado scored again during recent trip to Far East. He's pictured in Tokyo, where his orchestra and records are tops in this Latin-music-mad land.

COUNT'S HONOR: Mrs. Katherine Basie accepts Christmas Seal Award on behalf of her husband from Dr. J.A. Perkins, managing director, National Tuberculosis Association.

PICCADILLY PYE: At press conference in Dublin to launch Piccadilly Heather series of Scottish-Irish disks are, left to right: Michael O'Duffy; Derek, of Derek and Elaine team; John Woods, Pye Records, Eire; Maurice Miller, and Elaine. Scene: Gresham Hotel.

SMASH RESEARCHER: Checking on chart status of his Smash single, "I'm Movin' On," is Matt Lucas.


BROADWAY BOUND: Rehearsing the forthcoming Broadway production of "The Devil in Me" are composer Don Elliott, at piano, and, left to right: Lyricist James Castigan, and two of the show's stars, Kaye Ballard and Richard Hayes.

HERE'S HOW: Eli Wallach, who is one of the stars in MGM's production of "How the West Was Won," is presented with the first copy of the MGM soundtrack album. Presentation was made during special ceremonies at Loew's Cineama, New York, by Beverly Halm, secretary to Sol Handwerger.