D-flaws again

Detroit Scores Plays To $43,280 Gross

By BILL SACHS

DETROIT — Country music last Sunday (5) soundly demonstrated its growing popularity and box-office potency when the largest c&w. package ever to play Detroit attracted record-breaking business in three performances at magnificent Cobo Hall downtown.

Presented by the recently formed Ray Price Enterprises, with the veteran country music promoter Oscar Davis at the helm, the show was witnessed by nearly 27,000 people in three shows, with duets scaled from $5.25 to $2.50 pulled a whopping gross of $43,280.

The largest house and gross ever attracted by any attraction in a single day at Cobo Hall. Veteran observers described it as one of, if not the most successful country music promotions ever presented anywhere. Advance sale, as of pre-show time Sunday noon, was reported by Davis as $28,000. It was the first country music show to be staged in the Motor City in more than six years.

The box office opened at 10 a.m. Sunday, and by noon, when the doors opened, thousands inundated the entrance to Cobo Hall, necessitating extra police force to handle the crowd. House attendants were hampered by lack of ticket takers to handle the crowds, and many patrons were unable to buy tickets at the box office, due to the throng that jammed the area before each performance.

The stage show featured such country music satellites as Ray Price, Webb Pierce, Faron Young, George Jones, Johnny Wright, Kitty Wells, Billy Walker, Minnie Pearl, Stonewall Jackson.

HEINE OFF ON EUROPE SWING

NEW YORK—Billboard sales manager Peter Heine leaves Monday (13) on a rapid four-week trip which will carry him to many of the capitals on the Continent.

Heine will visit briefly in London, Paris, Zurich, Munich, Vienna, Hamburg, Amsterdam and Brussels before returning to New York on June 9.

Columbia Execs Open Defense

By REN GREVATT

NEW YORK—Three top executives of the Columbia Records family testified at last week’s hearing of the long running firm’s defense against charges lodged by the Federal Trade Commission about various phases of its record club operation.

The hearings, being held before examiner Donald Moore, began with presentation by the Commission of its case in chief last January. These were concluded in mid-March. The defense case is expected to run for a number of weeks in hearings both here and in California.

Sessions last week opened with testimony from Columbia President Goddard Lieber- son. He was followed by Norman Adler, executive vice-president, and Cornelius Keating, record club vice-president and general manager.

Testimony by chief defense counsel Asa Sokolow ranged over many topics, including the history of Columbia, the reasons why it undertook a club operation, the nature of club advertising, financing and administration, contracts with other labels for distribution, and evidence presented to show that club operations have not, in fact, damaged sales at the retail level.

Notes LP Growth

Lieberson, following a lengthy discussion of the earlier history of Columbia, took note of the firm’s development of the LP, “which made it possible for several smaller record firms to go into business.” On another point, he noted the so-called “battle of the speeds” between Columbia and Victor as having resulted in a “Pyrrhic” victory, since both speeds still exist today.

Asked about Columbia’s cultural contribution, he remarked that “though it’s difficult to blow one’s own horn, we did make the ‘Confederate’ and ‘The Union,’ a cast recording of ‘Who’s Afraid of Virginia Wolf?’ and ‘Strange Interlude’.

In general, Lieberson was asked about the question of exclusivity, one of the issues in the FTC case against Columbia, the nature of its contacts with other labels and the like.

Mulling Factor

Turning to the club itself, Lieberson said the company started the thing back in 1945 immediately after the LP, because “now we

Columbia Execs Open Defense
#8186

(A NUMBER YOU CAN'T AFFORD TO FORGET!)

PERRY COMO

(I Love You)

DON'T YOU
FORGET IT

45 RPM

RCA VICTOR

ONE MORE MOUNTAIN

PERRY COMO'S NEWEST SINGLE!

THE TIME TO ORDER IS NOW —
DURING RCA VICTOR'S SUMMER SINGLES BREAKTHROUGH!

RCA VICTOR

The most trusted name in sound
ROLL ON, SWEET CHARIOT
Club's Smash Opening in New York Sparks Hope of Big Gospel Trend
By SAM CHASE

NEW YORK—Flushed with the almost imme-
diate success of their Sweet Chariot night, the club in Times Square, operator Joe Scandore is rushing plans for another club with an emphasis on gospel music. The club has experienced a chain of Sweet Charlots rolling across America, coming for to fetch customers in to hear some old style gospel singing in new surrounding.

The Columbia contract gives the record company exclusive rights to the use of the Sweet Chariot name, and to the talent appearing in the Sweet Chariot club. The obvious hope is that the club has the potential to spawn a trend as potent as the Pepperell, Longmont, Kansas City, and Chicago clubs.

The music heard at the Sweet Chariot is best described as folk gospel. It is music with enthusiastic, hardworking, and talented little groups, and all throw themselves into their efforts with real and religious conviction. And the audience gets the message. There is spontaneous rhythmic clapping and an electric atmosphere that is reminiscent of the days at the Follies when people are playing.

Some of the rhythm comes from tumbourines.

Bioni & WLS Still at Odds

CHICAGO—A rift between WLS and its top-rated deep-voiced announcer, Bill Bioni, had not been patched up as of Billboard press time.

Bioni had not done his evening 9-12 show since Thursday (2) week. Ralph Beaudin, WLS station manager, had told him at that point he just didn’t know what the outcome would be.

The rift has created a not-too-

Tuesday morning, however, Beaudin said that Bioni had called him, saying he wanted to think things over.

Meanwhile, Gene Taylor effec-
tively resigned from the station, saying he felt his usefulness had been impaired. Beaudin said the resignation was refused and that Taylor would definitely stay.

"Gene is too good a man not to," Beaudin said.

"For a station, we’re waiting to hear from Bioni," Beau-
din added.

No Comment

Neither Bioni nor Taylor could be reached for comment.

With the principals silent, the rumblings of a new wrangle are mounting over. A variety of versions existed about the original dispute.

Colt to Form Talent Firm

PHILADELPHIA—Henry Colt is giving up his management of Chubby Checker and Dave Dhein to form a new firm with Frank Virtue called Colt-Virt, which will develop talent and produce records. Colt will continue with Checker and Miss Sharp as adviser.

Colt and Virtue have already produced the Mays Brothers recording of "Who Stole the Kessha" and "That’s Life," by Gabriel and the Angels. Firm is working with Shag and Tina Powers, a group called the Katz, and Tommy Maris, young chanteur.

Andre de Vekey Becomes Billboard Chief in Europe

LONDON—Billboard has ap-
pointed Andre de Vekey, as its new European general manager, with headquarters in London. He will have full responsibility for sales, circulation, market re-

The new Billboard European chief comes from a musical family. His father, Andre de Vekey Sr., was a publisher of monthly magazine and music journals for 30 years to World War II. In his early years, he also assisted his father in his business. He joined the firm in 1926, became the 1930’s playing guitar and string bass, and he toured the world with the Hython crew. Before World War II he also worked for Columbia and Hawkey Records. Prior to joining the British office, de Vekey was London editor of the music trade monthly, Pano-
musical.

The new firm European chief has at least 15 musical compositions to his credit. As a producer, he is the author of as many as 150 music journals for 30 years to World War II. In his early years, he also assisted his father in his business. He joined the firm in 1926, became the 1930’s playing guitar and string bass, and he toured the world with the Hython crew. Before World War II he also worked for Columbia and Hawkey Records. Prior to joining the British office, de Vekey was London editor of the music trade monthly, Panomusical.

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**See Shake-Up in Royalties If Juke Box Fee Bill Passes**

By MILYRED HALL

WASHINGTON—Last week's hearings on a bill to end performance royalty exemption for juke box music and to set up a Performing Rights Administration to collect juke box license fees could have far-reaching effects on the future of performing rights administration in the United States.

**Panels to Spotlight ARMADA Meeting**

NEW YORK—Plans for the American Record Merchants and Distributors Association are now pointing to the organization's fifth annual convention at the Sheraton-Plaza Hotel, May 20-22.

**Big Push on For Rick Day**

NEW YORK—Radio, TV and dealers are being urged to be in the fullest in kicking off "Rick Nelson Day" May 17. The singer's first LP on Decca will be in the hands of dealers and displays on that day and a special segment has been planned for him on the regular ABC-TV show on which he appears. Records will also be celebrated as his 23rd birthday. Nelson's new Decca single, "Singing Along," looks like another two-sided hit for the label. The leveling is being all-out promotional gifts to be made to the artist's first LP. The label is pushing for concentrated air time for that single 24-hour period. In conjunction with the LP, a special format has been written into the "Saturday Night of Ozzie and Harriet" on which he appears that night. In the show he will sing five or six songs from the album, and his single "Singing Along." The cover features the picture of the singer and he is seen wearing a blue denim shirt and jeans.

**CBS' Quarter All-Time High**

NEW YORK—CBS has its best income report for the first quarter in the company's history during the first quarter of 1963, according to J. S. Paley, chairman of the network. Consolidated net income for the first three months was $10,175,001, compared to $8,073,000 for the same period in 1962, an increase of 26 per cent. Net sales for the quarter were $141,213,861, a $92,9 million increase over last year's first quarter net sales of $131,967,395.

**Mercury Series to Relate Eras**

NEW YORK—Mercury Records is launching a new classical series for collectors. The Great Music Series. The first releases will consist of six albums. A new recording process has enabled the label to produce at least 30 minutes worth of music on each side, and yet maintain high quality. This means that each LP can be continued on a side.

The first series of six albums are all meant to be fitting the romantic era. Sets also include a Beethoven album, an Edward Downes, conductor of the Metropole radio broadcast. Each LP includes a special coupon, and six coupons entitle the owner to a record from Mercury Records, called the "Great Music" LP. This series will be available in stores.

In the first six albums, Mercury is offering a special deal to distributors and dealers. It is offering a 40 per cent discount and a 30-60 day arrangement on each pre-pack of 24 albums. The pre-packs contain two copies of each of the six albums both in monaural and stereo. With the pre-packs are two, with each copy in a different color, used in browser boxes.

**Bill Gallagher Top Speaker at ROSA Parley**

NEW YORK—William Gallagher, president of Gallagher Music, will be top speaker at the forthcoming convention of the Record Organization Society of America, according to Irv Perlman, ROSA president.

The event will take place June 23-25 at the Fontainebleau Hotel, Miami Beach. According to reports, Gallagher set for opening day. Route- ler Records President Morris Levy will be guest speaker on Tuesday (25). Levy's firm will toss a cocktail party Monday evening (24).

Two awards will be made by the one-on-one speakers during their convention. The first of these, the "Man of the Year" award, will be made to U. S. Attorney General Robert F. Kennedy. The second award, "making the greatest contribution toward better manufacturer—one-stop relations," will be made to Robert Feid and Liberty Records.

**Whitman Sales Mgr.**

CLEVELAND—Wade Whitman is the new sales manager at Clevarec, the new operation in Cleveland. Godfrey Dickey heads the distri-

**Bobs Ferguson Joins Victor**

NEW YORK—Bob Ferguson has joined RCA Victor as an artist and repertoire director.

Ferguson, who will work with RCA's a.d. chief Chet Atkin, is expected to design and produce with country and western music and recording artists. He joined RCA in 1954 as Ferlin Husky's manager.

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Orchestra on the albums, which include music of Schu- mann, Richard Strauss, Brahms, W a g e r, and others. Dvorak, are the Detroit Sym- phony Orchestra under the direction of the Minneapolis Symphony under Antal Dorati. The sides are taken from the same record and are added to the catalog, and have been re-recorded in stereo. It is emphasized that more music can be contained on each LP.

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HERE'S YOUR WINNING TEAM FOR MAY!

HITS! HITS! HITS!
THE SOUND OF DON COSTA
Featuring the Warner Brothers
Call Me Irresponsible
Foolish Little Girl
Follow The Boys
Laugh You What Will My Mary Say?
Done With The Wind
My Foolish Heart
Charm Me
I Love You Because
Can't Get Used To Losing You
Days Of Wine And Roses

STEVE & EYDIE AT THE MOVIES

THE PERFECT MATCH
JOHNNY SMITH

THE ART VAN DAMME QUINTET

HERB ELLIS

ANDRE PREVIN

SHELLY MANNE

RAY BROWN

NIGHT LIFE

RAY PRICE

HEY LOOK US OVER!

THE J'S WITH JAMIE

WONDERLAND OF OPERA
ANDRE KOSTELANETS

AMERICA'S MOST EXCITING NEW VOCAL GROUP

THE LONGEST PIANO IN TOWN

FROM COLUMBIA RECORDS
NEW YORK—There’s much excitement and expectation around the forthcoming ABC TV game show starring Jimmy Dean as rehearsals for his forthcoming ABC TV game show get underway.

The hour-long variety show, featuring Dean, his new and chief mentor, the hits in the Autumn TV schedule, will be under the production banner of Bob Banner with Julio Bilandido directing.

Dean taught the educated eye of Banner and ABC moguls with whom he’s been meeting during the exciting no-man’s land between Pascall and Carson on NBC’s “Tonight.”

The Columbia recording star made a recent guest appearance on the show with his folksy personality. The result: the “Jimmy Dean Show” is probably the first spin-off of its type where an artist has been signed by one network on the basis of his performance on a rival net.

It’s said: “The format will range from grand opera to “Grand Ole Opry” and I hope to feature Jimmy Dean along with Roy Clark (guitarist Clark broke up the offer of a contract to the emcee) and other entertainers of that caliber.”

Dean recently went to have an album we’ll call “Music From Thursday Night” featuring the best of his recent CBS appearance on my new show,” Dean said.

Besides the “Tonight” outing, Dean has been making personal appearances on CBS and with local shows in the cities. He has, in the production line of Dean underlines the interest the ABC has now in producing a program for the forthcoming season. In addition, the web has Jerry Lewis signed and ready to go on a regular stanza.

Harry Levine Off to Europe

NEW YORK—Harry Levine, executive vice-president of ABC-Paramount, is leaving for Europe on May 25 for a series of conferences with label-affiliates in England, Switzerland, France, Milan and Rome. Accompanying him on the trip will be the director of ABC-Paramount executive. He will be met at the Victor Dean Grayson, managing director of Westminster Paramount's classical subsidiary.

THEY CARRY A FULL LINE OF NEEDLES, TOO!

NEW YORK—At the RCA supermarket at 50 West 25th Street (next week here (see separate story), Charles Odorici, RCA’s group executive vice-president, and a group of stockholders that each one would be the subject of the “Victor” DeAngelo record at the Robert Shaw Choralie. “This Is My Country” and “The Great Chicago Blues” and “The Blue Book of Chicago Blues” and “The Chicago Tribune” union demands in playing conditions: consecutive days off, and refusal of all band disk player during the two-week ball season.

Barun, though an RCA records company, is a successor in producing pop singles for other labels.

Dean Rehearsals Spin Along

COLPIX STARTS SPEECH SETS

NEW YORK—Colpix Records is starting a spoken word series. First releases are “A Little Treasury of American Poetry” in two LPs, and “A Little Treasury of American Poetry.” The spoken word sets are produced in Broadway Melody Productions, under the direction of Colpix poetry editor Oscar Williams. These albums can poets will read their own works on the LPs.

Court Rules AFM Wrong

NEW YORK—The U. S. Court of Appeals has ruled that the American Federation of Musicians’ 10 per cent tax on all engagements featuring a player or actress, does not violate the Fair Labor Standards Act.

The court ruled that the player and the local tax payments, by agreement of both parties to get the case to the Court of Appeals quickly.

The court of Appeals agreed with the higher court in the case of Arthur Cobler, an organist in the television and stage engagement field, is an employer, and, as such, only those who are required to pay to the union, the taxes and surcharge involved in the single engagement field is an industry affecting interstate commerce.

Barnum Inks With Fantasy

SAN FRANCISCO—Fantasy Records and H. B. Barnum signed contracts giving Fantasy exclusive distribution for Barnum’s first album for Fantasy, “H-11” and “Prelude.”

The deal gives Barnum freedom on the producing end with Fantasy assuming all manufacturing, promotion and distribution for the labels. The firm expects to release 20 singles each year.

Barnum, though an RCA recording company, is a successor in producing pop singles for other labels.

TASTE SINGLE SPOTLIGHTS—Pop

ROB S. SOXX AND THE BLUE JEANS TOO YOUNG TO GET MARRIED (Mother Bertha-Trio, BMI) (GMM) —Soxx and his playmates. He and the chicks explain that they are much in love and the teen set should dig the words, and the beat. Solid young set.

Sim Myers Aid at Victor TPL

NEW YORK—Sim Myers takes over as administrator, press, and information, for RCA Victor Records this week, replacing to public relations chief Herb Helm. Sim, who will work primarily with the Red Seal roster of artists and records, was for the past three years with the public relations department of MGM Pictures.

Becker Suing Ball

NASHVILLE—Richard Becker, president of Kea Music, Inc., filed suit in Chancery Court here last week against the partner, Noel Ball. Suit alleged that Ball had made unauthorized engagements of songs that belonged to the music firm, and that Ball had failed to keep payments. Defense of the suit, in addition to Noel Ball, are Tiki, Lee Willis, Arthur Alexander, Tom Stapp, Kea Music, Det Records Distributing Corporation and Mercury Record Distributing Corporation. Becker alleged that Ball had illegally paid sums of money to Fox, and Mins and ullam, competing music firm, Tiki, and diversified musical compositions to a firm that should have been placed in Kea Music.

Tony Piano Post

NEW YORK—Tony Piano has appointed Norman Fendelman, general manager of Eavis and the Purple Onion in California and is set for a four-weeker at the Odeon in L.A. Who is appearing on the Andy Griffin show now, and Linke extended his contract with ABC, “Sing Along With Mitch” TV its.

Katherman Set Up

ATLANTA—Gene Katherman, formerly Eastern promotion man with Victor, has opened his own distribution firm in this city. It is called Georgia Recording Distributing Company. Lines set for the firm, according to Katherman, are Mercury, Philips, Stargard, Lenox, Aco, Golden and Savoy.

NO SWEAT: Ronnie Schell, Andy Griffin, Margaret-Ann, the Ernie Manari Trio, Woody Wrood and Norman Diamond, Dick Lieb and a quartet pose in their Ohio University sweat shirts on the Athens campus.
FOUR NEW HITS FROM LIBERTY!

1. "DANGER" - Vic Dana  DOLTON 73
2. "MORE" - THEME FROM MONDO CANE
   Martin Denny  55571
3. "NEEDLES & PINS" - Jackie De Shannon  55563
4. "I KNOW, I KNOW" - "Pookie" Hudson  DOUBLE "L" 711

LIBERTY RECORDS
Top Nominees to Make Grammy Presentations

NEW YORK—Top nominees for the annual NARAS Grammy awards will present the trophies to the winners at the New York chapter's dinner in the grand ballroom of the Hotel Astor Wednesday (15). Volunteering their services are Marian Anderson, Jimmy Dean, Mike Ellington, Eileen Farrell, Stan Getz, Joe Harrell, Steve Lawrence and Eydie Gorme, Dudley Moore, Peter Nero, Leonard Price, Leopold Stokowski, Pat Thomas and Jonathan Winters.

The full roster of nominees was announced last week by a spokesman for the National Academy of Recording Arts and Sciences. The Academy is the organization that presents the awards. The winners will be announced March 15.

Dealers Take to Air To Charm Customers

KANSAS CITY, Mo.—M. B. Magers, veteran stereo and high fidelity dealer here, has found an unusual tool for selling the market profitably — his own voice.

Magers, a Magnavox dealer, has constantly pounded the sub- ject of selling to the public, but acting as his own an- nouncer and "featuring performer" for regularly scheduled radio spots.

On each spot, most of which are "quickies" for Tuesday morning hours when a large number of radio listeners are forthcoming to work, Magers discusses stereo with a homely, casual touch, mentions the names of personnel in the store, including his own brother, and takes the liberties of perfectly reproduced tapes or record music, and insists that the bigger boys can’t touch Magers himself.

He calls himself "Mago," a long-standing nickname, and says that if you go looking for it, then every listener learns something about the store, the store features, and winds up with an "I’d-like-to-know-your-personal" sign-off.

RCA Quarters Earnings Soar

NEW YORK—First quarter earnings reports for RCA for 1963 have set an all-time high for any similar period, and indicate that the company will continue to rise throughout the year. Chairman David Sarnoff, head of the board, said at the 44th annual meeting of RCA shareholders last week (7) that

The 1963 first quarter, which provided the highest dollar earnings for any quarter in the RCA history. It marked the eighth consecutive quarter in which the company earnings were higher than in the comparable quarter of the year before. The shareholders meeting was held in NBC’s Studio 8-H, Radio City.

Sales were up for the firm’s devices, television sets, color television sets (40 percent ahead of last year), home instruments, NBS, RCA communications, RCA Consumer Electronics, RCA tape recorders, RCA Victor Records and RCA work for the government.

Sales of products and services for the first quarter of 1963, January, February, March, were $436,000,000, a 3 percent increase over the first quarter of 1962, $425,000,000. Net profit after taxes amounted to $17, 300,000, or 19 percent above the 1962 first-quarter figure of $14,500,000.

Barber Cops a Pulitzer

NEW YORK—Samuel Barber was named winner of the 1963 Pulitzer Prize last week for his Piano Concerto No. 1. This is Barber’s second. He received his first in 1948 for the opera “Vanessa,” with libretto by Gian Carlo Menotti, himself a two- time winner of the coveted award.

In 1946, Barber was awarded the Music Critics’ Circle of New York for his Concerto for Piano and Orchestra, but he is perhaps most famous for his famous Adagio for Strings, which is one of the most often performed pieces by a contemporary American composer.

The winning concert is to be released, featuring young pianist John Browning and con- ductor George Szell on Columbia.
The New Sound of the Four Preps
Charmaine
#4974
Stockholders Elect Decca Board

NEW YORK — The stockholders of Decca Records have re-elected the entire membership of the board of directors: Albert A. Grudwine, Milton R. Rackmil, Martin F. Salkin, Leonard W. Schreiber, Harold I. Thorp and Samuel H. Valence. Paul, Marvinick, Mitchell & Company have also been re- 
tained as independent public auditors for the firm.

The board of directors then re-elected the following officers:

Rackmil, president; Schneider, executive vice-president; Peet, vice-president; Samuel Yanin, secretary; Israel Marks, assistant secretary, and Irving Wiener, assistant treasurer.

Liberty Signs Double I Pact

HOLLYWOOD — Liberty Records has concluded a three-year distribution deal with Lloyd Price's Double I Records. On the heels of Liberty climbing the Billboard "Hot 100" with the recent produced "If You Need Me," featuring Wilson Pickett.

According to terms of the contract, Liberty's Double I releases will feature Price in the two-spot on records produced or as a recording artist. First of the Price recordings is scheduled for release this week.

3 A F Twists

NEW YORK—Audio Fidelity has just come up with three LP releases that have been twofold in production. One is a complete re-packaging, including title, of a comedy album featuring zany stereo sound effects and page. The title new is "Russian Roulette and Other Bullet-Proof Gags," and it features the comedy routines and stand-up comedy of George & Mildred. Other two releases are stereo versions of albums which in mono are popular items in the Audio Fidelity catalog. "Fiesta in Mexico," and the Miguel Diaz mariachis, is AFSD 5816 in stereo. "Cha Cha Cha," with Pedro Garcia and the Del Prado Ork is AFSD 5810.

Roulette Goodies

Now in the works at Roulette are a number of new projects. On record, Chico, Checker, Argo, Atlantic, Gate, End and Old Town, and others are working at intensive right on the album covers.

The Roulette Golden Gallery series is a further advancement of the "hardcore" market, and a radio advertising on a 12-9-12 basis, as well as a specially designed newspaper advertising campaign, to hold to 12 each of the 12 albums. Those discs will be sold separately or as floor rack container of 144 LP's. Discontinued sales will be 25 per cent when bought as a pre-pack.

Roulette also brought out


could mail the product. He cited the evidence at the time the motel was burned, and mail-order operations. One of these, the Book of the Month Club, decided to fore close several Columbia artists with the idea of recording for a record club. Then we really got concerned," he said. "We feel we had to get into it and that we did, the advertising would not have trickled in increased sales.

Finally, a crash program was decided upon, and in 10 weeks between Decoration Day 1955 and the end of the annual club project, known under the code name "Alabama" (to keep the observance of an outbreak), was launched. "It wasn't a succes-

to the impact of club advertising, he turned to the example of the Philadelphia Orchestra recording. "The Glor-

ous Sound of Christmas," origi-

nally released in 1954, was re-issued in September of last year. The album was re-issued in the initial club offering, he noted.

Brisk pace of retail sales between the first offering of the package on November 1, and the first of December, brought the package to the national breakout in Billboard at $494,000 in one month. In total, he said, the album sold 146,000 at retail and 400,000 through the club.

Adler also outlined bow, "It came to be my judgment that we suffered from a lack of diversi-

ity of repertoire. We found that the club "distribute various products of small record com-

panies whose catalog would complement our own. We just didn't have the kind of product to "sell" a club. Our most serious weakness was in jazz and in rock and roll, and we felt we had a policy against it." Adler's sugges-

tion was followed, a result of a campaign of the multi-label distribution plan, starting with Caed-

mon Records.

Dealers' Deal

On another point, Adler described the negotiations on a multi-

label plan, under which dealers were (and are) given 20 per cent of each sale, in return for

changes by members they sell. Since 1955, he said, $1,240,000 has been paid out in dealer commissions. In later cross-

examination, he noted that in recent years, comparatively few commissions have been paid to dealers.

Again returning to the matter of club sales, Adler said that Columbia mailed 12,500,-

000 direct mail pieces during 1962 and spent $5 million on advertising and promotion. One of the advertising media was "specialized in mail-

rations, a de luxe, gatefold ad on the third of the Digest was used for mass mailing until the arrangement between the Digest's owner, the Digest was consummated. At this time, he continued, the choice space became available to Columbia, even after repeated requests for the space. Subsequently used the same space.

Initial testimony by Keating was devoted to outlining the mechanical structure of the club, its personnel and its various operating departments. The ac-

counting department has particular problems, he said, in that

"we had $5 million in bad debts in 1962. We have, in fact, $13 million receivables now." He also

Do Own Pressing

On the question of pressing, he said that Columbia virtually all its product, "of 20 million records written and pressed during 1962," he said, "only 40,000 were pressed by outside companies, the rest of the 20 million came from our own presses, especially because of tough labor conditions.

In an effort to show that Columbia "never in Socolow's time, has ever forced outside labels to sign up," the at-
norney asked Keating to explain the "other label" negotiating sessions.

Mr. Adler was described as "long, hard, arm-length sessions with the club. The club wanted something on a yearly basis and we gave it on a yearly basis, the club. But the "other label" negotiating sessions.

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THERE HASN'T BEEN ANYTHING AS FUNNY AS NEW SIDES SINCE SHELLEY BERMAN'S LAST ALBUM!

P.S. Shelley Berman's last album... and the ones before that!

THE WIT OF AMERICA IS ON VERVE
That Rolling Charriot

Can Gospel Replace the Twist?

Continued from page 3

which are passed out in quantity among the adventuring fans. The Weavers are a monument to the strength of the record business, for it is chiefly records that have sustained the group and brought them to the Rotunda of Gospel Songs.

The Weavers may be older but the spirit is youthful and full of life. This is a gospel-oriented trio, and its repertoire includes spirituals, hymns, and some country and western songs. The group is popular with young people because it offers a new format for gospel music.

The Weavers' music is characterized by its simplicity and sincerity, which has made it appealing to generations of listeners. Their performances are known for their emotional depth and their ability to connect with audiences of all ages. The group's approach to gospel music has helped to break down barriers between different musical styles and has contributed to the growth of a more inclusive and diverse musical landscape.

In conclusion, the Weavers' story is one of perseverance and innovation, as they have been able to adapt their music to the changing tastes of their audiences over the years. Their legacy continues to inspire new generations of musicians and fans, and their impact on the world of gospel music cannot be overstated.
FAST MOVING BREAKOUT!

The ELEKTRAS

"ALL I WANT TO DO IS RUN"

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The WEST Siders

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UA 600

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MIKE CLIFFORD

"ONE BOY TOO LATE"

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"JAMES BOND THEME"

From The Motion Picture "DR. NO"

JAMES BARRY
And His Orchestra

UA 581

UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.
SAN FRANCISCO

The Off Broadway has released its booking schedules for the next three months. Starting off will be Bucky Greene who succeeds June Christy at the club on May 17, succeeding artists include the Mary Kaye Trio from June 7; Franny 'D'Rose from July 2, and the Fluor Freshmen from August 9. For 10 days straight starting August 30 through September 8 the Stan Kenton orch will play, and will replace the house band consisting of the John Mosher Trio.

Roland Kirk
* Continued from page 12

moody with hardly a trace of shrillness, even in his up-tempo improvisations (as in the Charlie Parker medley). As for the improvisations themselves, Kirk rarely departs from a harmonic structure which is logical and easily accessible. His feeling for form is dramatic, and there is a highly built pattern of tension in all of his arrangements which seems even more pronounced than it had come to seem.

Best of show was his sensuous, ear-sizzling rendition of a bustling jazz ballad called "Sweet Flesh" and the show of the night was his tour de force pull-out-the-stoppers "Three for the Festival." The latter is recorded by the group on Mercury and is an excellent virtuoso opportunity for them all.

If you've never seen Kirk and companion perform, you must see it—especially if you're around. BARRY KITTELSON

... A five-year-old drumming protege will be featured May 12 with the big band of trumpeter Gerald Wilson at the All Bala Ballroom in Oakland. Also on the bill is vocalist Lil Greenwood.... The only local appearance of Ray Charles will be at the Cow Palace on August 9.... Vince Guaraldi, who made a big local hit with his Phantom album last year, "Black Ophus," is currently at the Triton in San Francisco. Hes going to New York this fall to be at The Emporium.... Singer Helen Forrest and some of her Smokin' shipmates are featured together at Freeway's in Hayward.... The Cables may be making a bit hit on records, but they won't be heard on Oakland rock and roll station KEWB. The situation is too touchy, according to station management, because of the existence of rival Oakland station with the call letters of KABL.... The Wilton Jones Trio is making a big hit in San Jose's sky high Plaza 7.... Caroline Richter opened at Bimbo's last week (May 9).... Vaughn Mender had an auspicious beginning for his second engagement at the hungry i—only a half-filled house. The excuse was that he arrived a day early and no publicity had been given out.

DALLAS

A one-night concert was played by the Tommy Dorsey band in the Memorial Auditorium Theater on May 3. This marked the professional drumming debut of Frank Sinatra Jr..... Recording star Rusty Warren will make her debut at the Col- ory Club on May 10 and will appear through May 18.

A quick one-nighter will be made by comedian Phil Foster, singer Fran Warren and the Paul Nelson Quartet, May 12. They will entertain members of the Southwest Shoe Travelers Association.

Bob Newhart, the "button down" comic, will appear here on May 18 headlining a show which co-stars Margaret Whiting and Tony Pastor's band. This is the first appearance here for Newhart and 10,000 persons are expected to turn out for the show at the Southern Methodist University Coliseum.

MEMPHIS

Kirk Nelson will be the feature attraction at Arkansas Dairy Festival and Teem Jamboree June 20 at Little Rock.... Elvis Presley, in Memphis between films, says Frank Sinatra Jr. will make his movie debut at Elvis' bodyguard in the upcoming "Viva Las Vegas".... Hi Records Are Cannon is playing an extended engagement in Memphis' Hi Hat Club.

Songstress Mary Miller, of Memphis, sweet 16 and very pretty, bagged her first night club debut at Desert Inn in Las Vegas, was signed for two weeks beginning June 6 at Harrah's at Lake Tahoe, may get a film contract.... Sun Records Jerry Lee Lewis and wife Myra are expecting in Sep- tember, their first for the Steve Allen Lewis, 3, drowned last year in their swimming pool. Hi Record star Bill Black is taking piano lessons when he

NEW YORK—799 Seventh Avenue; Cl 5-7300; Leroy Friedman, Manager
HOLLYWOOD—6121 Sunset Boulevard; HO 6-2481; Harold Chapman, Manager
CHICAGO—630 North McClurg Court; WH 4-6000; James Felix, Manager
NASHVILLE—(Bradley Studios) 804 16th Avenue South; AL 4-5578; Bill Denny, Manager

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EAST:
Benny Goodman takes the stage at Basin St. East May 13 for three weeks.... John Hy- land makes his new York night club debut (May) at Jack Silver- man's International for three weeks.... At the NARAS awards (May 19), Count Basie will be featured.... Earl Wrightson in for the weekend at Boston's Statler Hilton, while Gene Krupa goes into that city's Tie Toe Club (13) for two-week engagement.... Booked into the Village Gate for two weeks (May) is Jimmy Smith and organ.... College dates for the Highways this week include Yale (17); Bloomfield, N. J., (18); and New Paltz, N. Y. (19).... Al Man- tino opens at Palace's, Philadelphia, for nine days May 17.

Bow for Pitney

NEW YORK—Gene Pitney, a solid Musicor Records winner and currently riding high with "Macka," will make his night club debut at Jack Silver- man's International in "Pret- ty U.S.A." which bows in May 15.

gets home to Memphis from one of the nation's top music teachers. Black says it will help him in composing and arranging.... Jimmy Driftwood was star of the recent Arkansas Folk Music Festival at Mountain View, Ark. It was a big success, will prob- ably be an annual affair.

ELTON WISENBURG

SOUTH
Peter Nero makes two college appearances this week in De- Land, Fla. (16), and Jackson, Miss. (18). At the Southern Club, Hot Springs, Ark., as of May 16, his singer Tommy Leonetti for one week.

MIDWEST
In Minneapolis this week are the Smothers Brothers opening for two weeks at Freddie's, May 13, and Rex Allen, who plays the Plume Theater Cafe, opening same date.... The St. Louis Playboy Club will feature Mike Clifford for three weeks as of May 13.... Shelley Berman finishes his booking at Mr. Kel- ley's in Chicago Sunday (19).

WEST
Peter, Paul and Mary will share opening night spotlight of the Monterey Folk Festival (17).... On May 19, Della Reese plays the Los Angeles Paladium.... Sarah Vaughan is in for two weeks at the Off-Broadway Club, San Francisco, May 14.... Frances Faye at the Las Vegas Thunderbird May 17 to June 16.... Comic George Kirby plays Basin St. West, Los Angeles, for the weekend.... Al Jolson in Seattle's Penthouse (13) for the Oscar Peterson Trio.... Louis Armstrong will be at Salt Lake City's Lagoon May 18.

CANADA
Organist Earl Grant will open at Joly's in Vancouver May 15.

PUERTO RICO
Sam Getz will play the Condado Beach Hotel, San Juan, May 7 through May 22.
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CAPITOL RECORDS
Pianists Need Page 1 Spotlight To Make Big Time These Days

By BARRY KITTLESON

NEW YORK—The field is so crowded with good young pianists today that for one to draw any real attention from classical fans it appears he has to win a contest or get good notices in Moscow. Barr- ing that, he must get in the spotlight through some kind of news break—either planned or accidental. When one needs attention in order to make his current crop of hopefuls is staggeringly equipped technically and because competition on the record and concert level is tough indeed. To stand out among their peers, it is imperative for a young pianist to have something new on extra-musical embellishments. A recent case in point is 16- year-old Andre Watts from Philadelphia. He was a prime news copy for classical and magazine when he was asked to substitute for alleles Glenn Gould in written for two months the New York Philharmonic, including a national broadcast on CBS radio. These performances, and the younger’s brilliant work, helped make him nationally known overnight. His first appearance with Columbia has become a best seller.

Though other American pianists have made their breakthroughs here, Van Cliburn showed how important a Moscovian appearance could be to an American pianist when he won the Tchaikovsky competition at 19 in 1958.

National Stage

Cliburn became a national hero, now gets fees for his concerts and has started his own Van Cliburn International Piano Competition in Texas. Since Cliburn, many young pianists have come to record as a path to new American fame. Byron Janis recently made recording there with the Moscow Philharmonic, and the Mercury recording became a strong seller. Grant Johannesen recently received a tremendous reception on the occasion of his first recital in Moscow, and right now Malcolm Ravel, winner of the Leventritt Award last year, is gaining headlines for his triumphs from London. Glenn Gould, enfant terrible of the younger pianists has made news through his concerts, not only due to his remarkable keyboard works but also because of eccentricities that made him news.

His original debut recital in 1955, when he was 24 years old, included the complete works of the Bach “Goldberg Variations.” The esoteric work, originally written for the organist Klovrier, is a technical finger twister in transcription and Gould’s abilities were stretched to the ultimate. His success made him famous. In 1967 he was the first North American pianist to be invited to the Soviet Union. Gould has never lost his flair for publicity.

Record Firms In

Record companies have been

Coming on this page in future weeks:

Next week

Folk Music

June 1 issue

Gospel & Sacred Music

June 8 issue

Jazz

Newspaper of the North Texas

Leonard Bernstein charts with protege Andre Watts, widely heralded new pianist.

By BARRY CANDY

DALLAS—FM radio is taking the spotlight here in providing good cultural music, a big need that has long existed in the North Texas radio music field. KMP-FM, a late-comer in the local radio field, presents the classics throughout its full-time operation from 7 a.m. to midnight, a total of 17 hours. Owner and operated by W. B. Carver, a local businessman whose love of classical music prompted his venture into the broadcast fields purely as a hobby, KMP-FM went on the air Sept. 1. George Gregory, who has a background of seven years in broadcasting, is musical and program director for the station.

From a library of more than 1,600 long-play albums which includes the best in classics, played by top artists, the station’s program format starts each day at 6 a.m. with the program called “Morning Concert” and continues to 10 a.m. In the afternoon, another program called “Afternoon Classics” is heard. The station’s reception, according to the station director, has been much better than expected.

Classics Arrive in No. Texas

Bernstein Plans Sabbatical

NEW YORK—Music director of the New York Philharmonic, Leonard Bernstein is planning a sabbatical leave of his conductorial responsibilities during the 1964-1965 season.

Bernstein’s schedule for the 1964-1965 will include about half of its normal level of subscription concerts. This coming season he will conduct 14 weeks of concerts, while Josef Krips and George Szell will each conduct eight weeks each.

Guest conductors to cover Mr. Bernstein’s Sabbatical during the following season will be Josef Krips (10 weeks), William Steinberg (12 weeks), Thomas Schippers (six weeks) and Lorin Maazel (four weeks).

Because of the unusual length of Bernstein’s contract with the society, signed in 1961, the sabbatical leave is a rare event. The 1961 contract renewal extended the original six-year contract with Bernstein for an additional seven years.

The nature of the sabbatical leave, at Bernstein’s choice, automatically extends his contract for an additional year through the 1965-1966 season.
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COUNTRY MUSIC

SWINGING ALONG With
C&W CHART WINNERS

GEORGE JONES and MELBA MONTGOMERY

"WE MUST HAVE BEEN OUT OF OUR MINDS"

JIM HARDY, new C&W disk jockey on WJYV, Palm, Illinois, is setting a new record for bookings by playing Chicago and Nashville. Sidew walks "Crying Your Heart Out" and "The World's Most Adorable Baby." The Andy && Kerr Singers will back up Jim's vocal. Record will be released in May.

COUNTRY MUSIC CORNER

By BILL SACHS

Members of the Pickin' and Grinnin' Club, comprising country music fans who gather in weekly sessions in the home of Mrs. M. Jerome Harvey in Meridian, Miss., notified a full-page story and photos in The Birmingham (Ala.) News April 21. Among those pictured in the eight photos accompanying the piece were pickers Barbara Rutherford, Al Hemming, Mrs. Harvey, Darlene Page, Bill Gillette, Kay Lelandie, John Temple and Pamela Temple. Under the name of Virginia Shines, Mrs. Harvey, a cousin to the late Jinnie Rodgers, has several country tunes to her credit. One of her songs, "The Greenstain Bench Nova," was recorded last week by Capa Records, Mobile, Ala. Featured on the disk are Bill Gillette and the Hallauders.

A country music package headlining Carl and Pearl Butler, with Red Sovine and the Galahawks (4), Country Hall, Royce Miller, Archie Campbell, Jinnie Skinner and Lessons Harvey, played to two capacity houses at Milk Magna's spacious Castle Farm, Cincinnati, Saturday night (27). It was the second such tour sponsored by the Hamilton County Fraternal Order of Police.

(Continued on page 30)

United Artists Records Inc.,
729 Seventh Ave., N.Y.19, N.Y.

Check This Week's C&W Chart And Order From:

Billboard SPECIAL SURVEY
HCR WEEK ENDING 5/10/43

This Week's
Title, Artist, Label & No.

1. STILL
Bill Anderson, RCA Victor 8137

2. LONESOME 7-7203
Howshower Hawkins, King 5712

3. NATURAL KID
Buck Owens, Capitol 4027

4. IS THIS ME
Joe Reeves, RCA Victor 8137

5. END OF THE WORLD
Shaker Davis, RCA Victor 8099

6. YELLOW BANDANA
Faron Young, Mercury 7206

7. WALK ME TO THE DOOR
Bobby Price, Columbia 43649

8. WE MUST HAVE BEEN OUT OF OUR MINDS
George Jones & Melba Montgomery, United Artists 573

9. TAKE A LETTER, MISS GRAY
Justin Tubb, Granada 0017

10. THE MAN WHO ROBBED THE BANK
Ray Price, Columbia 43649

11. PEARL PEARL
Lester Flatt & Earl Scruggs, Columbia 43203

12. NOT WHAT I HAD IN MIND
George Jones, United Artists 573

13. THE ONLY GIRL I CAN'T FORGET
Del Reeves, Reprise 20138

14. YOU TOOK HER OFF MY HANDS
Ray Price, Columbia 43649

15. DON'T LET ME CROSS OVER
Carl Butler, Columbia 43649

16. LEAVING ON MY MIND
Patsy Cline, Decca 31435

17. YESTERDAY'S MEMORIES
Jimmie Davis, RCA Victor 8137

18. MY FATHER'S VOICE
Judy Lynn, United Artists 573

19. GOODBYE KISSES
Cowboy Copas, Starday 621

20. ROLL MUDDY RIVER
Billboard Special Survey

DennisSpec $43,280 in Detroit

(Continued from page 6)

Jackson, Billy Grammer, Ralph Emery, Carl Smith, Jimmy Dickens, Skeeter Davis, Red Sovine, Charlotte Harden and Claude King. Encores were handled by Bob Clark and Bob Station, deejays at WEXL and CKLW respectively.

All talent was set through the Jim Denny office, Nashville, and on deck to assist Davis on oper- sim the office, and Shelley Sny- ders, who operates his own talent firm in Nashville.

In recent months the Ray Price Enterprises, in which Davis and performer Ray Price are par- tnered, has produced a number of country music specials for big business, the most recent several weeks ago at the Fairgrounds Coliseum, Indianapolis. Several months ago the firm toured some 20 performers on 10 one-nighters through Texas and Cali-
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RCA VICTOR
R & B ROUNDUP

By NICK BIRO
(Chicago Office)

Devolving more than a few lines to one man is unusual. But so is Carl Davis, Columbia's rhythm and blues a.&r. specialist, operating out of Chicago. Carl sums up his basic philosophy in a sentence: "I could move to New York and work with a lot of big names—I prefer to stay here and work with new talent." To date, Carl has built a reputation doing just that. He discovered Gene (Duke of Earl) Chandler, and until recently was his manager. He also discovered the Dakays, Starlettes, Dournament Buttons and Walker Jackson.

Both Chandler and the Dakays currently record for Vee Jay, but Davis has been with Columbia only two years. He started as a promotion man, later entering the a.&r. field. Before that he worked as a promotion man for local distributors. He started as its assistant with Al Benson, the big r.&b. powerhouse who incidentally is retiring after several decades on the radio front.

Last week this reporter sat in while Carl cut Billy Butler and the Enchanters. Billy is the brother of Jerry Butler, who coincidentally also records for Vee Jay. It was Billy's first recording session, but if our ears mean anything, he's going to give his brother a run for his money. Friday (10), Carl was slated to cut another new name, Mary Louise Clark. She's a cute little bundle from McHenry, Ill., who used to be one of the Moonbeakers with Amnette (a Moonbeaker singing r.&b.) and did local television and radio shows. Mary Louise Clark, deep in her first name and adopting the stage moniker of Dawn Del Monte.

Next Wednesday (15), Carl is taking his sound truck, part and parcel. Into the Book Shop, a newly opened Chicago bistro, with a hot musty smell, to record Beatie Griffin and the Gospel Pearls. Another session is also slated for Mother Laine, Columbia's veteran r.&b. hit-maker. To say that Carl is the best thing to happen to the Chicago recording scene in a long time is too obvious. He's doing too big a job nationally. And since the basis of this column is news about people, let's mention also Adrian Haynam, Carl's very capable Gal Friday, who doubles as a.&r. assistant, secretary, and all-around hand of problems.

Chubby Checker's new "Black-cloud" recording on Parkway has an inserted into the book. Here's the way we heard it. Bob Cullen, RCA Victor producer in Philadelphia, gave Don Wright of Chip Distributors there a copy of the new Ricky Arsenault LP, which contained "Black-cloud." Wright said it was a great one. Don Richardson, national promotion man for Cameo-Parkway, heard the record, and told Harry Chitlitz and Bert Lowen of Cameo-Parkway that it would be a great side for Chubby. They listened and agreed. So did Chubby. So let's watch the side.

Gusther Hauer, Jamie-Gayden national promo man, is making some changes. First of a reported series was the appointment of Joe Wissert and Bob Finney as heads of the a.&r. department. Wissert was formerly with Cameo and did many of the Doxelles' past hits... Al Bates, Paris representative for Vee Jay and other labels, was a Chicago visitor last week... Duke Peacock had his a.&r. wheels in Nashville at the Bradley Studios to record Bobby Bland. Don Robey, president, headed the operation. Eddie Silvers supervised the recording of a 12" single for the label, and Gilbert Caples, rhythm. Bill Mitchell tells us that Duke Peacock signed a pair of new groups. A group of New Orleans gals, the Adorables, who did "The Drive" as their first disk on Peacock. Dave Clark found the group and Silvers cut them shortly after. The other new group is the Chains, Atlanta boys, whose first song is "I Can Learn," also on Peacock.

Rod (Mr. Big "C") Carson WMID, Atlantic City writes to tell us that his phone is ringing off the hook on his 10 p.m. to 1 a.m. show for the "Marvelettes" record of "Forever," Tip of "Locking Up My Heart." Other hot sides, according to Carson, are: "I'm Movin' On," Matt Lucas, Smash; "Sad, Sweet and Gay," Impressions, ABC - Paramount; "Wildwood Days," Bobby Rydell, Columbia; and "What a Guy," Raintoppers, Jubilee.

MOONGLOW RECORDS is really on the move (MOVING UP that is!) We have...

The NO. 1 record in FINLAND:
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The NO. 1 record in HOLLAND:
BUONA NOTTE BAMBINI by Rocco Granata (sung in German) (40,000 records sold so far)

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BUONA NOTTE BAMBINI by Angelo Biondi (sung in Italian) is also a hit in Holland (30,000 records sold so far)

IN U.S.A. WE HAVE A HIT IN THE TOP 100 AND UP... STRONG...
LITTLE LATIN LUPE by The Righteous Brothers (over 100,000 copies sold so far)

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Grand Central 14, Nashville, Tenn.
1040 W. Argyle Ave.,虹口gan, Ill.

HOT R&B SINGLES

Billy Storm (left), Buena Vista recording artist, stopped in to see Ronny Jones at Chicago's WGN. "We ain't nothin' but a band," he said, explaining the "thanks" for all the action on Storm's latest LP, WGN is the new Chess-owned r.&b. rocker in the Windy City.

SMASH! SMASH!
JOE HINTON
YOU KNOW IT AIN'T RIGHT
BACKBEAT "527"
BACKBEAT RECORDS
3000 ERASMUS STREET
HOUSTON, TEXAS

LARRY AND THE CONSERVATIVES, new teen group signed by Like Records, are getting good initial reaction to their "Can You Wobble" disk. The line was just taken on by Petter Distributing Company, Chicago.
OVER 282,000 SOLD IN THE FIRST WEEK OF RELEASE!

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**HOT 100—A TO Z (Publisher-Licensee)**

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**BUBBLING UNDER THE HOT 100**

| Week Ending: MAY 18 |
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NOW IS THE HOUR - THE MOON OF MANAKOORA - KALUA
SWEET SOMEONE - PAGAN LOVE SONG - KING'S SERENADE

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AMERICAN LONDON GROUP

SINGLES REVIEWS

WINNERS OF THE WEEK

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Mart Pick. All other singles are listed in their respective categories.

POP SPOTLIGHT

RAY PETERSON
GIVE US YOUR BLESSING

(Trim, BMI) (2:03)

WITHOUT LOVE
(There is Nothing)

(Sofftoll, BMI) (3:15)-Donna 2052

Ray Peterson could have a smash with this novelty song called "Give Us Your Blessing," which was written by Harvey Grant and is about two persons who get married and are killed in an auto accident. Some stations may like this song, but most won't. It also has a chance, a strong version of the old wedding party patent idea.

BOBBY BARE
DETOIT CITY

(Corderwood, BMI) (2:44)

HEART OF ICE

(Sherman-Devorman, BMI)-RCA Victor 8183

Here are two fine sides from Bobby Bare, both of which could hit charts. "Heart of Ice" is an answer song about a lad who works in Detroit but means to return to his friends and their sweethearts. It is a big-hearted record that gives off another haunting vocal by Bare. Either could happen.

ALEX NORTH

ANTHONY AND CLEOPATRA THEME

(Robins, ASCAP) (2:14)

CAESAR AND CLEOPATRA THEME

(Robins, ASCAP) (2:39)-20th-Fox 408

This is from the original sound track of the film "Cleopatra" with Liz Taylor and Richard Burton, which should get it a lot of airplay right away. The two sound themes are played with wooms by the large Alex North crew, and both sides have a chance for action.

SINGLES REVIEW POLICY
**Hit recording of the 1963 EUROVISION WINNER**

**Tony Osborne**

**I LOVED YOU**

(Dansevisse)

9605

San Remo Festival Winner... sung in English

Katyna Ranieri

**UNO PER TUTTI**

10025

LONDON

INTERNATIONAL

3 THAT ARE MOVING UP

The Tornadoes

ROBOT 9599

Will Glawe

SEVEN ROSES

10023

LONDON

INTERNATIONAL

The Bachelors

CHARMAINE 9584

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<tr>
<th>Date</th>
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<th>C.W. Spotlight</th>
<th>Billboard</th>
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<td>WANDA JACKSON WE'VE EN'T A MOMENT TO LOSE (Mondial, BMI) (2:35)</td>
<td>CARL BUTLER AND PEARL LOVING ARMS (Cedarwood, BMI) (2:13)</td>
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<td>WHO'LL BE NEXT (Pearl, BMI) (2:10)</td>
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<td>DAMITA JO DRAMA OF LOVE (Mondial, BMI) (2:35)</td>
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<td>EYDIE GORME DON'T TRY TO FIGHT IT BABY (Atlantic, BMI) (2:35)</td>
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**Continued on page 26**
THE BIGGEST NEWS
THE BIGGEST NEWS
THE BIGGEST NEWS
OF THE YEAR
OF THE YEAR
OF THE YEAR
and the most important
and the most important
and the most important
for you—is here!
for you—is here!
for you—is here!

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1963-64 INTERNATIONAL MUSIC INDUSTRY
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Buyer's Guide
Buyer's Guide
Buyer's Guide

& Market Data Report
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MAY 18, 1963
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NEW ACTION IN THE ALBUM MARKET!

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STAN GETZ & LUIZ BONFA

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V/V6-8523 — The Great Follow-Up Album To Stan's Smash Hit JAZZ SAMBA, And His Best-Seller Single, DESAFINADO!

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BOBBY VINTON’S
“BLUE ON BLUE” (5-9593)
HIS GREATEST SINGLE SINCE
“ROSES ARE RED”
Don’t Try To Fight It—Eydie Has Another Winner!

“Don’t Try To Fight It, Baby”
c/w Theme from “Light Fantastic” (My Secret World) 4-42790
THE NEW SINGLE BY EYDIE GORME!
Columbia Singles Sell!
"Here's Faron Young's initial album for Mercury and it's a gasser"

America's First Family of Fine Recordings

And Here's Faron's follow up single hit...

"I'VE COME TO SAY GOOD-BYE"

#72114
### 150 Best Sellers—MONOURAL

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### 50 Best Sellers—STEREO

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...
**POD SPOTLIGHT**

**WONDERLAND OF OPERA**
Andrea Kaiser-Costanza, Columbus, OH (CS 8793 (S))
A lovely soprano, Kaiser-Costanza, is featured in a program here which is bound to be quite popular. The tie plethora of operas and scenes in repertory is quite representative, and if you have never heard her perform in person, you will be delighted with her vocal talents. The operas range from Mozart to Verdi, and there is a delightful mix of traditional and modern works.

**POD SPOTLIGHT**

**4 TO GO**
Andrew Prine, Herb Ellis, Shelly Moore, Roy Brown
Columbia CS 8794 (S)
This album features a collection of jazz standards, ranging from the classics to some lesser-known gems. The vocal performances are top-notch, and the overall sound is smooth and elegant. A must-listen for jazz enthusiasts.

**VAUGHN MEADER THE FIRST FAMILY**
Volume Two
Dan and the Greenjackets, RCA Victor LPM 2675 (M), LSP 2676 (S)
A great new album by Dan and the Greenjackets. The vocals are crisp and clear, and the harmonies are harmonious. The songs cover a wide range of topics, from love and relationships to politics and social issues. A definite keeper for fans of classic country music.

**POD SPOTLIGHT**

**POD SPOTLIGHT**

**POD SPOTLIGHT**

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**POD SPOTLIGHT**

**CLASSICAL SPOTLIGHT**

**JOAN SUTHERLAND COMMAND PERFORMANCE**
London OCA 5126 (S)
The great soprano has brought back to the recording studio some of her older favorites. Her voice is still as strong and flexible as ever, and her interpretations of the咏曲 are as beautiful as always. A must-have for any fan of classical music.

**CLASSICAL SPOTLIGHT**

**MICHAEL SCHMIDT: ITALIAN SYMPHONY**
Cleveland Orchestra (Seiff), New York, November 26, 1970 (M; CS 6444 (S))
A magnificent performance of the Italian Symphony by the Cleveland Orchestra under the baton of Michael Schmidt. The playing is top-notch, and the overall sound is clear and crisp. This is a must-listen for fans of classical music.
“Compelling new personality”

Her name is Amanda Ambrose. Her talent is amazing. It's a happy new sound. A bright new vocal style. A bubbling piano. First, Amanda seasons with a rocking gospel flavor. Then it's jazz swinging fiercely. Next, it's pop handled with taste and sophistication. And, it all adds up to pure POW! So remember the name, Amanda Ambrose. You will be doing a lot of business together. Be sure you're prepared. Stock her first album right away. It's great!

RCA VICTOR
LPM-2696

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POP SPECIAL MERIT
TOO LATE TO WORRY—TOO BLUE TO CRY
Glenn Campbell
Capitol T 1881 (M); ST 1881 (S)
Heartfelt rendering of a gentle soul from the heartland, with songs crafted with care. Campbell was a true master of melody and emotion, and his performances here are truly moving. This album is the perfect blend of pop and country, with songs that will touch your soul.

SPECIAL MERIT TEENAGE GOODIES
Kenny Burdill, Quins
Kapp KL 1326
Here's a fine package of group singing and teenage music that is refreshingly fresh and fine, with many of the songs being well written. The teenagers are also very good, with many of the songs being quite catchy.

JAZZ SPECIAL MERIT
LOST SOUS CIA NOVAI
Kenny Burdill, Quins
Kapp KL 1326
A great showing of the talent that is being lost in the world of music. This album features some of the best young talent that has ever been heard, with songs that are both moving and beautiful.

JAZZ SPECIAL MERIT
EXCITEMENT UNLIMTED
Charlie Shavers
Capitol T 1882 (M); ST 1883 (S)
Charlie Shavers' fans will be thrilled with this one. Charlie is at the top of his game on this one, with songs that are both moving and emotional. This album is a must-listen for all fans of jazz.

LATIN AMERICAN SPOTLIGHT
ROMANTIC SONGS FROM SOUTH AMERICA
Las Tunas Sardones
Columbia CL 1097 (M); CL 1098 (S)
Las Tunas Sardones are one of Latin America's most revered groups, and this album is a true gem. The group's unique style is perfectly captured here, with songs that are both moving and emotional. This album is a must-listen for all fans of Latin American music.

INTERNATIONAL SPOTLIGHT
GUSSEPI DI STEFANO SINGS NEAPOLITAN SONGS
Angelo S 36709 (S)
The stirrings of passion of Dino Del Prete is heard in 14 Neapolitan standards and he shows that he has the feelings as well as the technique. The album is a true gem and a perfect example of what singing can achieve.

CLASSICAL SPECIAL MERIT
SCROOGE: BURIED ALIVE, Op. 40
Dinahs Fraser-Desilets
Decca SXL 10823 (M); SD 10823 (S)
A warm and disturbing record of 14 songs, based on the graphic story of Charles Dickens' "Scrooge." The quality and emotional impact of the singing are truly remarkable, with a first-rate cast of performers. This album is a must-listen for all fans of classical music.

CLASSICAL SPECIAL MERIT
MUSIC FOR STRINGS BY VAUGHAN WILLS & EGAL
Sinfonie-Orchestra of London; Allegri String Quartet (Bernard)
Angel S 36101 (S)
Sir John Barbirolli's control of the orchestra is as smooth as the snow on the ground. The music is described as "splendid," with the final vocal solo sung by Miss Beryl Walker, who was most lovely one year ago when the camerata was first performed.

CLASSICAL SPECIAL MERIT
BEETHOVEN: CONCERTO FOR PIANO AND ORCHESTRA
Trevor Barnard, Philharmonia Orchestra; Sir Malcolm Sargent
Angel S 35101 (S)
An appropriate release to celebrate of New Year's. The album features a full orchestra and a striking pianist. The music is described as "excellent," with the final vocal solo sung by Miss Beryl Walker, who was most lovely one year ago when the camerata was first performed.

SEMI-CLASSICAL
ORGAN SOONGS AT SUNSET
Children's Choir, Capella P BP 80 (M); SP 80 (S)

CHILDREN'S
SONGBOOK AROUND THE YEAR
Year of Children, Decca DL 16946 (S); DL 16946 (S)

THREE-ALBUM SET
THE MUSICAL THEATER FESTIVAL

POPULAR

FATTI PAGE GOLDEN HITS VOL. 1
MGM 24904 (M); SR 24904 (S)

TOURS OF THE THUNDERING '50'S
Frankie Caruso, RCA Victor LP 15025 (M); LSP 15025 (S)

WARM AND SENTIMENTAL
Ralph Burns, Decca DL 74915 (S); DL 74915 (S)

JACK HYLTON AND HIS ORCHESTRA
Capitol 2451 (S)

STRINGS BY CANDLER
Joe Kennedy, Red Anchor LP 1010 (S)

JAZZ

LET FREEDOM RING
Jack McLean, Blue Note 4106

THE BEST OF EDDIE (LOCKJAW) DAVIS
Blue Note 4069

THE LATE NIGHT
Great Green, Blue Note 4111

CLASSICAL CONCERT TO FAVORITES
OF ORCHESTRA
Pittsburgh Symphony Orchestra (Abbott); Capella P 839 (M); SP 839 (S)

RE-RECEIVED; CONCERTO NO. 5; LEOPOLD MENDELSSOHN
Concerto Orchestra of Amsterdam; Amsterdam Camelot; Philips P 506:140 (M); Philips P 506-040 (S)

COWELL: IF YOU PLEASE!; WARDER: CLASSIC CONCERTO
Guards on Record; Philips Record Library CR 153-102

BRITTEN: YOUNG PERSON'S GUIDE TO PETER AND THE WOLF
London; Decca Grammophonic P 1574 (M); Decca 15746 (S)

DIEGO: SALERNO; BERNARDI: THE DILEMMA; SHANZER: ANGERLY; WIESE: COMMUNITY ON THE OUTSIDE
By Miss Beryl Walker, who was most lovely one year ago when the camerata was first performed.

SACRED

16 SONGS FOR YOUR PEARL FLOWER; THE 16 SONGS FOR YOUR PEARL FLOWER, VOLUME 2
Epic LSP 1743

SWEETHEART OF SACRED SONG
Carl and Mrs. Snow, Heart Warming EP LP 1547

SWINGING SPIRITUALS
Rondo; Heart Warming EP LP 1547

ELMER AND JUNE FARM; AND LEEN; TIDY MAN
Donalds; Heart Warming EP LP 1547

COUNTRY

SIXTEEN GREAT COUNTRY AND WESTERN SONGS
The Yodelling Hour (M);(c) 1947

INTERNATIONAL

FOLK MUSIC AND SONGS FROM THE MIDDLE EAST
Various Artists, Various LPs 200-063 (M); Philips 506-063 (S)

FOLK COME ALL YE FAIR AND TENDER LADIES
Various Artists, RCA Victor LP 2662 (S); LSP 2662 (S)

AMANDA AMBER RECORDED LIVE AT THE CENTRAL OPERA HOUSE, CAPE COD, MASSACHUSETTS

LLOYD BARKER PRESENTS THE JACOB BARTELS GROUP INTERNATIONAL CONVENTION

VARIOUS ARTISTS: SMITHS BRIDGE 005

JAZZ)

MARIAN Mc Partis ENVOYS FOR WINNERS AND LOSERS

COLESLAND: VITALIA DONATO: PIANO SOUCAYANT:

BECKHAM: RECORDS:

E. T. STRAYHORN: DUO CONCERTANT:

GERMAN DANSE PETER
t

THE MUSIC OF SPAIN

SACRED

NATIONAL BREAKOUTS

MONO

HOW THE WEST WAS WON
Sound Track, MGM LP 153

PIPELINE

Chantilly, Del. DLP 3315

STEREO

BYE BYE BIRDIE
Sound Track, RCA Victor LSO 1081

MAHLER: SYMPHONY NO. 1
Boston Symphony Orch. (Lindoff). RCA Victor LSK 19642

HOBÔ FLATS
Jimmie Smith, Verve V-90544

NEW ACTION LP'S

MONO

MUSIC FROM THE MOVIE PICTURE TO KILL A MOCKINGBIRD
Elena Bernard, Ava A 20

AS LONG AS SHE NEEDS ME
Savvy Davis Jr., Capitol R 808

NEW CHRISTMAS HINTERHALLE TAIL TALEST
Columbia CL 1977

HIS GREATEST HITS
Johnny Crawford, Del-Fi DLP 1229

HIS GREATEST HITS OF THE GOLDEN GROUPS
Bobby Vinton, Epic LP 2449

BYE BYE BIRDIE
Bobby Byrd, EMI C 1043

WHERE DID EVERYONE GO
Karl King, Capitol W 1959

WAGNER: SIEGFRIED
Various Artists, RCA Victor LP 4508

THE END OF THE WORLD
Julie London, Liberty LP 3300

Mango Sangatra, Battle KS 96120

BROADWAY—WAY MARY
Nancy Wilson, Capitol ST 1928

THE INCREDIBLE NANCY AMES
Liberty LSP 3270

FABULOUS MIRACLES
Tamla TM 228

SUPERCOUSION
Dick Scherer's Percussion Pops Orch., RCA Victor LP 2413

UP ON THE ROOF
Drifters, Atlantic 8072

MARYLINS MARVELLETS
Tamla TM 227

NEWStoryboarding in Sound
Sue Ramey & Ork, RCA Victor LSP 2658

THE LONGEST DAY
Sound Track, 20th-Fox 500 0007

MUSIC FROM THE MOVIE PICTURE TO KILL A MOCKINGBIRD
Elena Bernard, Ava A 20

WATERMELON MAN
Mango Sangatra, Battle KS 96120

BROADWAY—WAY MARY
FROM THE ORIGINAL SOUND TRACK
OF
THE MOST EXCITING MOTION PICTURE
EVER FILMED

CAESAR–CLEOPATRA THEME
b/w
ANTHONY–CLEOPATRA THEME

COMPOSED AND CONDUCTED BY

ALEX NORTH

EXCLUSIVELY ON

20th CENTURY-FOX RECORDS
IRISH LAWS: Add Protection For Phonograph Trade

BY KEN STEWART

DUBLIN — The Copyright Act 1963 has as its object the enforcement of the law of copyright to modern conditions and to replace by one single statute the previous acts dealing with the subject. Since the Act of 1911, new methods of exploiting literary and artistic works on radio and television have been developed, and both the broadcasting organizations and cinema industry have claimed copyright protection.

A copyright has now been established for sound recordings. Under the previous provisions, recordings were given a copyright as if they were musical works. The scope of the copyright in published sound recordings is a right to prevent copying and a right to payment as far as the recording is submitted to public notice.

A new copyright concept has been set up in sound and television broadcasts and is vested in Radio Eireann. Within the scope of this Act it is now possible to grant the unauthorized recording or rebroadcasting of a broadcast.

The new Act is in accord with the obligations which Ireland has undertaken as a party to the two main international agreements dealing with copyright—the International Convention for the Protection of Literary and Artistic Works (the "Berna Convention") and the Universal Copyright Convention (the "Geneva Convention").

The Act also makes possible the ratification of two international agreements regarding the protection of broadcasts viz., the European Convention for the Protection of Television Broadcasts made under the auspices of the Council of Europe and the wider convention concluded at Rome in October, 1963, under the auspices of UNESCO, the International Labor Organization and the International Bureau for the Protection of Literary and Artistic Works.

If You’ve Got a Hit There’s Room in Common Market

BY JIMMY JUNGEMAN

MUNICH — The Common European Market may have a headache or two, but the common European music market continues to grow impressively. In this city alone there are all-European concerts were presented, two of them touring all parts of Europe.

The TV firm of Neue Fernseh Kurier in Dusseldorf staged a tour featuring a myriad of stars each representing a different country: R o b e r t o l o R o l l o t t i (Italy), J o s e p h i n e Baker (France), T a r s e n o (Greece), Nana Moukouri (Greece), J e r r y Williams and the Violents (Sv e d e n), W. F. T e n e r h o f t (Germany), Helen Shapiro (Great Britain), Paul Boone (U.S. A.), S u z a t e D i z t e l and C h a r l e s A r n o u v i (F r a n c e), E r n e s t Zerfass and his orchestra accompanied in Germany; Frank Pourcel and his orchestra in Switzerland and France.

The Bavarian Radio Network arranged a series of concerts under the title "European Music Market." Under the supervision of Carl Michielski these European stars a p p e a r e d: B o b b i e j a n Shoenen, Belgian singer; R ig h t h a r d Wendland, Charlie T a r s e n o in his Chansons and C h a r l e s A r n o u v i, all representatives of Robert Becard and Raymond Bernard from France; Angelina Morita and the Radiant Quartet for Italy; B i b i Johns, Sven Andmannen and U l r i c k Neumann from Scandinavia; M r i a V o l k w o r t h and her orchestra in Germany.

There is still another show package on the road, this one featuring the following talent: H. U. S. N., Y. o. k. G a l a x y, E. R. A. and Paul Horberger and Capital Oreo. The orchestra is conducted by Johannes Fehringer.

Johnny Chester’s album, "Wild West Waltz," has been on the market.

Sven Lilén, a.d.r. manager for A.R.C., has just completed a new album of songs sung by the vocalist J e r r y W i l d e r, who previously recorded for the Festival group. Both of these recordings are presented by J o y E n t e r p r i s e s for publication.

D i k K e n t and W a r d A u s t i n are on the new Frankie Laine single "Don’t Make My Baby Cry" in an American version. Dick Kent and Ward Austin have been spinning import copies.

E.M.I. is rushing the new Helen Shapiro single "Woe Is Me" (Great Britain). Radio London Records made a single deal with Julie for the release of "What A Fool Can Be" by the Droops. H M V has a single deal with "Farewell to You" by the Brat Inglers and an album deal from Harmond for the single "Roberta Sherwood on Stage."

The "Runaround" is being cut out of a proposed new label by Festival. Lucky Starr has been offered a contract of a 20-week engagement in Las Vegas, Reno and Lake Tahoe the first half of this year. "I Ai’d Be There for America June 5 and open his U.S. tour June 11. While in the States Starr will be managed by Mike Gould. The Universal is working on eight albums each month and for every 10 records purchased one can trade in for a special "Satch" album. Baker, who scored with a cover version of "I’m the Girl From Wyoming" which outdid the original by Jo Ann Campbell, has been signed by Parlophone now that she has settled in England and is being managed by Paul Cave.

PRESENTATION: C. H. Thomas (left), former managing director of EMI Records, and H. Olofsson (center), managing director of EMI Iceland distributor Fulkenn, look on with Sir Joseph Lockwood at the Icelandic Office of the Falcon presented to Thomas for his work in promoting and stimulating interest in Icelandic music and musicians.

AUSTRIA

Original Cast LP’s Lead Pack

By FRED ZILLER

MUNCHEN

"West Side Story," "My Fair Lady" (both Philip, original cast LP’s) and the American production of the Kern/Weill’s "Kemmm Di Aussi" produced by Oscar Drescher for the Polydor label, are album best sellers here. Green-Australian singer George Dromse seems to have picked a good single on Philips on "Komm Angelina, Komm," written by Erwin Halletz.... "Lass mich gehn Madeleine" is a bright German cover up of "Go Away Little Girl," sung in German by Martin Lauer (Polydor). A new Peter Kraus single called "Ein Souverain," by Werner Scharfenburger, has hits by Kurt Feitz.... Erwin Halletz and Hans Brachke wrote a special waltz for Lolita "Sie nur Drei Worte (Just Say Three Words)," sung by Peter Bell, and the German version of "Hey Paula," starring Paul and Paula (both named titles on Philips) are two other tunes with a good chance.

BRITAIN

EMI Will Have Charter Catalog

EMI Records will distribute in British product of Charter Records — formerly earlier this year by Dick Pierce in Hollywood with Lena Horn, Tony Martin and Gogi Grant on its artist roster. The deal was completed last month by Roland Ronnie, licensed repertoire manager of

Grief Halts Pop Radio

BY AZARIA RAPOPORT

TEL AVIV—Some 1,735 pop music records were not played on the Israeli networks during the seven days national mourning that followed the death of President Eshkol, Ben Zvi.

For seven days both Kef Israel Broadcasting and the Army Galez Zahal broadcasting station replaced all light entertainment and music dance programs with number chamber music and symphonies. An average of 11 hours on Kef Israel pop programming was canceled each day.

Hit charts and broadcasts, which had fallen out of favor temporarily because of Passover programming and the national mourning, resumed this week.
WHAT'S NEW AT RCA CUSTOM?

STUDIOS
(newly redesigned, rebuilt, refurnished, re-equipped in New York, Chicago, Nashville, Hollywood)

CONSOLES
(new, ultra-modern, multi-channel consoles can provide up to 16 mike input positions)

ENGINEERS
(only experts with many year's experience in recorded sound are at the controls)

TAPE MASTERING
(new, top-secret RCA-designed equipment offers the absolute ultimate in flexibility)

LACQUER CUTTING
(new "thinking" device speeds lacquer cutting and cuts overall recording costs)

INSPECTION
(a team of experts checks the surface of every lacquer, microscopically inspects every groove)

COMPARISON
(RCA-designed consoles make instantaneous A-B comparison between tape source and lacquers)

SERVICE
(new completely personalized service caters to every artist's individual needs)

SOUND
(new! new! new! nothing can show it... you've got to hear it to believe its startling presence)

JUST ABOUT EVERYTHING!

Come see and hear for yourself what's happened at RCA Custom Studios. Talk about comfort—our new physical facilities provide the utmost and they're as acoustically-correct as modern sound technology can make them. Our new and improved electronic equipment—the most advanced to be found anywhere—was developed in cooperation with the top sound engineers in the country. The resulting recorded sound is absolutely the most brilliant, and has the most dynamic startling presence you've ever heard. But why just take our word for it? Come see and hear for yourself the next time you need recording facilities, master lacquers, fast tape-duplicating—anything in recorded sound. Call:

RCA CUSTOM RECORD SALES
NEW YORK MU 9-7200; CHICAGO WH 4-3215; NASHVILLE AL 5-5781; HOLLYWOOD OL 4-1660
E.M.I. Records. He also compiled arrangements for EMI to issue product from the Charlie Parker label. Both were done in association with MGM Records and the deals will apply to several other companies. Where EMI distributes MGM repertoire, both will be issued on the MGM label here.

In New York, Rennie met John Shirman, of EMI Aus-

tria, who also acquired the Charlie and Parker titles. An- 
other important deal clinched by Rennie during his New York 
stay was an extension of the pact for Swan Records product to be issued on EMI Stateside label for a further period.

Among British EMI product planned for launch were Rod -

Harris' "Tie Me Kangaroo Down 

Sloopy," which is to be released as a 30,000 copy run on HNV.

With Ted Heath unavailable, Repitre recast its plan for the British LP being made by Sam-

my Davis. These music direc-
tors were brought in: Peter Knight, John Leck and George Rhodes (Davis' own conductor). The album theme is "Sunday Afternoon on the Lon-

don Palladium."

Christopher Hassall, lyricist of "Story of Tina" and collaborator of many shows with Ivor Novelo-
to, has also taken over the suc-
sess of the Julie Andrews-Carroll Baker Georgia James Hall concert program at the Montreux Tele-

vision Festival, AR-TV an- 

nounced it as such. Another Andrews-Burnett show for Lon-

don's Royal Festival Hall in 1964, 

BBC radio, concentrating its resources on the ABC slot 

live pop music, has appointed Don-

ald Maclean as chief assistant in charge of programming in the popular music department which opens in 1965.

Publishing Business

Thomas Meisel, of Editors Int'l, Berlin, spent a week in London before going on to New 

York for a two-week stay (con-

tactable through Walter Hefer). He then visits Paris for an ex-

tended period before returning to his German home base. He 

expects to be back in Britain by July or August. Meisel spent a considerable amount of time with British publishers, including Fred Jackson of Tin Pan Alley, Mercury, Decca, EMI and Columbia; Sydney Bron, Cyril Shane (Shapiro-Bernstein), Noel Rogers (Domin-

ion) and Roy Berry (Cambridge, Connolly). From James he ac-

quired the copyright for Ger-

many, Austria and Switzerland of "From Me to You." No. 1 British record at the time, and from Jimmy Phillips (KPM Mu-

sic) he obtained "The Pied Piper."

Visitors

Joe Zegra, of Transglobal, New York, is due in May 20 to see EMI executives and other clients in the U.S. and Europe. Bill Richardson, head of EMI's operation in South and Central Africa and Pakistan, left London May 3 for New York for banking discussions. He is due in Los Angeles May 20 and returning to his John-

nesburg base from there.

John Finney, who launched EMI operations in Hong Kong and the Far East, is back in London for meetings with international division executives and a spell of home leave before taking up an- 

ter overseas appointment.

But Fraser and Lloyd Dunn, of United Artists Records in Lon-

don for the annual spring con-

ference on classical repertoire and wide-ranging matters... Robert Mellin came to London and met with the BBC TV program of the Iver- 

Novello Awards. Mellin re-

ceived one as publisher of "Stranger on the Shore." Renato Rascel, composer of "Arrivederci Roma" and "Ro-

montola," arrived in London to prepare for the production of his musical, "Enrico." It is the first Italian musical to be pre-

sented in Britain in memory.

EMI

HOT ON IMPERIAL

The Majors "TRA LA LA" 

"What Have You Been Doin'"

#9398

BERNA DEAN "The President Says "Walk"

"I Wonder"

#9590

IMPERIAL RECORDS

salutes all of the composers and writers whose performing rights it licenses and who have received NARAS AWARDS in past years. Theirs is a noteworthy achievement, and BMI is proud to have their music in its repertoire.

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DAVE CAVANAUGH  HOMER & JETHRO  BOB NEWHART
RAY CHARLES  JOHNNY HORTON  PETER NERO
BOBBY DARIN  MAHALIA JACKSON  MIKE NICHOLS
MILES DAVIS  JONAH JONES  NELSON RIDDLE
JIMMY DEAN  KINGSTON TRIO  CHUCK RIO
JIMMY DRIFTWOOD  GALT MACDERMOT  MARTY ROBBINS
AHMET ERTEGUN  BILLY MAY  DINAH WASHINGTON
GIL EVANS  ELAINE MAY  SI ZENTNER

BROADCAST  MUSIC, INC.
589 FIFTH AVENUE  NEW YORK 17, N.Y.
Franklin has her first release in France. "Gerry and the Pacemakers" has sold out their British hit, "How Do You Do It?"

GERMANY

'One More Time' Lasts 90 Hours
By JIMMY JUNGERMANN
102 Mainsinger Street, Munich 27

The Charlie Brown Show Band at the Diamond Club, U. S. Army and N.A.T.O. Club, Regensburg, Bavaria, established the new world record of 90 hours and nine minutes of continuous playing.

According to the magazine Musikmarkt, 5,672,978 12-inch albums were sold in Germany in 1962, one million more than in 1961. . . . Tops at the Ariola label in “Gaucho Mexicano,” with 155,000 sold. Electrola sold 91,000 records of Rex Gildo’s “Maddalena,” and 75,000 of the German version of the U. S. hit “Bonanza,” sung by Ralph Paulsen. With 50,000, Swedish singer Siw Malmkvist is tops at the Metrostone label with the German hit “Mr. Cavour.” Philips had heavy sales all over West Germany; Tommy Roe and “Sheila” is at the 78,000 mark; Nana Mouskouri and “Was in Athen Geschah” topped 66,000; the Blue Diamonds singing “My Sunny Sunshine,” sold 35,000 records, and the Philips album with the Berlin cast of “My Fair Lady” will soon reach the 200,000 mark.

Petula Clark visited Munich to sing a German version of her French hit “Charabia.” Pat Boone will guest star in a concert tour through Germany, Teldec will have a press conference for Boone in Munich. Boone will be accompanied by Josephine Baker and Billy Mo.

NEW RECORDS

Electrola released "How Do You Do" with Gerry and the Pacemakers, their British hit, and will make a rush release of the French No. 1 record: "Donne Moi Ma Chance," by Richard Anthony. Max Gregor recorded "Yakety Sax" for Polydor.

NEW BOOKS


ITALY

Special Promos For Colpix Disks
By SAMI STEINMAN
Piazza S. Agostino 1, Rome

Convinced that special promotions are needed to present most U. S. records in Italy, Bluebell has prepared several unusual methods of introducing the Colpix disks it distributes.

"Big Wide World," sung by Teddy Randazzo in English and Italian, was introduced as "the disk of the lovers" in windows with a lock around it. Only after 15 days of display was the key for opening it distributed. For "Recaito" by Zoot Sims the Bluebell people enclosed instructions for dancing the bossa nova with each record. With their line of Vee Jay records they have promoted "Cherry" by the 4 Seasons by means of a new dance named for the number. The record was released only after the dance had been publicized.

CBS has put out its "record for the summer," Steve Lawrence singing "Go Away Little Girl" in English and in Italian. First Italian artist signed by CBS is Johnny Sea Glance. Johnny Dorelli has been choicing his guests for "Johnny Seven" from labels associated with CGD, his own. He has recorded shows with Connie Francis, Bobby Rydell, Frankie Day and Lou Monte. He has made deals to handle Chaz, Cheker, Argo and Scepter throughout the peninsula.

Galleria Del Corso has added rice Riccardi, Franco Godi and Mario Perrone to its stable of artists. Godi’s "Mink Bikini" is being promoted as company’s "summer hit." George Chakiris, who has just been signed to co-star with Claudia Cardinale in "BoBe’s Girl," is out with two new Capitol disks here: "I Left My Heart in San Francisco."

Nana Mouskouri

PIETRO GARTINI and Sandro Giovannini will be seen with their shows in New York and London. Alexander Cohen, Jr. will present "Ragtime" with subtitles next season on Broadway. While Renato Rascel is now in London to begin rehearsals for "Enrico" in English, Armando Travaqoli, who did the music for the former, has just done "Love Pizza" for the film "In Italy It’s Called Love," with Cocky Mazzetti handling the vocal. Claudio "Hallelujah Girl." Gino Paoli has just cut his first for RCA. "It’s Enough to Close Your Eyes" and "Tomorrow.

The key to our success is TEAMWORK by
(1) OUR STAFF
(2) OUR ARTISTS & PRODUCERS
(3) OUR DYNAMIC & ENERGETIC DISTRIBUTORS
(4) RADIO STATIONS from coast-to-coast

RCA Preps Big Push for Tamure
By J. FUKUNISHI
108 Kakishibaka, Meguroku, Tokyo

Sixteen Victor has released two LP’s, three EP’s and five singles at the same time to introduce Tahitian Tamure from Philips and RCA Victor repertory. The Golden Akatsuka night club in Tokyo booked Real Tahitian Dancers who are now appearing in Las Vegas to generate a full house dance from the South Pacific.

Concert Hall Record Club
The National Cultural Center presents
THE UNITED STATES ARMY BAND
and The United States Army Chorus


The National Cultural Center presents
THE UNITED STATES NAVY BAND
and The Sea Chanters


The National Cultural Center presents
THE UNITED STATES AIR FORCE BAND
and The Singing Sergeants

First available L.P. of a band that's called "Incredible" - The Scotsman. The London Daily Mail writes, "The Staff Band is about the best of its kind." This brilliant collection offers any ample reason why. "Seventy Six Trombones," "Liberty Bell" and 9 more. LPM-2686.

The National Cultural Center presents
THE UNITED STATES MARINE BAND

First available L.P. The band that's "The President's own." In fact, President Kennedy says, "The Marine Band is the sole force that cannot be transferred from the Washington area without my express permission." "Semper Fidelis," "American Patrol" - 9 more treats. LPM-2687.

The order of the day is DYNAGROOVE. And most important of all, each sensational album is recorded in DYNAGROOVE-the amazing new RCA Victor recording process that represents one of the most startling and exciting sound packages in years. The order of the day is definitely DYNAGROOVE records. Act fast, don't wait, call your order in early.
Everbody's Doing It—In Spanish

By RAUL MATAS
32 Av Jose Antonio Madrid 13

CBS is currently riding high with U.S. hits sung in Spanish. Johnny Mathis ("Gina"), Steve Lawrence ("Lejos de ti"—Go Away Little Girl), Eydie Gorme ("Cuapa a la Bossa Nova")—Blame it on the Bossa Nova, Andy Williams ("55 días en Pekin")—55 Days to Pekin and Marty Robbins (Querena Siempre) are the titles. CBS also announced that the Brothers Four will cut the march from "55 Days in Pekin." Since "Nat Cole's can't on espanol" everybody has been singing in the language. So far Connie Francis has probably been the leader waxing hits in Spanish. Now she has competition.

Hundreds of letters have come to Fonopolis Records from Canada, U. S. and many other countries asking for the new Allan Jones records. Fonopolis will also launch El show de An

VALENTE ON TOUR: Cetania Valente stands before the moon that surrounds the Imperial Palace in Tokyo on her most recent tour of Japan.

ist, along with Alice Kestler, of Kestler Sisters (Germany) and a quartet are expected May 13 for performances at Sasebo Hall May 18, and at Kosei Nakin Hall May 30 and 31. . . . Enciso Vespas, Spanish guitarist, is here for the second time.

Patti Page is arriving May 20 accompanied by her husband and trio, and is to appear at Sankei Hall May 22, 23 and 24.

SWEDEN

Disk Sales
Slip a Bit

By HENRY FOX
Kungsgatan 56, Stockholm

The year 1962 showed record sales slipped a bit, especially in record sales. 711,000 LP's and 3,783,444 singles and EP's were sold, which was approximately $10 million.

Siv Malmbart is No. 6 this week on the German top ten with "Mr. Casanova." . . . Ray Adams will have Joe Westlund on the program for his tour. . . . Jan Hall, back from Norway, will be accompanied by the Falcons. . . . Kjellin Delbert recorded two songs by Charles Williams with lyrics by Jimmy Kennedy, "Concerto d'amore" and "All My Life."

Dot Springs
Spring Plan

HOLLYWOOD — Dot Records last week launched its Spring Discount Program, offering dealers a 10 per cent discount on more LP's, 15 per cent discount on stereo packages, and 25 per cent discount on all EP's. Deal also includes a 25 per cent discount on the latest "All-Time Hit" series of albums. Offer, which expires May 31 includes a 90-day deferred billing arrangement, with the 90-day period starting from the date of purchase. Payments to be made in the usual three-month installments. Deal covers the complete Dot catalog.

Kirby Stone and Durante to WB

HOLLYWOOD — Warner Bros. Records last week signed the Kirby Stone Quartet and Jimmy Durante to exclusive recording contracts. The label's artist and repertoire director, Jimmy Hillard is currently preparing material for both new talent acquisitions.

According to label president Mike Malnick, "Unique contracts will be used on behalf of both artists. He also stressed that the label's in-house studio will be used on their records. Project's roster will be added to its diversification.

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

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

You'll find Billboard on the newsstand in these leading hotels in London: Carlton Tower Cumberland Dorchester Grosvenor House Hilton Tower Mayfair Westbury and on newsstands throughout the United Kingdom

Billboard is No. 1 . . . Internationally!

FAVORIET IN HOLLAND
IS AMERIKAANSE MUZIEK
(American music is tops in Holland)

ET CA VA AUSSI POUR LA BELGIQUE!
(And that goes for Belgium too!)

Yes, the low countries are certainly high on American music.
Belgium, Holland and Luxembourg, which make up the Benelux group of territories, are one of the most densely populated areas of Europe. As the level of prosperity is high, they form an important record market.

We know, we have been selling records there for many years.

The E.M.I. company in Belgium is S.A. Gramophone N.V., Brussels, and in Holland, E.M.I. work through N.V. Verkoop Maatschappij Bovema, of Heemstede, Bovema's up-to-date recording studio is pictured below, and their factory is busy turning out records for the ever increasing demand throughout the Benelux area.

Many of them are American recordings.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

Spain

WALTZ & POLKA KING: Ernst Mosch got his second golden record for passing the two million mark in selling waltzes and polka discs. Award was given by Teledees Arthur Weizeneberger.

tondo Prieto in Spain, an LP done by the famous "La Novia" performer from Argentina, with the Jazz Singers, and a new idea in recorded entertainment.

Add Names to Fete

The Festival of Madrid will feature big names: Latini Sevill, Robert Jansen (France); Los TNTs (Italy and La Plata), Torrebruno (Italy), Tito Mora (Spain), Los Tres Sudamericanos (Paraguay), Salone (Spain), Viviana (Spain) and Alicia Gonzalez (Spain). For the first time in a music festival such as this publishers will not own songs before the concert begins. A drawing at the conclusion of the tournament will determine which publisher gets which tunes.

Francoise Hardy, launched here by Hispanovox, and Silvie Vartan, the new RCA star who sings in Paris, could also have a hit in Spain. Francoise Hardy's disk is among best selling records in the country. Silvie Vartan's "Meet Me Pasie Encore Toi" (Breaking Up Is Hard To Do) should also prove a winner.

Iversen Records
3 Pop Talents

By Epen Ekiksen of Record Gang, Oslo

Egle Iversen this week recorded disks with three best selling artists: The Key Brothers, Wenchy Myers and The Kajetans. The 16-year-old singing star Wenchy Myers has also accepted a part in Iversen's film "Eldfore" (Lovers), her first break with the World of tomorrow.

Pat Boone appeared in Copenhagen and Stockholm—but not Oslo—around May 1 Ray Adams appears in the same show in Copenhagen.
The ad in TIME that started things spinning

When RCA wanted to announce its new Dynagroove record ("the newest record development since the LP"), the magazine they chose to start the campaign spinning was TIME. Buick tied into the advertising with a record offer through its dealers making this ad-promotion the biggest in record industry history.

SIX DAY EXCLUSIVE

In the six days that this dynamic promotion was a TIME exclusive, a spot check of RCA and Buick dealers across the nation revealed immediate, satisfying results.

From Atlanta, Georgia: "...people were coming in the day the magazine was on the stand." From Los Angeles, California: "...selling at a pretty good clip." From Boston, Mass.: "...when the ad "broke" (in TIME) the response was real good and has been increasing right along."

PLEASING RESPONSE

Says RCA Victor Ad Director William Alexander, "Dynagroove is "The Sound of Tomorrow." We know that if we can get it into the hands of people who appreciate superb reproduction quality their other records would appear pale by comparison. TIME, to me, seemed to be the straight track to reach a lot of these people in a hurry. "We at RCA are extremely pleased with the response to date," And why not? Time and time again, advertisers who want to reach a quality audience who will respond—and respond quickly—to a new product or new idea choose TIME.

RESPONSE IS TIME

No question about it—response is a quality of TIME and TIME's families as well. For TIME families are people with a sharp eye for the new, the bright and improved. They have the higher incomes ($12,492 on the average) . . . higher education (78% of subscribers are college educated)...and there are a lot of them (7,750,000) families! What better place to set sales for any quality product or service spinning profitably than before the record audience of TIME?
CONGRATULATIONS TO:

The Castaways Run Charlie Run
by "Poor Boys Dreams"
Star Delta #805

Breaking Coast To Coast
"SUNDAY NIGHT" "SUNDAY NIGHT"
THE ELDERS
JAMIE/GUYDEN, Phila. 22 Pa.

MUSIC AS WRITTEN
Connie the Best
HOLLYWOOD—Connie Mc-
Causley, secretary to Capitol
President Alan Livingston, last
week was selected as the "Out-
standing Secretary" at the annual
luncheon of the Hollywood
Chapter of the National Secre-
taries Association. She was
picked by a panel of judges from
secretaries from throughout
Southern California.

NEW YORK
Miss Ray Gordy has been put
in charge of the Jobette pub-
lishing office in this city, opened
last week. The office is in the
Brill Building and Jobete, of
course, is a full firm associ-
ated with Berry Gordy's Tam-
la-Motown Records. . . Rob
Gains, president of the Ad Lib
and Lenox labels, is on the
road promoting the company's
product: updated versions of
Hollywood Rio and Bonnie Greer
singles. . . . Two former record
executives were in town last
week. Roland Reenie, personal
assistant to L. G. Wood, EMI man-
aging director, and John Stur-
man, A&R manager for EMI Au-
stralia, were in for talks with
Columbia, MGM, Laurie, Scepter,
and Decca. . . . Mel-
borne Records has a new one,
"Poor Man's Rock," originally
recorded in "I'd Rather Be" for
the parent WAG label.

Hollywood
RECORDS (RAFT HON)

LA: THE 416 Hamline
September 27, 1963

Southwestern

Buenos Aires, Argentina

A Builder's Special

ARGENTINA

MICRONOT

RECORDS

The most aggressive record
company in Argentina

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Durham (N. C.)
Supraphon (Czechoslovakia)

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Capitol Signs
Jeffy Hoffman

HOLLYWOOD—Capitol
Records signed jazz vocalist- pianist
Jeffy Hoffman to a recording
contract, and recorded a live LP
with her and swing-trumpeter
Jack Sheldon.

Album was recorded at Cap-
itol's studio here before an in-
vited audience. Miss Hoffman is
well known in the San Fran-
cisco area for her appearances
at the Jazz Workshop, one of the
Bay Area's jazz bistros.

Costello Better
SAN FRANCISCO—Del Cos-
ello has returned to Columbus.
Records as regional promotion
manager after a serious illness.

Subsidys Share

EMERYVILLE, Calif.—Pic
a Tune rack jobbers has moved
to Park Avenue, Emeryville, to
share location with its affiliated
firm, Western One Shop. Both
are subsidiaries of Handy Spot,
Inc., jobbers for drugs and
snack items.

BIG PITCH: Dizzy Dean, the Follett Beer man, auditions for
Oscar Davis, dean of country music promoters, during a visit
to Davis' mammoth country music spec at Calbo Hall, Detroit,
Sunday, May 5. To display his wares, Dizzy gave a rendition
of his famous "Wobash Cannonball." Unimpressed, Davis
probed further: "What else do you do, and what's your
background?" No deal yet.

Buyers & Sellers
INTERNATIONAL EXCHANGE

A convenient international
catalogue of companies now offering their exper-
ience and services to the
sale, distribution, exploitation or manufacturers of products in the music and phonograph record field.

ARTERNA

GERMANY

PATE, Segel, Berlin-New York,
producer of Duckworth, Doug
and Cinnamon Records. . .
In Argentina: RCA Victor.

NORREDT, London

GREECE

WE SEEK ONE ADDITIONAL
RECORD LINE FOR
GREECE, EGYPT & LEBANON

WITH over 25 years' experience in
handling records in this part of the
world, Groves are looking to add
another one or two lines to their
operation. If you want experience and honest
service, please ask for further
information written.

 pressed, Boston, Mass.,
NORTHERN IRELAND

There's no "blame" about
EMERALD RECORDS
import's leading recording company.
We are specialists in Country & Western,
German, Irish and Scottish Records. We are always interested in
leasing material in the Country & Western field, and
only from Top 100 & independent companies.

SWITZERLAND

THESE MONEYS IN MUSIC IN SWITZER-
LAND may be free to the
right company. Please
write for details of our
system.

ITALY

there's no "blame" about

EMERALD RECORDS
import's leading recording company.
We are specialists in Country & Western,
German, Irish and Scottish Records. We are always interested in
leasing material in the Country & Western field, and
only from Top 100 & independent companies.

FOR INFORMATION:

You can reach the U. S. and World-Wide Music-Record markets
regularly, effectively and at very low cost in these columns.

THE AMERICAS

ASIA & PACIFIC

Australia: Brian Rees
P. O. Box 418, North Sydney

HONG KONG: Carl Myrt
29 Amelia Court, Garden Road

JAPAN: Robert Eyne
211-2 Ohno, Shinagawa Meguroku, Tokyo

NEW ZEALAND: Fred Gebbie
P. O. Box 5051, Auckland

EUROPE

AFRICA & ARABIA

ITALY: Samuel Steinman
Fratelli & Associates, 5 Ave.

VIETNAM: Le Minh Trong
25 Toan Thanh, Hanoi

NETHERLANDS: Fred Leon
40 Asraa, Amsterdam N. 5, The

AUSTRALIA, New Zealand

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Lower rates for 12, 26 or 52 insertions in a one-year period.

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BELGIUM'S BIGGEST MUSIC

A one page of costs you only $200
A one-year subscription is only $3
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JUKE BOX
MIECHLEN, BELGIUM
Write for Sample Copy

LEFT YOUR LOVE—we do the rest!
SONGSCRAM New York, N. Y.
SURE BETS from CHESS

"Miss Loneliness" by MITTY COLLIER Chess #1856

"DARLING, DARLING, DARLING" by TY HUNTER Chess #1857

"Pushover" by ETTA JAMES Argo #5437

"I'M THE GREATEST LOVER IN THE WORLD" by BO DIDDLY Checker 1045

CHESS PRODUCING CORP.
3720 S. Michigan
Chicago 16, III.

HONOR ROLL OF HITS

THE NATION'S TOP TUNES

FOR WEEK ENDING MAY 18

RECORDINGS AVAILABLE
(See Selling Record Listed in Bold Face)

1. I WILL FOLLOW HIM—By Alamo-Grimes-Leeza-Roma—Published by Levis (ASCAP) 7 weeks
2. IF YOU WANNA BE HAPPY—By Gold-Reynol-Published by Rockmasters (BMI) 4 weeks
3. PUFF (The Magic Dragon)—By Yarrow-Lipton—Published by Panamer (BMI) 8 weeks
4. PIPELINE—By Spicoli-Carrasco—Published by Downey (BMI) 7 weeks
5. SURFIN' U.S.A.—By Wilson—Published by Am (BMI) 5 weeks
6. FOOLISH LITTLE GIRL—By Miller-Greenfield—Published by Seven Gems-Columbia (BMI) 5 weeks
7. CAN'T GET USED TO LOSING YOU—By Pyne—Published by Pyne (BMI) 8 weeks
8. LOSING YOU—By Ramond-Sargent—Published by BNP (ASCAP) 4 weeks
9. REVEREND MR. BLACK—By Wheeler-Peters—Published by Quarter-Butterfield (BMI) 4 weeks
10. HOT PASTRAMI—By Rachell—Published by Stetson-Pett (BMI) 3 weeks
11. I LOVE YOU BECAUSE—By Parks—Published by Fred Ross (BMI) 3 weeks
12. TWO FACES HAVE I—By Hefner-Clemmons—Published by Ponder-Dover-BTD (BMI) 3 weeks
13. TAKE THESE CHAINS FROM MY HEART—By Rose-Hicks—Published by Mikeo (ASCAP) 4 weeks
14. HE'S SO FINE—By Maki—Published by Bright-Tones (BMI) 11 weeks
15. ANOTHER SATURDAY NIGHT—By Cooke—Published by Raps (BMI) 3 weeks
16. MECCA—By Nader-Oliver—Published by Janai (BMI) 6 weeks
17. YOU CAN'T SIT DOWN—By Ernesette Clark-McHale-Strother—Published by Dallas (BMI) 1 week
18. KILLER JOE—By Russell-Malaky—Published by Malaky-Carver (BMI) 2 weeks
19. CHARMS—By Greentree-Millie—Publicized by Seven Gems-Columbia (BMI) 5 weeks
20. WATERMELON MAN—By Hancock—Published by Hancock (BMI) 9 weeks
21. DA DOO RON RON—By Service-Grimes-Russ-Published by Mosca Ross (BMI) 1 week
22. BABY WORKOUT—By Wilson-Tucker—Published by Meritts (BMI) 9 weeks
23. DAYS OF WINE AND ROSES—By Mercer-Marcelini—Published by Wilmar (ASCAP) 4 weeks
24. LITTLE BAND OF GOLD—By Gish—Published by Beach (BMI) 3 weeks
25. STILL—By Winnie-Clark-Gold—Published by Arch (ASCAP) 2 weeks
26. ON BROADWAY—By Weinsaat-Leder-Strick—Published by Seven Gems-Columbia (BMI) 6 weeks
27. IT'S MY PARTY—By Winnie-Glack-Gold—Published by Arch (ASCAP) 1 week
28. THIS LITTLE GIRL—By Goldberg—Published by Seven Gems-Columbia (BMI) 3 weeks
29. AIN'T THAT A SHAME—By Taylor-Cerlak-Darling-Scriven—Published by Ryerson (BMI) 4 weeks
30. TOM CAT—By Taylor-Cerlak-Darling-Scriven—Published by Ryerson (BMI) 4 weeks

WARNING—The title "HONOR ROLL OF HITS" is a registered trademark and the selling of the Hits has been copyrighted by Billboard. Use of either may not be made without the written consent of Billboard at 1540 Broadway, New York 3, N. Y.
Switch: Station Salutes Public

Cleveland — WHK, the Metromedia station in Cleveland, has pulled one of the most galactic switches in broadcasting with a mass salute to the community's public service organizations.

Today, more than ever, radio stations are receiving awards and citations for their efforts on behalf of many service organizations. WHK in turning the tables—did so with more than 250 of its winners seated at tables at the Statler Hotel to witness the presentation of awards to 11 of their fellow workers.

Winners were selected on the basis of creativity, local application, co-operation and interest in WHK. Judges were selected at the Statler Hotel to witness the presentation of awards to 11 of their fellow workers.

WINNERS

Jack Thayer, vice-president and general manager of WHK, said he hoped that the First Annual Public Service Awards Luncheon would "act as an incentive for organizations and individuals to make better use of radio in the performance of their public service efforts."

Mark Evans, vice-president of Public Affairs for Metromedia, was the guest speaker at the luncheon.

Ella Very Warm For May Air

NEW YORK — WHN, the Station from Fort Lee, has been icing the airwaves with a two-hour interview — with music spectators alter the new week.

This week Sunday (6) after being touted by aggressive newspaper promo ads — I spent two fingernail-nagging hours — Ella Fitzgerald and WHN guest host Elisha Shenfield.

America's First Lady of Song responded in kind to Shepard's warm niche-side manner. (She even twice endorsed the spot.) The LP took the listener on a ver- bals and musical tour of Ella's life. Shepard's interviewing technique, while warm and unassuming, is punctuated with pointed questions aimed at fer- reting out guests' inner feelings.

Short interview cuts are used between the recordings, giving the show a fast pace, thus avoiding getting bogged down in a sea of words. The Ella Fitzgerald special is a gem with

(Continued on page 52)

Focus on the Deejay Scene

TASTY STUFF: Perc Allen, host of Canadian CHMI's Open Line, often gets a lot of tips from this special guest, Jayene Mansfield. The blond beauty was flown in from Chicago last week to co-host and more than 20,000 persons lined the route to catch a glimpse of Jayene Mansfield. Jayene is one of a long string of show business personalities who have come to WHK and "ruined" Perc Allen Open Line Show. These include Faye Emerson, Phyllis Diller, Joe E. Lewis, Jerry Lewis, and Patti Page.

(Continued on page 52)
Seattle Station KING of the Hill

Seattle — Radio KING's on top! ... or soon will be when the 50,000-watt station will begin broadcasting from the top level of the 550-foot Seattle World's Fair Space Needle.

Bill Clark, manager of KING, said that beginning June 1 the station will broadcast Frosty Powell's 6 to 10 a.m. show Monday through Friday from the sky-high structure.

Ella Very Warm

• Continued from page 31

an exceptional continuity job done by Sheppard and associates in integrating and relaying Ella's top record performances with the interview cuts. WHN, as any smart station also went heavy on outside promotion for its "Sound of Danny Kaye" special aired Tuesday (7).

For a number of reasons this one lacked the impact of the Fitzgerald show. Kaye sounded somewhat annoyed with the world and his own role in it, which he could not to fullest the almost unflattering portrait painted by his best friend. Kaye's records sounded for the most part outdated and the effort to achieve an interesting blend of old and new material was lacking. In several instances the records came on in such a tight cut that listeners often could not hear the songs to which Sheppard couldn't wait to get off. But, with the least possible word library saved the night.

GIL FAGGEN

YESTERDAY'S HITS

Change-of-program programming from your librarian's shelf, featuring the hits that were hottest in the land five years ago and ten years ago this week. Here's how they ranked in the Billboard chart of that time.

POP-5 Years Ago
May 19, 1958
1. All I Have to Do is Dream, Every Brother, Columbia
2. Will You Still Love Me Tomorrow, The Ronettes, Columbia
4. Twilight Time, Patti Lynn, Mercury
5. We're Gonna Be a Free, Hank Williams, RCA-Victor
6. Louden, Capital
7. Martin, Capitol
8. Looking Back, B.K. Love, Capitol
9. Bank of Love, Francesca, Argo
10. Johnny B. Goode, Chuck Berry, Chess

RAINBOWS & BLUES—5 Years Ago—May 19, 1958
1. All I Have to Do is Dream, Every Brother, Columbia
2. Witch Doctor, B. Reeves, Liberty
3. Running Back, B.K. Love, Capitol
4. Looking Back, B.K. Love, Capitol
5. Johnny B. Goode, Chuck Berry, Chess

REFILLS & BLUES—5 Years Ago—May 19, 1958
1. All I Have to Do is Dream, Every Brother, Columbia
2. Witch Doctor, B. Reeves, Liberty
3. Running Back, B.K. Love, Capitol
4. Looking Back, B.K. Love, Capitol
5. Johnny B. Goode, Chuck Berry, Chess

REFILLS & BLUES—10 Years Ago—May 16, 1953
1. I Need You, Lavern, Capitol
2. Please Don't Stop the Music, Roy Clark, Capitol
3. Gonna Leave You, Carl Paxson, Capitol
4. Some Hot brewed Milk, Peter Paul and Mary, Columbia
5. Don't Make My Baby Blue, Frankie Lane, Columbia

VOICE JOX

NEW SPRING SOUNDS for WJBK, Detroit, were introduced through a new musical signature package produced in Dallas. ... WYUM, Mount Carmel, Illinois, is scheduling its own promotion package, a "box of chocolates" in conjunction with its new "modern sound." Bob Sandridge, program director, has out a call for give-way advertising sponsorship for the promotion.

WIN'S director of community affairs mutually signed his station's promotion manager, Steve Kenner, as the core leader of the CORE "Freedom Voter Week." The station has been playing a deep beep by phone to WINS from Alabama's DeKalb County jail to relay this vital to the station twice daily.

WCUK, Akron, realized a 13-year dream this week when the "Wonderful Music" station began operating full time. Joel Ross is p.d., Joe Mahilick, latest addition to WWSW's staff, has introduced a request-by-mail program from midnight to 6 a.m., Monday through Friday, on the Pittsburgh indie.
V-M Sales Unveils 4 Portable Phonos, Audio Components

V-M Model 359 space-saver portable phone

V-FM AM-FM tuner, stereo amplifier, Model 1467

BENTON HARBOR, Mich.—V-M Sales reps attending a sales conference here last week, were shown four new portable phonos and two new additions to the company’s audio components line, first introduced last year.

The portable phonos include Model 351, a “personal” stereo unit at $99.95 with a week look described as “long, low and beautiful,” by V-M sales chief Bud Cain; Model 359, a space-saver portable with a swing-down changer, up-front controls and detachable twin speaker, pegged at $109.95; Model 325, a unit designed for competitive pricing and step-up selling with no suggested list price and Model 212, a monaural model, designed for the youth market at $29.95.

New components introduced include Model 1467 FM-AM tuner and stereo amplifier, and Model 42 component speaker system. The 1467 combines four functions in one housing, and at the suggested tag of $179.95, is designed to hit those buyers who have components out of their budget range, according to Cain.

The Model 42 speaker system, designed for limited space applications, measures only 20 inches high, 15 inches wide and four inches deep. It can stand on feet provided, be wall-mounted or be free-standing.

AT LAST SALES ON FLOOR GET A KIND WORD

CHICAGO—The retail salesman, an almost forgotten man in some industries, has been given a solid boost by S. R. Herkes, marketing vice-president for Phonothane, in a letter mailed to 28,000 retail salesmen last week. Herkes said, “It has been evaluated that 40,000 retail salesmen are receiving the letter.”

Herkes, noted, “But the real challenge of creative selling in the consumer electronics appliance field has barely begun.”

Depleting the increasingly heavy accent on price as a sales lure, Herkes said, “If the growing practice of another store down the street selling the same appliance for less, then salesmanship flies out the window. All you need is an auctioneer with a low bid.”

The sale marked that noters with increasing distress that many so-called experts are “shorting to the scrap heap, retail salesmen, of stereo, TV and appliances.” A TV set is a stereo unit or an auto is certainly not a coke of soup or a box of cereal, he said, adding a forceful note against those manufacturers who have been skewed by the so-called revolution in marketing.

Continued on page 53

Staff, Training the Pivot: Woyda

(EDITOR'S NOTE: Following is an extended summary of a speech by Keith Woyda, vice-president of the record division of Keith, Prove, one of Britain's largest chain retail stores, on "The Importance of Staff Selection and Staff Training," given at the GRIA convention in London.)

By WALTER WOYDA

LONDON — Staff selection and training is the central pivot around which the entire retail trade revolves. It can be dealt with under three heads—selection, training in salesmanship and training in salesmanship of gramophone records specifically.

The selection of the right staff is of primary importance. Realize in the retail trade we have new handicaps facing us. We demand of staff long hours, a five-day week and short holidays. Even salaries do not compete with the volume trade.

However, the wrong staff can be the ruin of the business. There is an increasing demand to increase the size of selection (Continued on page 53)

V-Tape Merchandising

* Best Selling Phonos
* Disk Deals
* Equipment Newsletter

BENTON HARBOR, Mich.—V-Tape has unveiled three new portable phonos and one of the company’s audio components line, first introduced last year.

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Staff and Training the Thing

• Continued from page 53

Disk Deals for Dealers

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shows what available deals include, with whom they are available, and details of issue and page number of the original news story or ad/photograph providing details of each promotion. Please consult these for full information.


One album titled "Motor Town Review" featuring various artists. One free for every three purchases.


A 30% discount on certain records on the list. Total standard catalog exchanges to be split between the dealer and the client.


Spring discount program offers a 10% per cent on mono LPs, 15 per cent on stereo LPs, 20 per cent on 8-track tapes, and 25 per cent on labels' "All Time Hits" series of albums. A 45-day deferred billing schedule in these installment plans starts from date of purchase.


A 17 1/2 per cent discount on all records excluding the Super 8-track Tapes. Direct billing plans.


A 10 per cent discount on catalog merchandise for duration of period.

Starvay—Expires May 31, 1963,

Ongoing with a 10% per cent discount on their top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.


A 17 1/2 per cent discount on catalog merchandise for duration of period.


A 17 1/2 per cent discount on LP's only. Complete list of catalog exchange plans.


With release of "First Family, Volume 1" album, label is offering "6000 Freealyzer" program, which customers can exchange for" a new "First Family" set. Available to all qualified dealers.


A 7 1/2 per cent discount on all product. Complete list of catalog exchange plans.

Epic—Expiration Indefinite, Started April 1, 1963.

A 2 1/2 per cent discount on all Epic catalog exchange plan items. Complete list of catalog exchange plans.

Capitol—Expiration Indefinite, Started April 1, 1963.

Complete-the-World German-Australian LP catalog of 21 LP's. One free album each two purchased includes Two near April release.

Orff—Expiration Indefinite, Started May 1, 1963.

On all Orff album product—buy five, get one free.

Best Selling Phonographs, Radios & Tape Recorders

These are the nation's best sellers by manufacturers based on a results of a month-long study using personal interviews with a representative national cross-section of record-selling outlet (only) that also sell phonographs and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every four weeks.

The percentage figure shown for each brand is the share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of each brand's current dealer status, weighted by size of outlet. Only manufacturers scoring 3 per cent or more of the total dealer points are listed below.

Phonographs Listed between $301 and $310

Sales on Floor

• Continued from page 53

and are so anxious for business on any basis that the only thing they can think of is price.

"Ask a person who purchased a TV, stereo or appliance some time ago, what he paid for it," Herkes said. "Chances are he'll be vaguer about it. But ask him how long he has had the new piece of information which is issued regularly. They should read record reviews regularly and should keep in touch with inform-

Finally, they must at all times tie the dates of appearing of all local events, shows and films in the district, artists' appearances, etc.

I submit that on the importance of staff selection and training depends the whole success of record retail output.

in press today!

What are the trends in cartridges,arms,turntables?

What's the best way to select a stereo amplifier?

Billy Graham

High fidelity, great Barrington, Mass.

Send me a copy of STEREO 1963 Edition for the

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Gags for Wags! Wags for Gags!

The high point of the year was the annual Radio City Christmas Spectacular, both on- and off-stage. Radio City is now a permanent fixture in the world of music, with its daily shows and its annual musical productions. Radio City has become a Mecca for music lovers, and its weekly shows are a highlight of the New York cultural calendar.

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Theater service to all events.

贵宾, you see this fourth annual round-up of stereo developments in stereo components and systems..." a glimpse of the future. Written by experts and widely illus-

trated, STEREO 1963 Edition, is a publisher-generated book that helps you achieve the best music reproducing system at the price you decide to invest. And it helps you get the most out of your present stereo system, if you are that far along. It's a blend of news and insight that answers such major questions as these:

what are the trends in cartridges, arms, turntables?

what's the best way to select a stereo amplifier?

what's new in speaker systems?

what's new in stereo kits?

what are the year's outstanding stereo discs and tapes?

There's much, more, of course, but this gives you an idea of the scope of this 12-page publication, which is HIGH FIDELITY. For one dollar you can afford to be informed and be authoritative in your own home music system!

In fall and winter the form today!

High Fidelity, Great Barrington, Mass.

Also during the year, 1963, over 6300,000 copies of Stereo Reproduction were published, in more than 80 countries.

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Address

City_ State_ Zip.
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Rhythm & Blues Records

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Reduce costs with Art-Phyl's record displays and free standing pegboard units.
The most diversified lines—prices well below competition.

Write today.
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When answering ads...Say You Saw It in Billboard

BUSINESS OPPORTUNITIES

GOING RUNNERS—MUSIC AND APPLIANCE SHOP, 11 X 40, 3417 N. St., Washington, D.C.
Ex-Confiscation Supplies. 25% Ret., Faxed, Phoned, Cured,质量, as It, 

MICHELINE
EADQUARTERS
We've made the change, which in addition to the Microtops inventory, carries a de luxe 11"-turntable, heavy-duty induction motor and idler-wheel drive.

Hartstones' Distrib Open In Cleveland

CLEVELAND — Lee and George Hartstone have announced the opening of Clev-Disc Distributing, which they hope will make Eddie Dickey as vice-president and general manager.

Hartstone has made it from his past as divisional sales manager at Mutual Distributors in Boston to head the indie distributorship.

DOT ACQUIRES SURFER PAIR

Hollywood — Dot Records last week purchased the masters to two promising surf singles here. From Eddie Davis' Linda Records, Dot acquired "Surf Funnies" performed by Gene Gray and the Stingrays. Dot also took over the Princess Records' master to "Surfer Joe" b-w "Wipeout," starring the Surfrairs. Label belongs to Richard Deely and John Mariscal.

R & B One-Stop HEADQUARTERS

Blue Note Shop, Inc.
150 Central Ave.
Albany, N. Y.

LISTEN TO YOURS FOR THE NEW JANUARY & FEBRUARY SETS OF "YOU'RE THE \"THE OLD PUMP ORGAN\" \"WHEN THE WORK IS DONE\" Western World w/Moony Barber
It's the New Craze.
It's Completely Different.

Clarkeville Records
Who, Dist. Country & Gospel
P. O. Box 474 Clintonville, Ga.

LISTEN TO YOURS FOR THE NEW JANUARY & FEBRUARY SETS OF "YOU'RE THE \"THE OLD PUMP ORGAN\" \"WHEN THE WORK IS DONE\" Western World w/Moony Barber
It's the New Craze.
It's Completely Different.

Clarkeville Records
Who, Dist. Country & Gospel
P. O. Box 474 Clintonville, Ga.

LIVE NJM-TUNES FOR SJ. 2ND 30" LP'S FROM SHIRLDELL VOLUNTEER, NEW JERSEY & WILLIE RUSH, NASHVILLE, TENNESSEE. WEST HOLLYWOOD, N.Y.

RECORD DEALERS: RECENT HITS-ASSORTED

100-249 .........25c ea.
249 and over ...33c ea.
All appeared on Billboard's Top 100 within the past 10 years. C.O.D. only.
Any and all returnable for cash refund if shipped back to us within 48 hours.
Foreign inquiries invited.

BLUE NOTE SHOP, INC.
150 Central Ave.
Albany, N. Y.

CLASSIFIED RATES
Per Insertion

CLASSIFIED RATES
Per Insertion

Manufacturers

DISTRIBUTIONS & EMBOSSED

Assortment of 6 Day-Side Colors.
Any Titles—Any Groups.
Stereo or Monaural.
Price list and sample on request.
LeBo Products Co., Inc.
Long Island City, N. Y.
Phone: EA 1-5045, 5-6

RACK JOBBERS
Reduce costs with Art-Phyl's record displays and free standing pegboard units.
The most diversified lines—prices well below competition.

Write today.
ART-PHYL CREATIONS
5087 Prescott Avenue
Newark 18, N. J.
N.J.: 8-3100 N.Y.: WO 2-4565

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

BIRDS EYE View

Rudy's, 1656 Broadway
New York City, N. Y.

Rudy's Garde, 1656 Broadway

 classifications:

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

BILLBOARD BUYERS & SELLERS CLASSIFIED MART
1564 Broadway
New York 36, N. Y.

188 Randolph St.
Chicago 1, Ill.
MOA Planning Pool Tourney At Convention

CHICAGO—Music Operators of America announced plans for a national pool tournament to be held in conjunction with its fall convention here.

As planned, the tournament will be sponsored by State associations around the country. Eliminations will be held in each state and the winner will send a contestant to the national pool.

Robert Blundell, MOA managing director, said that he felt considerable public interest could be drawn from such an event.

Blundell said that he had had informal contact with associations in Nebraska, Illinois and Wisconsin and that the reaction was good. Blundell said that he had also received a favorable reaction from one pool table manufacturer.

One of the national tournaments would be to foster competition between organizations around the country. Such contests and promotions have often been held in the past but never on a national basis.

The MOA and the Music Operators Association drew national attention some months ago with a tournament that was held each Saturday.

Blundell said MOA would undoubtedly attempt to draw on the experience of the Omega group. The tournament was generally considered a big success.

If adopted, the MOA tournament would be handled by an independent promoter.

Trade Feels Mrs. Will Exhibit

CHICAGO—The long reign of the between the Music Operators of America and the juke box manufacturers is about to end. After years of wrangling, MOA is getting all or at least a majority of its manufacturers to exhibit at its fall convention.

MOA President J. Harry Steven at the Chicago Convention Hotel told the Billboard, "I expect to have at least 20 manufacturers at our convention on October 15. As the day approaches, it looks like MOA's face-lifting program is a go.

Although no official word has been released by either MOA or the manufacturers, the feeling in the trade is that the manufacturers will come through.

Steinem said that the MOA convention would include a variety of products, including coin-operated machines.

The new trend became apparent during last week's hearings before the House Judiciary Committee on the Copyright Act of 1909. The bill would set up a Performing Rights Administration in the Copyright Office, which would license juke box manufacturers for reproducing certain electrical signals to the public.

The house officials were told that most manufacturers have already licensed themselves under the Copyright Act of 1909. The bill would set up a Performing Rights Administration in the Copyright Office, which would license juke box manufacturers for reproducing certain electrical signals to the public.

Although the bill was not scheduled to be considered by the House this week, Steinen said that MOA will continue to fight for its purpose. The group is working with the Copyright Office to ensure that the bill is not watered down.

Juke Box Statistics Depend on the Side

WASHINGTON—Statistics on songwriter and juke box oper- ators vary widely. The Board of Directors of the Juke Box Operators Association, which monitors the industry, points out that the bill would allow the recording of performances by an estimated 50,000 feet of film per licensing fee.

Most thorough breakdown was given by Perry Patterson, representative of the Juke Box Operators Association, and member of the Washington office of the firm of Daniels, Schaeffer, Chaffetz and Masters.

$2,500,000

Patterson estimated that the bill would produce a gross return of $2,500,000, with the number of plays totaling $10,000 per year, after which the operators would pay 80 to 120 cents, or 160,000 cents, per year.

"This would go to the performance- right organizations, while the operators would only pay for the number of plays they have in their possession," said Patterson.

Although the MOA estimated that 50,000,000 plays were recorded last year, the operators' estimated figure was 100,000,000, with the number of plays totaling $10,000 per year.

"This would go to the performance rights organizations, while the operators would only pay for the number of plays they have in their possession," said Patterson.

Chi Coin Bows 'Strike Ball,' Puck Bowl

CHICAGO—A new tri- rely bank for easy service. The new machines, re- signed stainless steel backs are featured in Chicago Coin's theme, "Strike Ball." The new machine, called the "Strike Ball" and "Flash-O-Matic" was introduced at the Chicago Coin Exhibit.

"The new tri-replay bank can be removed with two screws for fast servicing," said the coil, arm-

See Juke Box Bill Getting to Floor

By MILDERD BALL

WASHINGTON—It is beginning to seem inevitable that legislation to repeal the music box copyright would be passed by the House at least. The bill has already been passed by the Senate.

The bill would create a Performing Rights Administration, which would collect and distribute the money to the songwriters. The administration would be run by the Copyright Office of the Library of Congress.

The bill has been sponsored by Representative William H. Steiger, a Democrat from Wisconsin, who has been working on this issue for several years.

Steiger has said that he is working on a bipartisan basis to pass the bill. He has been in close contact with representatives from both parties and has been successful in getting support from both sides of the aisle.

The bill has been met with strong opposition from the music industry, which has been successful in delaying its passage. However, the industry has been unable to stop the bill altogether, and it is likely that it will be passed by the end of the year.

The bill would give songwriters the right to receive royalties from the sale of their music, and it would give the Copyright Office the power to enforce these rights. The bill would also give the Copyright Office the power to determine the size of the royalties that songwriters would be entitled to receive.

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champion of the cause of the juke box operator over the years, and was a typical royalty agitator on the hill. Although Subcommittee Chairman Willis said he would not altogether rule out the possibility, he insisted that the measure was "mechanical rights." Insistently, he offered operators the right to keep the court system straight and repeat with government guardianship.

By the close of the second day of hearings, Representative Libonati had its operators and music manufacturers to sit down and bargain with copyright proprietors and performance rights groups and voluntarily reach an agreement.

"I fear Congress will do something drastic," he was quoted as saying.

When asked to cite in evidence juke box interests that this 88th session of Congress was only a few months old and had nearly two years to run, witnesses turned to one of the old bills. Perusal of the House Committee on Agriculture.

In copyright-based industries will be riding on decisions made in the revisions set down in the final law.

Chairman Willis and others of Congress had softened their opposition to his bill to achieve at least a start in resolving the juke box performance stalemate.

The juke box operators and music manufacturers had agreed to discuss and perhaps even to come up with a reasonable performing fees for juke box operators.

"The songwriters are going a long way here," the judge said, "in accepting a fee so low cost of administration would show that they are not just gouging the operators. They have made a serious concession that could affect them in other areas. They have not been exact in their bill here...."

Foot in Door

Representative Libonati agreed with juke box spokesmen, and the various groups, that the Copyright Society and Representatives Libonati and the Williams Copyright Committee and Congress by 1964, will be a powerful factor in the juke box exemption issue. Not only the interests of the world, but the world, will be watching the developments and the outcome will be in copyright-based industries will be riding on decisions made in the revisions set down in the final law.

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**Europeans Strike Out in U.S.**

By OMER ANDERSON

BONN—At the offices of a major West German coin machine manufacturing plant recently, an employee pointed to world maps with pins showing export sales.

The employee ticked off the countries, ruthfully pausing in front of the United States. "As you can see," the employee relayed, "there is not a pin there. We have no export market in the U.S.

"Here is a pin at Mexico City. Here are pins all through Latin America. But no pins in the U.S. We just can't see them to sell there."

Thus did this firm's office worker pin down the No. 1 problem—and failure—of the West German coin machine industry: its gliterring failure to penetrate the U.S. market. It is a problem not peculiar to this single firm. It is a problem common to all coin-operated West German trade. Indeed, it is common to the general European trade. For failure to crack the U.S. market is not restricted to the Germans.

Nor is it restricted to any single type of European coin-operated equipment. The West German coin trade is selling virtually nothing on the American market, despite nearly a decade of resourceful effort. A breakthrough may be in the offing, but there is no great sense of anticipation among continental manufacturers. This would be the U.S. licensed production of the Cinebox coin movie screen. Cinebox is given the best chance of any recent Continental coin item to crack the U.S. market.

**Sent Soluce**

But this will be the first serious attempt by the European manufacturers of phonographs and games, who cherish under the knowledge that final acceptance of their coin-operated export market can only be sealed by their acceptance in the U.S. It is the key to the West German coin trade. It is the key to the West German market itself. It is the key to the West German dollar, the key to the West German investment. This would be the Cinebox coin movie screen. Cinebox is given the best chance of any recent Continental coin item to crack the U.S. market.

As long as Continental coin equipment manufacturers are unable to sell the U.S. market, their entire export trade is on the world market. The predominant position of the U.S. product on the world market can only be seriously challenged when Continental manufacturers are able to make a strong penetration of the U.S. market.

**Sore Handicap**

The fact that they are unable to make headway in the American market is a sore handicap to European trade. A large slice of the West German U.S. product competition in the Continental market. It gives to German suppliers a more favorable view of the American market. Most U.S. experts on the Continent believe that the American trade is less demand than the dollar West market picture would indicate, and that the Continent's trade failure is due more to a paucity of salesmen and organizing ability than to product deficiency.

Until now the Continental trade has contended itself with conventional coin trade arrangements, which now are acknowledged to have been clearly inadequate.

**Promotion**

The general manager of a German firm which has been trying fruitlessly for nearly five years to invade the U.S. market observed, "Our product is good enough to invade the U.S. market, but we don't fall down on merchandising and sales promotion. We are still working on this problem, and we are confident we can solve it."

Two new (for the Continental trade) lines of approach are being studied: establishment of U.S. subsidiaries and formation of partnerships with U.S. firms. Examples from the German auto industry are Volkswagen and Mercedes (for which Steude- bak is sales and servicing agent). The European trade's goal is to build a commercial presence in Europe and shipped to the U.S.; there will be no effort to manufacture in America.

In fact, there is discussion of a link-up with U.S. firms under which the German partner would produce for export by the U.S. firm in its own factories, the products being those manufactured cheapest and best in Europe.

**Requests Key to Music Menu**

PHOENIX — Ten years of steady programming experience has led to a long list of efficient improvements in music-route operation at Garrison Sales Company, here.

But Burgess, route supervisor, is one of the few such specialists who have spent a full 10 years in the business. He handles for five major manufacturers, and who cover most of Phoenix and surrounding cities. Beginning as a 16-year-old himself, he has personally operated every route for at least a year, and now, riding hard on five collectors today, he is responsible for 90 per cent of the music on every phonograph in operation there.

Requests Important

In programming, there is no such thing as a set music menu which will show every phonograph that results from one location to the next. Instead, Burgess makes heavily on requests, which have become so important at Garrison Sales Company's headquarters, that there are always 25 or 30 requests honored every week.

Collectors point out to local- tion owners the phonograph to be installed. Burgess, in his spot to make money, and that he can only live up to these expectations unless the owner is willing to talk music with his own eyes and ask the latter to suggest what music they would like, that is, to suggest an active part in the phonograph's management.

There has been a hammer- ing into location owners so emphatically and so often that there are few who have no re- quests to make when the col- lector drops around for a record change.

"Wherever we find that a tav- ern owner has passed on, we've taken the trouble to jot down a few requests for the collector, we immediately build a fire under him," Burgess said, "by getting down all the phonograph requests, which have become so important at Garri- non Sales Company's headquar-

Requests Honored

Natural, when we have the all- important flow of requests coming in, Burgess must bend over backwards to honor every request is honored. If it turns out that a requested rec- ord simply cannot be found, he makes a telephone call, or calls the phonograph owner to explain why. If the record is at his own retail record shop, it is unhesi- tatingly purchased—in many instances at a discount.

ARCHITECT'S DRAWING of the new Los Angeles branch of the American Record Company, Inc., Oakland, Calif., under construction and to be opened later this year.

(Continued on page 68)
CHICAGO—Collections softened somewhat here last week and record sales to operators showed down accordingly.

Leslie Gore's "It's My Party" on Mercury continued to hold the No. 1 spot, but being more than a couple of weeks old, the disk wasn't pulling in new business as it had.

Both Singer and Music Box one-stop reported scattered action on a lot of sides rather than strong action in any one or two areas. "Sukiyaki" by Kyu Sakamoto on Capitol looks like it could be a sleeper. Both Russ DiAngelo and Fred Sipiora of the two one-stops reported sales.

Other than this and the Gore record, however, DiAngelo and Sipiora had divergent picks.

Sipiora cited sales on "Stirr" by Bill Anderson and "Decca," a c.w. disk going pop; "All Right," the Grandmix, RCA Victor "Wildwood Days" by Bobby Rydell on Cameo and the new Chubby Checker single on Cameo.

The Rydell tune has an interesting history. The song was first put out by the Dowells on Northway, sister label to Cameo, backed with "You Can't Sit Down." Northway took off "Wildwood Days" and substituted "Steppin' Out Everyplace." Rydell then recorded "Wildwood Days" on Cameo and the record is now getting good regional action.

DiAngelo also noted good R&B action on a couple of sides: "Baby Please" Percy Mayfield on Tangerine (distributed by ABC-Paramount), and "A Love She Can Count On," Miracles on Taml.

At Music Box, DiAngelo's hot sides are "Blue on Blue," Bobby Vinton, Epic; "Chattanooga Shoe Shine Boy," Joan Castle, Dot; "Hot Patootie With Mashed Potatoes," Tony Dow, Roulette, and "The Good Life," Tony Bennett, Columbia.

**EUROPEAN NEWS BRIEFS**

*Continued from page 56*

German operators are noting with a certain peremptory satisfaction that the record trade is no longer banking in runaway prosperity, and operator associations are counting slackening sales to increase disinterested interest in support of the operators.

**SAUSAGE STORY**

SPEYER, West Germany — One of the country's famous aviation names, Ernst Heinkel, is sponsoring a contest to produce a song in praise of sausage.

Heinkel seeks a catchy tune for disk pressing as a joke box play. The firm's motive is strictly pragmatic: Heinkel has developed a high-flying sausage vending machine for "Bierknaeus" to smoke cold frankfurters to be consumed with a glass of beer.

Heinkel would like to create the "Bierknaeus" version of the Beat Barded Polka for play in joke box machines at the sausage machine sites. The aeronautical firm believes there is a golden future in sight for its sausage machine.

**AUTOMATIC CINEMA**

PARIS — Only Airport terminal is testing the world's first coin-operated movie theater, an entirely automatic, self-service theater. The theater seats 400 and is designed for around-the-clock operation—without staff. For the self-service cinema has no box office clerks, no projector operators, and no usherettes.

Insertion of the coin turns the5urnished permission to the patron to enter. He takes his seat according to a large illuminated seating plan on the wall, which shows each seat with a green (free) or red (occupied) light.

Candy, ice cream, popcorn and beverages are vended from machines. Films are projected automatically. Only a supervisor is on duty.

**EYE BRITISH MARKET**

HAMBURG — West Germany envisions the development of Britain as a profitable market for reconditioned German payout machines. The British
BULK VENDING

Mandell Guaranteed

Used Machines

Vending Headquarters

For Victor

Ball Gum Gets Back of L.A. Hand

Los Angeles — A sharp trend away from ball gum, in favor of charms in the 1-cent, 5-cent and 10-cent classification, characterizes the bulk vending industry in the Los Angeles area, according to Sam Westman, long-established distributor here.

Even though the outdoor climate of Los Angeles has been fairly conducive to ball gum appearance (despite high humidity), the shift has already switched over to charms being found in the average machine.

There has likewise been a sharp pick-up in variety of candy types, including Boston baked beans, jellybeans and novelties. Jellybeans are a matter of personal preference for the average operator, since it has been found that in the bright sun on Los Angeles streets, the intense heat melts the jellybeans all too often tend to lose their color, and become a sticky mass.

Harder candy items, however, survive everywhere, and are showing much better returns than ball gum. Tab gum has slowed down considerably from the peak of the past few years, even though the Los Angeles operator who continues to use tab gum vendors reports himself thoroughly satisfied with the turn of business.

Most operators report that little change in collections are compared with the same period in 1962. A temporary recession has gripped Los Angeles and its many suburbs through the latter half of 1962 and early 1963, primarily because of the cutback in aviation production in the area.

There has been a sharp trend toward diversification into kidde- nny and more generalized machine operators, and extended dry cleaning and laundring stores.

Here, where large numbers of children naturally accumulate, kiddle ride operators have definitely expanded their reach through the area, and have made the different sectors, the different types of goods, extended profits for a return from cooling the machine.

(Northwestern Model 60)

How to Keep From Cooling Heels in the Outer Office

Los Angeles — Roy Hurtburt, bulk operator and kidney ride operator here, has discovered a potential market in location-selling operations.

Instead of using the familiar type of business card, Hurtburt went to a local printer to produce a slip of paper inscribed with the name of the card only, including model number, telephone number, and price. The printer, with his fingers touching the upper right-hand corner of the card, is the bright red arrow, pointing to the left.

Here, the California operator has a hand half of a ball of ball gum, usually bright red or yellow, leaving a construction of a thumb-tack and aircraft-dope glue to hold the half of gum in place.

When Hurtburt calls on a location and sends cards in advance to the secretary, he already gets immediate attention.

If the location head has any interest in installing bulk vending machines, he will immediately send word back, which saves Hurtburt long periods of cooling his heels in the anterooms of managers' and supervisory offices.

Often, the half of ball gum has a special advantage in that numerous storekeepers have never been in the habit of using ball gum machines, but this is making the round of all the operators who have made the difference.

Hurtburt uses the same motif in sending out check cards for a commission, to those who have written to him on the corner of the statement which accompanies the check.

He has operated 900 machines in Los Angeles. Equipment includes 25-cent, 5-cent, and 1-cent ball gum, pen, pencil, standard penny-operated peanut, confection mixture, and bulk gum units.
West Coast Bulk Leaders Honor Abbott at Testimonial Banquet

HOLLYWOOD—Leaders of the bulk vending industry here in particular, but throughout Hollywood's Seven Seas Restaurant last Sunday (5) to pay tribute to Sam Abbott, veteran Billboard executive staff member. The occasion was the presentation of a testimonial banquet saluting Abbott for more than two decades during which he has contributed to the bulk vending field on the Coast.

The banquet was held by the Western Vending Machine Operators Association. The organization designated the evening as "Sam Abbott Night," and sold tickets at $10 per person. The proceeds went to support the WVOOA's treasury. Most of the funds will be used by the Association in continuing its program to bring about more equitable tax legislation in the communities surrounding Los Angeles.

In addition to attracting members of the vending machine industry, the event was also attended by notables from the ranks of the outdoor amusement field. Abbott has covered outdoor show business for as many years as he has chronicled the vending machine business here.

High of the evening's honors was the presentation to Abbott of a trophy by WVOOA President Phil Soden and the Association's secretary-treasurer, Ivo E. Weiner. The inscription read as follows: "Presented to Sam Abbott for his devoted efforts toward the promotion of the bulk vending industry, May 5, 1963, Western Vending Machine Operators Association. Leo M. Weiner, secretary-treasurer; Philip N. Soden, president."

Addresses were delivered by members of the Association, who expressed the deep appreciation to Abbott for his faithful service to the bulk vending industry in general and to the Association in particular, by stating that he was a gentleman who was program chairman of the evening. Weiner, the moving force behind staging the testimonial and the one who organized the event, billed Abbott as "the warmest, most willing of human beings" in glowing terms for "giving of himself and asking nothing in return."

The Western Vending Machine Operators Association also gave Abbott credit for "keeping the spark of the Association alive" and for the organization's need to keep up with the rate of change.

Also on hand to pay tribute to the veteran Billboard reporter was Bob Grenier of the National Automatic Vendors Trade Association. Associate president of the Pacific Coast Showmen's Association, Grenier told the rostrum to inform all present that Abbott was held in equally high esteem by members of the outdoor amusement industry.

"It is the event not the first held there to pay tribute to Abbott," Grenier said, "but a particular note, occurred in 1954 when Abbott was sent to Hollywood, California, Goodwin Knight, presented Abbott with a silver cup because he had been "the man" in the Los Angeles County Fair Association who was responsible for Abbott on the honors that had been bestowed upon him and to add the "The Heirloom.""

The event is not the first held there to pay tribute to Abbott, "A particular note, occurred in 1954 when Abbott was sent to Hollywood, California, Goodwin Knight, presented Abbott with a silver cup because he had been "the man" in the Los Angeles County Fair Association who was responsible for Abbott; whereas the honor on the honors that had been bestowed upon him and to add the 'The Heirloom.'"

Salutations to Abbott on the occasion came from all sectors. Top management of his own Billboard Publishing Company, a firm he has served for a quarter of a century, was well represented and included the following: Bill and Roger Littleford, who headed the Billboard Publishing Company; "On behalf of the officers and directors of the Billboard Publishing Company, we send you congratulations and sincere appreciation for a job well done for over the years.

Sam Chace, editor in chief, Billboard: "Your editorial coahs at Billboard join in saluting your many years of devoted service not only to us but to the entire field you consecrated congratulations on the honors justly being bestowed on you tonight. You might well join in spirit with those present."

Andy Cisda, director of sales, Billboard Publishing, at the staff joins with Western Vending Machine Operators Association in honoring you for over 25 years' service to vending industry. We take this opportunity to extend our sincere thanks for your good and continuing contribution to our welfare over the years.

Dick Schreiber, publisher, Billboard magazine, in wire addressed to the several city offices: "We are delightedly pleased to you and your associates in Western Vending Machine Operators Association in honoring such your correspondent, congratulation on the honors justly being bestowed on you tonight."


Frank Joor, president, Business St. Louis office, stated: "You certainly are deserving of this testimonial dinner as all through your lifetime you have tried to help all people in all phases of the vending machine and amusement businesses. It has been a privilege for me to work with you through the past 30 years and the honor bestowed upon you couldn't happen to a nicer guy."

The "Sam Abbott Night" festivities marked the first time that an individual had been so honored in the entirety of the WVMA and its, the nation's old vendors' organization.
British Customs Men on Alert For July Crackdown on Payouts

By JOHN THOMPSON

LONDON—Coin machines of the payout variety will have the virtual status of convicted felons in July in the United Kingdom.

This is the effect of the new powers given to Customs & Excise by the Finance Bill which comes up for its second reading on Monday (6).

It is the prelude of a probe by revenue officers to enable solons in Whitehall to consider a tax on gaming, which includes all payout coin devices.

It is apparent that should the Bill pass Parliament it would have a major effect on coin-operated devices which have been as hot as illicit heroin.

Penalties

Failure to declare them can mean a fine of $280, plus $28 a day for further non-declaration.

Customs men will be empowered to search where undecleared "gaming" is suspected.

And according to one interpretation, these swoops will be made at night and reinforced by gendarmes.

Anyone in Britain who operates a gaming establishment must inform Customs Commissioners by the end of August, 1963. Makers of big machines, like amusement devices will be as hot as illicit heroin.

Issue Warning

Individual traders polled last week by Billboard admitted they had been warned by Phonographic Operators' Association and by Amusement Caterers' Association.

"I told them that the Finance Bill was not anti-tax on coin amusements, he indicated.

Mr. L. Shaw, secretary of POA, declined to comment, although an extensive operator in this field, Chairman Bernard Briggs was not available for comment.

A majority of traders are opposed to the tax, in the main on their remarks.

No Nudge Yet

British coinmen have as yet had no nudge from revenue officers. Amusement catering, their primary aim is to milk slot-machine betting.

Some payout devices were included in the trade's comment.

Some seem to think that a tax will be slapped on it.

Said one unusually frank operator, in the Reading area, "Let's face it. The woman know there's no check on our revenues."

Some joker boxes (with automatic play-tabulators). They'd be clowns if they didn't skim some lolly off in advance.

Said another, in Stough, Buckinghamshire: "We're mutants. If a fruit machine and bingo are taken they'll become as respectable as whiskey."

It is certain that the new bill gives revenue officers the power over a trade and book-making.

There will be no equivalent "Fifth Amendment" to be pleaded here.

Report From Britain

No Panic Action

LONDON—Phonograph Operators' Association in the United Kingdom has taken no panic action over the recent proposal to tax big bonus and fruit machines.

There has been no POA meeting on the matter, nor has one stated, states Bernard Briggs, group's chairman.

His view on the equipment census proposed for this summer, and its statutory results in the way of machine unit tax, is "It will take them a long time to resolve anything."

Census Opposed

LONDON—The official attitude of the Amusement Caterers Association in the United Kingdom is to the government Customs House census of coin-slot machines of a gaming nature, in "We're not interested."

This was stated by an ACA spokesman last week in the absence of John Simpson, away on business.

ACA discussed the matter at its annual convention in London on Wednesday (8).

British Briefs

Mrs. L. Shaw, London judge and coin-amusement operator, is in Malta for a month's vacation. John Henderson, head of Seabing (G.B.) Ltd., has switched his personal transport to a new Jaguar. Roy Rafferty, who joined parlor, nominated one stated, states Bernard Briggs, group's chairman.

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"Roy Bell, ex-bossman of Thunderbirds Ltd., of Las Vegas, opens Douglas Casino. Mr. Shaw, as manager, next month's American Billiards and Phonographic Operators Association held its annual convention was held Wednesday (6), at Gloucestor House, London. Phonograph Operators Association reports 15 new members into the "meet for urgent business only."

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R. C. Rolfling, president of Wurlitzer Corporation turned the first sod of a new site for Ditchburn Equipment Company, Ltd., in Lytham, Lancashire; P. H. Bower-Byfield and H. B. Titchener, London, plan to organize trade exhibitions in the West Indies, and have incorporated the Permanent Trade Exhibitions (West Indies), Ltd.

The Earl of Dundee told House of Lords that the committee investigating decentralization of British currency has finished with evidence-taking and is preparing a report to be released soon. Music'n'Lights, distributed by Filmbox Ltd., Ltd., have been installed in London pubs, namely George IV, Copenhagen Street, and The Clarence, Finchley. Inclure, distributor of 12 new members into Amusement Caterers Association, U. K. will be at the group's meeting May 8. Six applicants present in Great Yarmouth. Cyril Shack reports that his firm, Phonographic Equipment Ltd., Ladbroke Grove, London, has received official permittance to proceed with new 12,000 square feet premises nearby, and will be completed by August.
Seeburg Mobile Studio

CHICAGO—The idea of bringing the mountains to the Midwest dates back to biblical times. Not so for a new Seeburg sales idea though there are parallels.

Seeburg feels that if a location won't come to see a new juke box, the new juke box should go to the location, and the operator should take it there. The Seeburg program is designed to give them all the help possible. The approach could be the beginning of a new trend in juke box marketing.

Crux of the plan is the Seeburg mobile demonstration studio. Seeburg currently has eight trucks touring the country (plus two in Europe). The interiors have been fixed up to resemble a classy cocktail lounge or restaurant. The Seeburg juke box (Console and new wall box (Consolite) are appropriately installed.

Where the Seeburg van enters a market, its first stop is the local distributor. There the van personnel are put in touch with operators that feel they can use some sales help.

The operators then make appointments with location owners they want to visit. The van is taken to the location, and the owner is invited inside. A short slide film sets the stage for a demonstration of the Console and new wall box. Seeburg's pitch is that it's new Console and Consolite provide the location with a new concept in juke box play and programming. Result to the location is higher earning power.

Result to the operator is that he has usually able to sell the location on a more desirable commission arrangement and almost always a contract.

Ed Claffe, Seeburg vice-president, says the results have been so successful that six Seeburg distributors have also bought vans.

The whole idea is to show the juke box in an attractive setting as possible—demonstrate its advantages—and get the location owner away from interruptions so he can do some.

Few operators have the facilities to do this properly. Seeburg, with its $10,000 custom vans, does, and in effect is helping operators put their best foot forward. To date the experiment has been a big success.

Seeburg officials emphasize that the key to the whole program is operator co-operation. We would never try something like this on our own, they say.

"If an operator is interested in getting some help and working with us, fine. But it's strictly up to him."

What about the Seeburg story? It was given to billboard through a group interview with key Seeburg officials: J. Cameron Gordon, executive vice-president; Tom L. Herrick, vice-president, marketing; Ed Claffe, and Stanley W. Isacki, assistant sales manager. Here are some of the highlights:

Gordon: "Steps up earning power for the operator is the basic reason for development of the Console and Consolite. The idea situation would be one in which it was long ago—where 30 cents of the income from a location went to the operator.

(Continued on page 66)

Payout Producers Set

COLOGNE—West German payout producers are gearing up for a record production year—a legal certainty.

Government permission to operate some 40,000 payout machines expires this year and, by law, the machines must be replaced by new equipment. Under West Germany's "model" payout law, machines are licensed for periods of three years only, after which they must be replaced by new equipment on the premise they are no longer reliable.

Payouts are set to provide a fixed return to the player by the law, and machines must be inspected and licensed before being sited.

This means that the roughly 125,000 German payouts must be replaced every three years, providing a built-in market for producers.

Seeburg,CURRENTLY has eight mobile demonstration studios touring the country and two more in Europe. The vans are manned by crews of two and three men who are given extensive training in the demonstration of the Console and Consolite.

1963 MAJOR LEAGUE

by the Original Designers of Authentic Baseball Games

- Replay Model with EXTRA Innings and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball in-side-outside Pitchers
- Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!
Buffalo Moves To Stop Police Inspections

BUFFALO, N. Y. — The Common Council moved ahead shortly after a police station in the Public Safety Building was razed.

The Council sent to its Legis-

lative Committee at Large, Joseph F. Dudzick, and also asked for reports from the Law Department and Police Commissioner Howard R. Finney.

The Dudzick proposal asks that legislation be prepared to relieve the police commissioner of his duty of inspecting all coin machines and determining whether they can be rigged for games.

The Dudzick resolution is eventually passed, the legislation, itself, would have to be approved by the Council.

Under Dudzick’s proposal, the city license director would have sole jurisdiction over inspections of machines and issuance of licenses.

“The way our ordinance is written now,” Dudzick said, “it has to be changed. People in Buffalo are no different than those in Niagara Falls, and the Lackawanna and other neighboring communities.

“These communities all operate under the State penal law and they have bowling machines,” Dudzick said. “Buffalo should have them, too.”

Dudzick, a tavern operator, said clearing the way for bowling machines and other devices will aid tavern owners. He said they are faced with higher license fees and increased beer and liquor costs.

FLUSHING, N. Y. — Jay Electronics, Inc., manufacturer of the Programmed background music unit, is making a sales pitch to local liquor dealers and is seeking coin machine distributors to handle its tape player.

The unit takes a cartridge which provides three hours of music and replays continuously. A variety of cartridge library is available with the equipment.

A LOVABLE WATCHDOG HEARS A KIND WORD

AUSTIN, Tex. — Members of the Texas Legislature generally regard the state's largest cities and suburbs as the home of the state's most brilliant legislators, but A. B. Sturman, who plays watchdog for the coin machine industry at the State Capitol here, is an exception to the rule.

Sturman, who heads the State Coin Machine Dealers Association, was recently presented a plaque by a committee of Texas solons. A partial quote says:

“Members of the Legislature welcome the said A. B. Sturman with the understanding that he will behave in his ususal lovable way and not behave in any legislation whatsoever.”

Signers of the plaque included Lt.-Governor Preston Smith and George H. Parkhouse, Dallas senator.

Sturman is so well known in the legislative halls here that he has often been mistaken for freshmen legislators as a duly elected member of the Legislature.

And while Sturman accepted the plaque in an impressive ceremony here, he said nothing about promising “not to interfere or mess with anything.”

Hardy Named Head of Canteen Int’l

CHICAGO — Alexander G. Hardy has been appointed president of Canteen International, S. A., a wholly owned subsidiary of Automatic Coin Company of America. Hardy will also retain his present position as assistant to the chairman of the board of Automatic Coin.
FOR SALE
Ready for Location

FOR SALE

9 ING GRIP MACHINES...$20.00
2 WURLITZER 2150...$250.00
2 WURLITZER MOD. 5327...
WALL BOXES...$10.00
WALL BOXES...$10.00
2 WURLITZER MOD. 254 TALL...$150.00
WALLY'S DELI...$150.00
WALLY'S BEACH...$150.00
WALLY'S ALL...$150.00
WALLY'S ALL...$150.00
STAGE COACH...$150.00
WORLD CRAMP...$250.00
WALLY JCP SHUFFLE ALLEY...$250.00
RALLY U. S. A...$50.00
RALLY WMARKS HEA...$100.00

Send one-half deposit
GUERRINE'S
1311 S. 4th St. Lewistown, Pa.

Say You Saw It in Billboard

UJA Fund Drive
In Final Week

NEW YORK—The executive committee of the United Jewish Appeal's Coin Machine Division held a 6 p.m. Monday, (20) at UJA headquarters here. The column have three weeks left in their drive to raise funds for the philanthropy which culminated June 4 with a Victory Dinner at the American Hotel.

Guest of honor is William Cahn, Nassau County District Attorney. New York State Attorney-General Louis Leffowitz will be the principal speaker at the event. Irving Holzman, United East Coast Sales, is general chairman.

Rock-Ola Names
Donald T. Dick

CHICAGO—Donald T. Dick was named regional manager and Howard Werner sales representative of Rock-Ola's vending services division last week.

Dick was formerly a regional manager for the Seeburg vending division. His Rock-Ola territory will cover Western Pennsylvania, Ohio, Michigan, Indiana and Kentucky.

Werner will cover Iowa, Wisconsin and Minnesota. His background includes sales manager for Ideal-D-Matic, Inc., regional manager for Bert Mills, and an executive with the Vandalader Manufacturing Company.

Eastern School
Well Attended

PHILADELPHIA—Some 150 servicemen representing 26 operations attended the recent Seeburg service school at Eastern Vending here.

Henry Annon, Eastern's director of field service, explained the Seeburg cold drink machine. He was assisted by Tom Blumberg and Ray Prince, field engineers.

Dan Collins, Seeburg's region vice-president, addressed the operators, as did Marvin Skinn and Nick Miotto of Eastern. Servicemen from Pennsylvania, New Jersey and Delaware attended.

Briggs Has Dim View of
UK Juke Box Prospects

LONDON—Earnings from juke box routes have steadily nosedived in the United Kingdom, according to Bernard Briggs, chairman of the 153-member Phonograph Operators Association.

While conceding that firms like Phonographic Equipment, Ltd., are riding high with route earnings, the aggregate of operators take is generally "a lot less than it used to be."

Briggs sees no improvement likely. "Quite frankly, many juke boxes of the more elegant kind have not been earning their keep," he declared.

His own firm, Modern Enterprises, Ltd., Lavendar Hill, London, operates the gamut of available juke boxes.

"Elegance (in juke boxes) costs too much today," he offered. His outfit retails any make of juke box, he said, but the demand slackens because the classy units are not economic, "except in certain lounges."

Briggs salutes the Seeburg I.P. stereo console by name as a prestige installation, but maintains that the usual pushy units that use the machine run the box on free play, on the grounds that to allow coin operation diminishes the spot's dignity.

The bonanza of juke box operation in a land still teeming with potential sites is over, is gist of POA chairman's view.
Stack is kept on the table for new locations.

"I can often pick up 75 per cent of my needs for a new store from the Saturday morning sitting program," he said. "This is a real consideration with us, inasmuch as in two weeks, we may set new records."

**Master Log**

Like other operators, Burgess maintains a master log, which contains one page for each phonograph, on each route, and shows exactly what the music menu is at any given time, with pasted-in labels used to center new changes as they occur, and removal of old records.

As Burgess notes, his memory is so sharp from carrying the entire programming chore for one of Arizona's largest routes, that is unusual in that he has to refer to it.

He carries on a conference with each collector as he comes in at the end of the day. While each collector has some control over the programming of every box on his own route, he must discuss the request or changes with Burgess first. Combined with location owner requests, this leads to a much easier programing job than would at first seem to be the case.

Naturally, Burgess doesn't try to retain remote locations at all times. An experienced collector, he spells any of the regulars whenever vacation time or illness requires it, and makes it a point to get out at least one day a week, to visit stops he hasn't seen in a long time, discuss programming with the location owner, waitresses, bartenders, and even customers.

Burgess gets red-faced in recounting mistakes he has made in the past. One of them came when he tested "Sheri" on the player in the record room, didn't like it, and kept it off the changes scheduled for all spots. Within 10 days, Sheri was a big hit, and Burgess found himself a week or so late in getting the plotter on the spindle. That doesn't happen often, however," he said.

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**Mfrs. to Exhibit**

- **Evans**
  - **Cutler**
  - **New Playboard Auto-Clamp!**
  - **Gottlieb's**
    - **Featuring New Playboard**
    - **Auto-Clamp!**
  - **New Front Door Styling!**
  - **New Front Moulding Clamp!**
  - **New Maximum Security Door Lock!**
  - **New Double-Size Cash Box!**
    - **Completing S-L-I-C-K!**
    - **C-H-I-C-K!**
    - **Lights one rollover button and resets.**
    - **Lighting all 3 rollover buttons lights center hole for special.**
    - **Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.**
    - **Hitting rollovers determines special value of hole.**
    - **Stainless cabinet trim.**
    - **Match feature.**

**Imports Via Air**

- **Continued from page 54**

- **Mobile Studio**
  - **Continued from page 63**

We may or may not get to that point again, but we are aiming at making it possible for the operator to get the largest percentage.

Claffe: "Coin-operated entertainment has not kept up with other postwar developments. Coin-operated entertainment has not reflected the swiftly changing tastes of the public. Until now there has not been a truly new and modern coin phonograph in 15 years."

Herrick: "The remanufactured by certain factories—has been an estimated drop in the total number of U. S. coin phonographs in the last 10 years from some 52,000,000 to around 4,000,000. The number of operating phonograph firms has decreased too."

"Operators can no longer depend on prices from a large number of machine—there have been to get larger incomes from each individual machine. Machine programming is now of prime importance. That's where the L.P. Consortium and Seeburg's concept of true album programming comes in."

Jarocki: "Use of the Seeburg Phonograph (with its own speaker system) has expanded the business. Even in locations where the old-style wall box remained, the wall boxes were taking in only around $1.00 per unit of the movie music. In New Consolidate installations, not only are total collections up, but 90 per cent of the customers are now getting the remote phonograph with only 10 per cent into the console."

Cliffe: "The Seeburg Little L.P., equal to one full side of a 12-inch album and designed for 59-cent play, was introduced to reflect the economy situation. Buying habits (85 per cent of all records sold are albums). There are true album recordings in 3% stereo, available for coin-operated phonograph play, for the first time, many popular titles not found today on singles."

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**Gottlieb's**

- **Customers**
  - **Points of Sale**
  - **Debut 'Strike Ball'**
    - **Continued from page 50**

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**Daily Bulletin**

- **Topic**
  - **Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.**
  - **Hitting rollovers determines special value of hole.**
  - **Stainless cabinet trim.**
  - **Match feature.**

**NEW DISTRIBUTOR for A DEMONSTRATION!**

1140-50 N. KOSTNER AVENUE - CHICAGO 31, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!
Superbly new, styled by award-winning designers to reflect the high character of your business. The one totally new phonograph in tune with today. Its modern silhouette complements and enhances every type of location. And its rich rubbed-walnut finish, super-durable, resists even burning cigarettes. Everywhere there’s greater income to be made, you can make it with this great Seeburg LP Console.
THE LATEST WORD FROM THE WHITE HOUSE: At a Los Angeles Press Club news conference last week, Presidential Press Secretary Pierre Salinger talks families with comic Vaughn Meader.

MUSICTHON: Richard Maltby (right), who will direct the symphony at Carnegie Hall May 19 for First Annual Musichon for Benefit of Music for the Blind, Inc., discusses plans with Alan Corelli (left), executive co-ordinator, and SESAC President Paul Hinkle.

IT’S GRAMMY TIME: Duke Ellington and Ella Fitzgerald, winners of many previous Grammys and each a nominee for this year’s NARAS Award, are shown on Johnny Carson’s “Tonight” show. Carson explains value of award.

FERGUSON TO NASHVILLE: Chet Atkins, RCA Victor a&r topper in Nashville, welcomes Bob Ferguson to his staff as artist and repertoire director.

INGENUITY AND IMAGINATION: Beatrice Williams, president of Davis Records, confers with UCLA instructor Walter E. Herat when Williams was guest lecturer to Record Industry Class, where he urged students to bring fresh ideas to industry.

EXCITERS TO EUROPE: UA’s chart-topping newcomers, the Exciters, leave for a two-month tour of Europe. One month of tour will be with Nat King Cole.

GUESTING PAIR: Heidi Bruhl and Tommy Roe met in Hamburg, where both were guests on the TV show “Aktuelle Schaubude” and later at night spot, Star Club.

FOR MERSET SAKE: Gold disks are usually reserved for artists, but Columbia’s Dave Kapralik proudly presents one to A&R man Bob Mersey, who is responsible for best selling Andy William LP, “Moon River.”

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