Handleman Bombshell: He’s Near Acquiring 3 Top Distrib Outlets

By NICK BIRK

CHICAGO—The giant Handleman rack-jobbing—and lately distributing—empire appears on the verge of closing a deal to distributorship of Jay Kay and Ace Distributors in Detroit and Big Town in Cleveland. Johnny Kaplan, owner of Jay Kay and a stockholder in the two other firms, confirmed that if the deal is closed as of Billboard press time, neither Joseph nor Dave Handleman of the rack-jobbing chain will be available for comment. If the deal goes through, the Kaplan interests will have acquired the distributorship of some two dozen major independent lines.

The roster of labels held by the three firms reads like a Who’s-Who of the independent diskery field. Jay Kay’s major line includes Ace, Atlantic, Dot, Liberty, Mercury, Mercury International (Somerset and Stereo Fi- dility), Scepter, Vee Jay, Vanguard, Verve and Westminster.

Capitol to Do Caster of ‘Tovarich’

NEW YORK.—Despite the not-altogether-kinetic critical notices, Capitol Records will record an original cast album of the Broadway musical ‘Tovarich,’ starring Vivien Leigh and Jean Pierre Aumont.

Show has been doing fairly good business at the Broadway Theater here, and seems to be settling down for a run.

Vivien Leigh, who has made several appearances on network TV during the show, created furious furor in inaccessible ravines from the critics and was subsequently honored with an Antonio Perry "Tony" Award for "the best performance by a star in a musical."

The album will be produced by Capitol’s new Eastern A&R executive, Sid Rady.

Mercury Gets Mathis Deal July 1 On Long Pact

NEW YORK—Mercury Records will have Johnny Mathis signing July 1 as the first recording artist to the label to take place Wednesday night (15) when Helen Noga, Mathis’ manager, and Irving Green, Mercury president, put their signatures to a contract.

The deal between Mathis and Mercury is an interesting one. Helen Noga has set up for Mathis a firm called Global Records. Mathis will record for Global and the masters he makes will be leased to Mercury. Global will also record other artists and distribute their disks through Mercury, or other companies.

The Mercury-Mathis deal is a long-termer, and it carries a hefty guarantee. He will cut his first sessions for his new set-up in June, and the contract is over. In addition to singles he will record a series of 78s for the fall season.

Another interesting aspect of the Mathis-Mercury deal concerns Mercury’s new tie-up with Sasco Records.

(Continued on page 32)

Label Jumps Have Trade In A Whirl

NEW YORK.—Artists are changing labels these days with a rapidity that is dizzying not only to industry veterans but even to younger record men. And the changes are not only among artists who have been cold for a while but with artists who are riding high on the charts, selling both singles and albums and in good commercial shape. Sometimes they even leave old records in the vaults until they are not mad at.

They are not only leaving small companies to go to the larger ones, but they are even leaving larger ones to go to medium-sized companies. The latest hot name to make a change is Johnny Mathis, who is joining Mercury in July after a highly successful career with Columbia Records.

Why do so many artists make moves? There are many reasons. Sometimes they leave because they feel they are not given the attention they want (Continued on page 32)

Worthy Pop Product (continued)

Irk’s British Phono Fans

BY JOHN THOMPSON

LONDON.—Promoters of Cinex and Cineplex here are stirred by the lack of product being released lately. Virtually all of the sound-film material available for the cinema trade is of yesterday’s vintage, and much of it is of Continental origin.

So London operators and distributors are holding off, at least until the two firms come up with some pop-oriented music.

Most of the development, at the location level has been the work of Radiovision (Westminster), Ltd., and Filmbook Equipment Company, Ltd. The former is agent for Scopitone, a French product, while the latter represents the Italian Cinebox, "which has done a big business in (film-juke) operation until the major record companies allowed them to pile up more disks in the top 200" said operators’ attorney.

No embracement of cinema-juke box potential on the British scene is likely until the big Fox-Phillips, go cooperative with the new medium, Billboard was told.

(Continued on page 58)

ROLL OUT RED CARPET FOR JOHANNESSEN

SALT LAKE CITY—They rolled out the red carpet here for Grant Johannesen last week, May 18, in honor of his return home after his triumphal Russian tour. The popular pianist received rave reviews on his recent trip to Russia, Johannesen, who was born and raised in Salt Lake City, was given a special reception at city hall and was presented with a bouquet of flowers. In May and May 18 was named “Grant Johannesen Day” by order of
the no. 1 little miss has another big single!

little PEGGY MARCH
I WISH I WERE A PRINCESS

MY TEENAGE CASTLE (Is Tumblin’ Down)
# 8189

ANOTHER “SUMMER SINGLES BREAKTHROUGH”
(see your distributor for details)

RCA VICTOR
NEW YORK—A number of record dealers believe that the Columbia, Capitol and other major labels, have helped, not hindered, record dealers. They believe that Columbia has been of benefit to retailers. These dealers joined in a letter tomajor Deans of Starday Records and Dave Kapp of Kapp Records on the question of retail sales of the Columbia Club, referring to the complaint by the dealers that Columbia is providing insufficient numbers to retailers. The dealers have been looking for a solution to the problem of retail sales of the Columbia Club. The dealers have received a response from Columbia which is not yet resolved.

Aussie Disk Trade Brisk, Visitor Says

NEW YORK—Local artists may do well in European countries, but in Australia the U. S. British and European artists do best, according to Fred Marks, head of Festival Records in Australia. Marks, in New York for a short business trip last week (he left for London over the weekend) attended a musical get-together in Australia, including Decca, Coral, Brunswick, ABC—Paramount, Laurnia, Atlantic, Atco and Vee Jay.

COLUMBIA WINS 13 GRAMMYS TO TOP FIELD

NEW YORK—Columbia Records swept the Grammy Awards at the annual NARAS Banquet last night, winning a total of 13 awards to runner-up RCA Victor's seven. Of the awards, some of the winners include: Bob Jones of the label won the award for Best Jazz Vocalist; the band, for their Lynn Longhorn LP cover. Columbia's big win was for the award for best Restless album, "The King's Gambit," and the band for best jazz award. The background arrangement winner was Marty Mannings.

BILLY JOE LEONE

TO EUROPE: Billboard's Peter Heine, Frank Luppino and Andre de Veysey.

NEW YORK—Three Billboards executives this week were mapping the territories for forthcoming swings through Europe.

Sales manager Peter Heloise and promotion manager Frank Luppino were scheduled to meet in London this Thursday with Andre de Veysey, who last week was appointed European general manager for Billboard.

Heine's schedule currently runs as follows: May 20-23, central Germany; May 24, Zurich; May 25-28, Munich; May 29-30, Vienna; May 31-June 5, Milan; June 6-7, Rome; June 8-9, Barcelona; June 10-11, Madrid.

Luppino's travel plans include: May 20-23, Paris; May 24-28, Brussels; May 29-31, Amsterdam; June 1-4, Hamburg; June 5-6, Copenhagen; June 7-9, Stockholm; June 11-13, Oslo. De Veysey's travel plans are not yet resolved.

Richard, Kennedy Join Epic Label

NEW YORK—Decca division branch managers will meet Thursday in New York to discuss the plans of the branch offices. The meeting will be attended by sales chief Larry Newton, and other ABC—Paramount brass.

According to Marks, the Australian disk business is growing.

COMPETITORS

Richard, Kennedy Join Epic Label

NEW YORK—Epic Records has concluded arrangements for American distribution of records by Richard, Kennedy and Epic Records. During the same week, the label will be established in the post of New York a.d., producer, and signedTAG music's chief executive. In an interview with Epic, Epic Records will be an exclusive epa.

In an interview with Epic, Epic Records will be an exclusive epa.

Kennedy served for two years as a producer for Mercury in Nashville, he has co-produced

With Pat Pete Page, Clyde's music is an exclusive epa.

And he will now supervise recording sessions in New York with Virginia Boys, Jerry McCaill.

Columbia Wins 13 Grammys to Top Field

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Appointment of Loewingr a Big Surprise

WASHINGTON—Broadcasters were less surprised by recent appointment of FCC Chairman Henry W. Grisck, formerly with State Department, and a consternation of English, Ornella is now be the one to hear pleas of annual members of the American Society of Composers, Authors and Publishers, who are active under the Department's amended decree terms for ASCAP.

Outsiders here feel that the FCC will be, if anything, even more thorough regulatory, with the nucleus of the station's appointees: Henry, Loelinger, and the two attorneys. The new name is known for his role of special counsel in the Senate Committee on Interstate Commerce in 1956 probe into network practices.

On rating services, however, the new chairman told reporters in New York—Andy Anderson, president of the Society of Record Dealers (SORD), has sounded a call for a full-dress membership meeting of the organization, to be held in Miami Beach, June 23-25. The meeting would coincide with annual meetings being held in the same city by the American Record Merchants and Distributors Association (ARMADA) and the Record one-stop Association (ROSA).

Members of SORD, which has been dormant for a number of months, were exhorted by Anderson to attend the meeting "to examine problems and plan their solution."

In his plea for attendance at the meeting, location of which was to be revealed later, Anderson proposed a review of all factors that are preventing further growth of business. He further urged a long-range plan for the future, the conservation of business. The plan would encompass physical improvement of stores, rejuvenation of SORD, improved merchandising and speed up of Federal Trade Commission decision concerning trade regulations.
IT'S FRESH! IT'S FABULOUS!
IT'S AN ALBUM
BY A PERENNIAL FAVORITE
WITH AN EXCITING NEW TWIST!

STereo,"360 Sound"

Rhythm of the Rain
Up on the Roof
Go Away Little Girl
Our Day Will Come
The End of the World
All Alone Am I
My Coloring Book
I Will Follow You
Can't Get Used to Losing You
Amy
On Broadway
Theme for Young Lovers

THEMES for YOUNG LOVERS
PERCY FAITH
And His Orchestra

HOW TO WIN NEW FANS
AND INFLUENCE SALES!

COLUMBIA RECORDS
Handle on Verge of Closing Deal for Three Midwest Outlets

Continued from page 1

the firm would literally become a national distributor. Queried on this point, Kaplan said he had no idea what Handleman would do.

Seemingly one important contingency to the deal would be approval by the manufacturers whose lines are represented in the distributorships.

If all—or at least a majority—don't go along—the deal would be difficult. At a Billboard press time, the majority of manufacturers queried said they would support the W rundalama deal.

Dickerly Dubious

Those speaking off the record, however, were dubious. The big thought in many minds was that if they let themselves be represented by a firm that is basically a racket jobber, it would put their other distributors in serious trouble.

It would seem this line of thinking underestates the case. When Handleman started his own distributorship earlier this year with the MGM line, it set off a furor, the likes of which the industry hadn't seen in a long time.

The American Record Merchants and Distributors Association (ARMADA) immediately scheduled an "emergency meeting" for Chicago, which turned out to be one of the best attended in the association's recent history.

Standard Pressing Latest in Nashville Disk Parade

NASHVILLE—Music City, U.S.A., as this city is known in the music fraternity, will boast a new disk entity as of Monday (27), when the Standard Pressing Co., Ltd. opens for business on Fourth Avenue South. The plant represents the latest addition to the growing number of music and disk businesses centered here.

J. D. Tyner, a prominent local business man will head the firm as president. While Ed E. Arnold, leading citizen and RCA Victor recording artist, will serve as vice-president, Austin H. Eddy, Jr., has been named secretary and treasurer.

The plant's capacity is expected to run to 8 to 10 million records annually, either singles or L.P.'s. All equipment is designed, said so, that simple adjustments will enable the plant to double its capacity at an early date. Eddy will handle the complete job of record manufacturing, with disk manufacturers required to supply only a tape to start the production wheel in motion.

In addition to the personnel named, Joe Caudi, headquarted in New York, will become Eastern representative for the plant as a part of a series of new operations, which will be announced subsequently (a separate story). At the same time, Kelley Pace was named superintendent of operations for Standard.

Elliot Mazur Joins C-P

NEW YORK—Elliot Mazur has joined C-P, co-founder of Amoc-Parkway's new folk and jazz division. The appointment was made in the wake of the company's current expansion into the folk and jazz fields (three albums released this year).

Mazur, who will work with Dave Appel and Dave Edelman, has been a.d. for Prestige Records, and jazz and folk consultant for the Sam Goody organization.

Larry Stewart Named by Victor

NEW YORK—Larry Stewart, at one time vocalist with the Tommy Dorsey, Fred Wright and Frankie Trumbauer bands, has joined RCA Victor in a new post. His main function has been a live planning for the firm's pop album line. He was named to the position by RCA executive head of popular a.d.'s at the company, will help coordinate creative activities between Victor offices in New York, Los Angeles and Nashville.

Editorial

Make Them Meaningful

The greatest attendance at the NARAS dinner last week in New York, Chicago and Los Angeles, and the appearances of illustrious classical, popular and jazz names as members of Grammy Awards indicates the high regard in which the music industry now holds the Awards. That this should take place in little more than five years is noteworthy.

But NARAS still has a long way to go. Its Award presentations need to become a part of professional stages which have made the Hollywood Academy Awards and the TV Emmy Awards exciting to watch. And the Grammy Awards need the same type of exploitation that has been garnered by the Tony Awards and the TV Emmys, so that the consumer— who, after all, buys the records—knows that they are the awards to which all NARAS members and executives must devote themselves over the next 12 months.

Pickwick Buys Tops in Straight Cash Deal

NEW YORK—Pickwick International, Inc., has acquired Tops Records. The acquisition was made in cash, with no exchange of stock, and did not involve change in ownership, sales or its payables or receivables.

Several months ago, the Tops firm became involved in financial difficulties, managing executives at the firm and Pickwick President Cy Leslie moved in as an interim management plan to shake up the company's operations, pending a decision on the company's future makeup. Pickwick plans call for a complete reorganization of the Tops management, personnel and incorporation of clerical, billing and produces operations into Pickwick's own company headquarters. Leslie will become president and treasurer of the new company, which will be known as the Kimberly Corporation.

The deal was featured by Pickwick makes the expanded operation one of the largest in the budget record industry. The Tops acquired the catalog of the late, John Zens, which included such labels as Rondo, Record, Roulette, Ultraphonic, Hud- son, Enon, Acera, Acros, Halo and Galaxie. Tops own labels included Kimberly, Craftsman, etc.

4 Schools Get NARAS Grants

NEW YORK—Four institutions involved with creativity in the recording field were awarded scholarship grants at the NARAS Awards Dinner Wednesday (15) by Chapter President Neusil Er- tega.

Berkeley School of Music, the Columbia - Princeton college center, the Eastman School of Music and the Manhattan School of Music were recipients of the grants and each school will assign the grant to a student of its own choice.

Late Single Spotlights

Pop

MONGO SANTAMARIA
YEH-YEH (Mongo, BMI) (202)
—Mongo has had a big single with "Watermelon Man," a "Ike" Weekfield song. L.A. radio was a repeater. Percussion effects and vocal shouts permeate the effort and it is a cause of a lot of excitement. Flip is "Get the Money (Mongo, BMI) (459) 177.

CLEANOFF STRINGS
AND CAESAR AND CLEOPATRA THEME (Robbins, ASCAP) (207)
—CAESAR AND CLEOPATRA THEME (Robbins, ASCAP) (204)
—A number of recordings have already been released on this pairing of themes in the epic, but these are all from other companies. The Cleanoff Strings get mighty smart arrangements both ways and each features an exciting beat. Watch both.
Burgess Meredith
A Home In The Meadow CP 690

Shelley Fabares
Ronnie, Call Me When You Get A Chance CP 682

Teddy Randazzo
Dear Heart CP 684

The Ronettes
The Memory MY 138

Don Gant
Barbara CP 688

Sammy Hawkins
I Don't Want To Set The World On Fire MY 140

You can bet a suit of clothes that these artists sell...

...and sell and sell!
Columbia's 13 Grammys Tops NARAS Competition

Best Classical Performance—
Chamber Music:
The Heifetz-Piatigorsky
Concerto—Joshua Heifetz, Gregor
Piatigorsky, and William
Printz
Best Classical Performance—
Instrumental Soloist or Duo
(Without Orchestra):
Columbia Records Presents
Vladimir Horowitz — Vladi-
mir Horowitz
Best Opera Recording:
Verdi: Aida—Georg Solti
conducting Rome Opera
House Orchestra and Chorus;
Principal Soloists: Leontyne
Price, Jon Vickers, Rita Gorr,
Robert Merrill and Giorgio
Tozzi

Eligible U. S. Classifications

Record Distributors
Direct Mail Services
Design & Artwork
Record Mailers
Sleeves
Pressing Plants
Pressing Plants
Printers & Lithographers
Promotion & Publicity
Shipping Services
聚酯薄膜
Trade Associations

Broadcasters Programming Aids

Classifications Outside the United States

Music Publishers
Printers of Record
Jackets
Pressing Plants
Promotion & Publicity
Recording Studios

Marketing of Music

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(NOTE: U. S. record manufacturers and U. S. music publishers are NOT
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Name of Company

Street Address

City

Postal Zone

State (If U. S. A.)

Telephone, Area Code, If U. S. A.

Top executive's name

Title

If you are a record manufacturer outside the U. S. A., please give us name of:

Top executive for A&R

For Sales

For International

Distributors, Please Note: If you are a U. S. or Canadian record distributor, please include with this question-
naire a list of the lines you handle, typed ALPHABETICALLY.

To Be Included, You Must Air-Mail This Coupon Immediately

MAY 25, 1963

Best Classical Composition by
Contemporary Composer:
The Floex—Composer: Igor
Stravinsky

Best Engineering Contribution—
Choral: Conducting:
R. Straus: Also Sprach
Zarathustra—Fritz Reiner
conducting Chicago Sym-
phony—Engineer: Lewis W.
Lewis

Best Album Cover—Classi-

ical:
The Intimate Rich—Art Direction:
Ravin Schwartz

Best Comedy Performance:
The First Family—Vaughn
Meader

Best Documentary or Spoken
Word Recording (other than
comedy):
The Story-Teller: A Session
With Charles Laughton

Charles Laughton (posthu-
mosly)

Best Engineering Contri-

bution—Other Than Novelty and Other

Than Classical:
Hataki—Engineer: Al
Schmitt

Best Engineering Contri-

bution—Novelty:
The Civil War, Vol. I—
Engineer: Robert Fine

Best Album Cover (other than
classical):
Lotos... Lovely and Alive—
Art Director: Robert Jones

Best Recording for Children:
Saint-Saens: Carnival of the
Animals—Brunit: Young
Person's Guide to the
Orchestra — Leonard Bern-
stein

Best Rock and Roll Recording:
Alley Cat—Bent Fabric

Best Country and Western
Recording:
Funny Way of Laughin'—
Burl Ives

Best Rhythm and Blues
Recording:
I Can't Stop Loving You—
Ray Charles

Best Folk Recording:
If I Had a Hammer—Peter,
Paul and Mary

Best Gospel or Other Religious
Recording:
Great Songs of Love and
Faith—Mahalia Jackson

Best New Artist of 1962:
Robert Goulet

600 on Coast

HOLLYWOOD — More than
600 people attended the West
Coast branch of the Academy
of Recording Arts and Sciences
fifth annual awards presenta-
tion dinner, making it by far the
largest turnout here to date.
Incredibly, the big attendance
was noted by the number of West
Coasters win Grammy awards
since its founding.

The Coast awards dinner, held
simultaneously with similar
events in Chicago and New
York, was staged at the Beverly
Hilton Hotel's International
Ballroom.

Soapy Sales was master of
ceremonies.

For the first time since the
inception of the Grammy awards,
the annual NARAS honor was utilized in local
programming here. Radio Station
KFAC, the classic music out-
let here, interrupted its 24-hour-
old "Gas Company Evening
Concert" (six nights per week)
to play disks nominated for the
classical awards.
THE MUSIC-RECORD INDUSTRY'S MOST EFFECTIVE & LASTING ADVERTISING VALUE OF THE YEAR!

Billboard

It's the place people look for information about you...and the place you look for information about others.

Here is the "definitive" directory for the entire music-record industry...vastly expanded in all categories to provide you, your customers and your prospects with the finest, most comprehensive reference source available.

Nearly 5,000 listings—each one including essential "contact" information on:

- RECORD MANUFACTURERS
- MUSIC PUBLISHERS
- RECORD DISTRIBUTORS
- ONE-STOPs
- RACK JOBbers
- RECORD IMPORTERS & EXPORTERS
- RECORD MANUFACTURER SERVICES & SUPPLIES
  - Attorneys
  - Design & Artwork
  - Direct Mail Services
  - Envelopes & Mailers
  - Jacket Manufacturers
  - Label Manufacturers
  - Machine Shops
  - Attorneys
  - Materials Milling Plants
  - Recording Studios
  - Plating Plants
  - Polyethylene Bags
  - Pressing Plants
  - Pressing Plants
  - Processing Plants
  - Processing Plants
  - Promotion & Publicity
  - Rack Manufacturers
  - Recording Studios
  - RECORD DEALER ACCESSORIES & SUPPLIES
  - BROWSER Boxes
  - CATALOG Services
  - Needles
  - Carrying Cases
  - Cleaners, Cloths & Brushes
  - Rack Manufacturers
- BROADCASTER PROGRAMMING AIDS
- OVERSEAS MUSIC-RECORD COMPANIES, INCLUDING:
  - Record Manufacturers
  - Music Publishers
  - Importers & Exporters
  - Label Manufacturers
  - Machine Shops
  - Materials Milling Plants
  - Music Licensing Associations
  - Pressing Plants
  - Polyethylene Bags
  - Promotions & Publicity
  - Recording Studios
  - Tape Manufacturers
  - Trade Organizations

International distribution of more than 30,000 copies will go to top influencers in every phase of the industry—
  - including your customers
  - and your prospects

LET THEM KNOW YOU'RE IN BUSINESS...
AND MEAN BUSINESS

See Deadline Information
ADVERTISING DATELINE: JUNE 20, 1963
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Billboard's staff of professional copy and layout artists are at your disposal for any assistance you need in the preparation of your ad...at absolutely no obligation.

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□ 1 Full Page □ 1/6 Page □ 2/3 Page □ 1/12 Page

EDITORIAL LISTING ADS □ 2" Space □ 1" Space

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VERVE SALUTES 1963 NARAS "GRAMMY" WINNERS

ELLA FITZGERALD
Best Solo Vocal Performance—Female
ELLA SWINGS BRIGHTLY WITH NELSON RIDDLE
V/V6-4054
NEW ALBUM:
ELLA SINGS BROADWAY
V/V6-4059
NEW SINGLE:
BILL BAILEY, WON'T YOU PLEASE COME HOME
VK 10288

STAN GETZ
Best Jazz Performance—Soloist
DESAFINADO
(FROM THE ALBUM JAZZ SAMBA)
V/V6-8432
NEW ALBUM:
JAZZ SAMBA ENCORE!
V/V6-8523
NEW SINGLE:
SAMBALERO
VK 10291

THE AWARD-WINNING JAZZ OF AMERICA IS ON

VERVE Records is a division of Metro-Goldwyn-Mayer, Inc.
**NEWS REVIEW**

**A Bad Taste for ‘Tonight’**

It's incredible that in this day and age the powers that be for the "Tonight Show" can be so insensitive as to allow one of our finest and most beloved performers to be grouped with the chunky relatives of the "Happy Days" gang. This is not the way to treat a performer who has given us so much and has earned the respect of the nation. Let us hope that the powers that be will take a hint from this incident and show some respect for our performers. 

**GIL FAGGEN**

**Miller Brewing Sponsors U. S. Jazz Telecast**

**NEW YORK** — The Miller Brewing Company is sponsoring the third International Program Exchange, a national program of American Jazz Wednesday, May 25, 1963, at 8:30 p.m., EDT. The show will be produced by WBBM-TV and will be carried by five CBS owned stations and broadcasters from other major cities.

**Atlantic Records**

**Darin, Charles Sell 500G**

**NEW YORK** — Charles and Darin must have been in a happy mood Thursday to arrange the $500,000 mark. Darin and Charles L.P.'s Warner Brothers-MGM deal is growing stronger with every passing week.

**Csidra Expands**

**NEW YORK** — Premier Alums, Inc., producer of the highly successful "Wanted: Dead or Alive," announced an agreement with Csidra to produce a new edition of the series for broadcast in Australia.

**NAME AVAKIAN BY LEWIS ORK**

**NEW YORK** — George Avakian has been appointed manager of the newly established branch of the John Lewis co-operative organization. The new office, 1417 North Street, will be a satellite of the company's main office, 222 West 46th Street.

**R Bobby Helms and Shirley Ray. Kennedy is also an accomplished golfer, and has been involved in many hit Nashville recording dates.

**Richard, Kennedy**

**NEW YORK** — Bobby Helms and Shirley Ray. Kennedy is also an accomplished golfer, and has been involved in many hit Nashville recording dates.
BMI is extremely proud of its affiliated writers, composers and publishers who have been honored this year with eleven distinguished NARAS AWARDS.

BMI salutes these talented award winners and takes great pride in the fact that their music is licensed for performance through BMI.

- **Song of the Year**
  WHAT KIND OF FOOL AM I?
  from "Stop the World—I Want to Get Off"
  Composers: Leslie Bricusse and Anthony Newley
  Publisher: Ludlow Music, Inc.

- **Album of the Year**
  THE FIRST FAMILY — Vaughn Meader
  Writers: George Foster, Earle Doud, Bob Booker

- **Best Jazz Performance — Soloist**
  DESAFINADO — Stan Getz
  Composer: Antonio Carlos Jobim
  Publisher: Hollis Music, Inc.

- **Best Original Jazz Composition**
  CAST YOUR FATE TO THE WINDS
  Composer: Vince Guaraldi
  Publisher: Friendship Music Corp.

- **Best Country & Western Recording**
  FUNNY WAY OF LAUGHIN’ — Burl Ives
  Composer: Hank Cochran
  Publisher: Pamper Music, Inc.

- **Best Rhythm & Blues Recording**
  I CAN’T STOP LOVIN’ YOU — Ray Charles
  Composer: Don Gibson
  Publisher: Acuff-Rose Publications

- **Best Folk Recording**
  IF I HAD A HAMMER (The Hammer Song)
  — Peter, Paul and Mary
  Composer: Lee Hayes and Pete Seeger
  Publisher: Ludlow Music, Inc.

BMI also salutes the following artists whose Grammy-winning albums including these BMI-licensed compositions:

- MAHALIA JACKSON: Wither Thou Goest, Crying in the Chapel; PETER NERO: Yellow Rose of Texas, Black Is the Color of My True Love’s Hair, Journey to Red Rocks; STAN KENTON: Turtle Talks, Malaguena, Waltz of the Prophet; THE CHRISTY MINSTRELS: This Land Is Your Land, Don’t Cry Suzanne, Wellinbrook Wells; ELLA FITZGERALD: Georgia on My Mind, My One and Only Love.
BARBRA STREISAND AT BASIN ST.
A World of Talent and Class

There are few young entertainers who have come along in the past decade with the talent and ability of Barbra Streisand. She can sing a ballad with an emotional intensity that is catching and has a talent for comedy that is so lively that to this reviewer is akin to that of the great Ben Billie. Added to all this she has a stage presence that is fascinating in one set and a personality that is, to say the least, en-"dearing.

Miss Streisand showed all of these facets of herself at her debut at New York's Basin Street last Monday (13) before an overflow audience that included almost all of show business from singer Georgia Brown and Connie Francis to the town's top agents, bookers, record people and critics.

It was a gala opening and a very impressive mid-year debut for the thrust that she had generated in New York at the Bob Seger shortly after she left "I Can Get It For You Wholesale" last year, and on the basis of her work at the Basin, there is nothing to suggest that he was a safe bet to say she is heading for eventual night club and musical comedy stardom.

Benny Billed First
Actually Miss Streisand was not billed until the second night of last Monday. The Benny Goodman band took the opening act and there is no doubt that Benny, who had with him Bobby Hackett and Teddy Giovanis on his run round, was responsible for bringing in many of the patrons.

The B.G. fans still continue to applaud when Benny swings into "Avalon," "Sing, Sing, Sing" and "Being With the Clarinet work, as always, is just fine.

But Benny is turning himself into a period piece. He plays hardly any tune that he has not played for years, and his entire repertoire dates back to date from the 1930's. It's true that no one expects Benny to play rock and roll like "He's So Fine" but what's wrong with a few more tunes from "Oliver!" "Stop the World," or even, "The Sound of Music?"

Taste, Too
To return to Barbara Streisand, suffice it to say that in addition to her performing ability, she also has a fine talent in songs. She did a magnificent job on "Why Do Fools Fall in Love" from "Oliver!" turned the oldie "Happy Days Are Here Again" into a touching and wistful ballad, and won the hearts of all with her dramatic reading of "When the Sun Comes Out." She showed a desipan style comedy with her roughish version of "Who's Afraid of the Big Bad Wolf?" and took the entire folksicken scene for a merry ride with her serious and involved story of the plot of the old folk song, which she never sang. However, you're quite a girl, and all performer.

ROBERT BOLOMV

NEW YORK

Tony Bennett will be among the many stars to participate in a benefit performance at Civic Auditorium, Baltimore, on May 26. Janey Mathis will make his first test appearance in the East. Featured on the bill

UNQUOTE

Irving Berlin (talking about songwriting): "There is absolutely no formula for achieving songwriting success. A song becomes successful when the public likes it. Who can anticipate that? No one.

Woody Woodbury (telling of the famous "Love"
"A little different star will come on one after the other to say one word of the song"
"Talking to the empty"
"We have to be one thing or another."

Emmy Award producer Bob Fine (announcing his opening gala press conference): "This year's schedule includes seven plays, six of them musicals, all with a name cast. Bill Bax is the producer, in association with Charlie A. Cemney (of White Fox films) and Joseph R. Vaughn.

The same trio will also open the new Melodious "Tale Top" which will be a duplicate of the Chicago tent, and will present June 18 with Gorden and Sheila MacRae in "Guys and Dolls."


with him will be Allen Drye, the Marcello Balthas Equagold and the Brandywine Singers... When Buddy Greco plays the Philadelphia Academy of Music next month, it will mark his first concert appearance in his home town... Brenda Lee will also make her stock debut this summer when she plays Dorothy in "The Wizard of Oz," starting July 15 in Waycross, N. C., for one week, followed by six weeks in Waycross, Aug. 27, and Columbus, Ohio, Sept. 3... Deane Eddy left last week for a tour of England and the Continent, which includes stops in Germany, Italy, France and Sweden... "Chicago"... has been signed to be a permanent member of the cast of Sid Caesar's bi-weekly ABC TV series, debuting September 19. In the same vein, Gary Crosby has been signed to his first continuing TV role on the NBC "Bill Dana Show, which will be aired on Sundays... Pat Boone has made a national tour of 25 theaters in connection with opening dates of his latest album, "Main Attraction," beginning June 12. Word comes from Columbia that the album, which they're keeping their eye on a year's run at New York's famous Kyundy Sun Lee. Though Kyundy Sun neither sings nor plays an instrument, she has won the af-

Bob Newhart Opens Melody Top's 4th Year

CHICAGO — When Bob Newhart comes on the stage at the Chicago Melody Top Theater next Friday (31), it will mark the fourth consecutive year of operation for the Midwest summer theater.

This year's schedule includes seven plays, six of them musicals, all with a name cast. Bill Bax is the producer, in association with Charlie A. Conney (of White Fox films) and Joseph R. Vaughn.

The same trio will also open the new Melodious "Tale Top," which will be a duplicate of the Chicago tent, and will present June 18 with Gordon and Sheila MacRae in "Guys and Dolls."


"Miss Bazlen is daughter of Chicago American columnist Mag-

On next the Agenda is "The King and I," starring Jane Morgan. The show runs from June 10 to June 30. The MacRae opens "Guys and Dolls" July 1 through July 25.

In Proud Acknowledgement Of
The Many Talented People Whose Outstanding Performances Earned

13 NARAS AWARDS

Columbia Records 1962 “Grammy” Awards —
National Academy of Recording Arts and Sciences

<table>
<thead>
<tr>
<th>Number</th>
<th>Category</th>
<th>Artist/Work</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>RECORD OF THE YEAR</td>
<td>I Left My Heart in San Francisco — Tony Bennett</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(Produced by Ernie Altschuler)</td>
</tr>
<tr>
<td>2</td>
<td>ALBUM OF THE YEAR (Classical)</td>
<td>Columbia Records Presents Vladimir Horowitz</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(Produced by Thomas Frost)</td>
</tr>
<tr>
<td>3</td>
<td>BEST SOLO VOCAL PERFORMANCE (Male)</td>
<td>Tony Bennett—I Left My Heart in San Francisco</td>
</tr>
<tr>
<td>4</td>
<td>BEST BACKGROUND ARRANGEMENT</td>
<td>Marty Manning, Arranger For “I Left My Heart in San Francisco”—Tony Bennett</td>
</tr>
<tr>
<td>5</td>
<td>BEST PERFORMANCE BY A CHORUS</td>
<td>Presenting The New Christy Minstrels</td>
</tr>
<tr>
<td>6</td>
<td>BEST CLASSICAL PERFORMANCE (Orchestra)</td>
<td>Stravinsky: The Firebird Ballet—</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(Igor Stravinsky Conducting the Columbia Symphony Orchestra)</td>
</tr>
<tr>
<td>7</td>
<td>BEST CLASSICAL PERFORMANCE (Instrumental Soloist or Soloists With Orchestra)</td>
<td>Issac Stern—Stravinsky: Concerto in D Major For Violin—</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(Igor Stravinsky Conducting the Columbia Symphony Orchestra)</td>
</tr>
<tr>
<td>8</td>
<td>BEST CLASSICAL PERFORMANCE</td>
<td>(Instrumental Soloist or Duo Without Orchestra)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Columbia Records Presents Vladimir Horowitz</td>
</tr>
<tr>
<td>9</td>
<td>BEST CLASSICAL PERFORMANCE (Vocal Soloist With or Without Orchestra)</td>
<td>Eileen Farrell—Wagner: Götterdämmerung— Brünnhilde’s Immolation Scene</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Wesendonck Songs (Leonard Bernstein Conducting the New York Philharmonic)</td>
</tr>
<tr>
<td>10</td>
<td>BEST CLASSICAL COMPOSITION BY CONTEMPORARY COMPOSER</td>
<td>Stravinsky: The Flood</td>
</tr>
<tr>
<td>12</td>
<td>BEST GOSPEL OR OTHER RELIGIOUS RECORDING</td>
<td>Mahalia Jackson—Great Songs of Love And Faith</td>
</tr>
<tr>
<td>13</td>
<td>BEST NEW ARTIST OF 1962</td>
<td>Robert Goulet</td>
</tr>
</tbody>
</table>

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BEST INSTRUMENTAL ARRANGEMENT
HENRY MANCINI—"Baby Elephant Walk" (Henry Mancini)

BEST CLASSICAL PERFORMANCE—CHAMBER MUSIC
JASCHA HEIFETZ and GREGOR PIATIGORSKY
with WILLIAM PRIMROSE
"The Heifetz-Piatigorsky Concerts"

BEST OPERA RECORDING
LEONTYNE PRICE, JON VICKERS, RITA GORR,
ROBERT MERRILL and GIORGIO TOZZI
with GEORG SOLTI conducting—Verdi: "Aïda"

BEST ENGINEERING CONTRIBUTION—CLASSICAL RECORDING
LEWIS W. LAYTON, engineer—R. Strauss: "Also Sprach Zarathustra"
(Fritz Reiner cond. Chi. Sym.)

BEST ENGINEERING CONTRIBUTION—OTHER THAN NOVELTY AND CLASSICAL
AL SCHMIDT, engineer—"Hatari!" (Henry Mancini)

BEST ALBUM COVER—OTHER THAN CLASSICAL
ROBERT JONES, art director—"Lena . . . Lovely and Alive" (Lena Horne)
EAST

After her successful New York club dates at the Coppperbana, Brenda Lee opens at Blinn's in Boston for the week. The Northeast can be heard this weekend at Freedomland.

Peter Allen is coming off his cross-country with a date at the Senior High School, Berwick, Pa. (21) in the coming week at the Latin Casino, Cherry Hill, N.J., from May 25 through June 9. The Travelers 3 open May 20 for two weeks in the Shadows in Washington, D.C.

MIDWEST

First familiar Vaughn Meader, at Chicago's Edgewater Beach Hotel from May 20 to June 9.

Bon Soir Youth Spa

NEW YORK—The Bon Soir, one of Greenwich Village's better known after theater spots, has embarked on a policy of sprinkling more young rock talent into its usually veteran bills. The club was the first to realize Barbra Streisand's potential as a night club performer and currently has the Joe and Eddie and Pat Scott reflect that thinking. Bon Soir is also bringing Terri Thornton in for a prolonged date around June 4. It will probably run through to the club's three-week vacation closing in August.

- Continued from page 14

SOUTH

feat of 19 members of the Hollywood staff who have adopted her through the Foster Parent Program.

Jackie Byard, the jazz pianist, is taking a one-week break at the Bluebird nightclub, New York, this week. Byard will return to the Bluebird Club after the week off. Byard goes right back into the bunny hutch.....

Prestige Records trumpeter Ted Curson is breaking his European tour with a show in Paris, where he's currently appearing in the Tamarad health show with singer Carol Ivy. After a short stop in the Tamarad, Ted goes next to Montreux.

SAN FRANCISCO

A new musical play will be world premiered in San Francisco in August in advance of an anticipated summer London opening of the year. "Zenida," based on the popular play, "A Prisoner of Zenida," will be scheduled for the final of the series of four during the 1963 season of the Civic Light Opera Company. Alfred Drake will star in the play. Director "How to Succeed in Business Without Really Trying" and "Camerata". Other upcoming musicals include "Stop the World," opening June 5 at the Gersi and "The Golden Apple" at the Zelda.......

Leew to Buddy Allen

NEW YORK — Claire Leew, formerly associated with MCA and GAC, is now with the Buddy Allen office. Allen is manager of Vaughn Meader, Parker and Ken and Rip Taylor among other acts.

- Continued from page 14

of programming, but when in 1962 it switched to good music of top quality only, the station made it and soon secured for a long running.

GODFREY LEHMAN

BOSTON

With Dizzy Gillespie and his Dixieland band at the Tie-Joe and Cannonball Adderley to follow, while the Gilded Cage has Jimmy McPartland and Vic Dickenson holding forth, with Eddie Condon and his band coming next week, the Hub is really swinging. Hildegarde will interpret appearances in California to do a one-night performance at the New Ocean House, Swampscott. Ray Charles holds the distinction of being the only performer to sell out two performances in one night at the Donnelly Theater. Last Saturday night's concerts produced better than $30,000 gross under the promotion banner of Hal Ziegler, a record for the house and city. Charles, planning an assault on night clubs, will be booked at Blinn-
Weintraub Whirling Into World of Folk
Weintraub Picks

NEW YORK—Very soon, a new record label will make its appearance here, incorporating both jazz and folk. The firm enlists the talents of both Monty Kaye, well known jazz impresario and Don Weintraub, man of a thousand diversities, who will elevate himself up to his ears in the rapidly expanding folk music business. It is not quite certain what the name of the company, Folk Music, sounds for. It could be a joining of first name initials of its two principals or a reference to an increasingly important form of radio transmission.

"I don't know," Weintraub said, "it just seems to be in the groove in the popular context," an explanation offbeat and avant as Weintraub himself.

The man who will produce the new label's Bitter End series of folk albums, named after the Bleecker Street folk talent emporium and coffeehouse opened by Weintraub two years ago, is the manager of the popular club and house launched by Weintraub two years ago, and has been a leader in the folk music movement in the Sierra Maestra and was later freed by Batista only because of his American citizenship.

Maestra Notes

Weintraub has also been in the toy business, has produced TV commercials for children's playthings, has been a year in Spain doing nothing. Two years ago, he got carried away with the idea of starting a night club and purchased a place on the Left Bank, "The Cock" on 37th St.

The big thing about bluegrass... "It will be the next thing to come over (go pop)," Weintraub thinks. "There are a number of very hot groups in the field already, like the Byrds, the Bereans, the Cleders and Dian and the Greenbriar Boys. You've got both Richard and Jim and the Knodklick Upper 10,000, all groups to be reckoned with."

"These are the groups that will broaden the market for bluegrass. They'll give it some very big changes, of course. But what music does change, everything is bound to be a beat and the music will be more understandable. But it will be still bluegrass."

"I think folk music is just now beginning to come into its own, I think. It seems to be here. It will continue to be a very popular thing, with a lot of it having a noticeable rock and roll flavor."

"A show like this is practically every college has a folk club. They're just practically springing up today. Everybody's having hootenannies. Our own hoot at the club turns up 30 or more new folk acts a week and the same thing is happening in a lot of other places. Even Bobby Darin and Danny Kaye have recently turned up as folkies on network TV."

Weintraub, who has seen much talent as a club operator and TV talent consultant, has his "own picks" for the future in the field. Allen and Grier and Shol Silvestre are "a great satirical talent."

"Closer to the moment, however, is the matter of FM. The first station will be distributed by Vee Jay Records with initial product to be discussed at the forthcoming Vee Jay distributor meeting in Miami Beach next month. So far, for record dates are Allen and Grier, Jo Mapes, Rosie Gilbert (Continued on page 33)"

Folk Music Radio Show Quietly Passes 100th Anniversary

NEW YORK—A quiet anniversary was observed last week in the Gotham Recording Studio here as Gotham executive Fred Weintraub marked the occasion of the 100th anniversary of "The World of Folk Music." The 15-minute show, written and directed by Weintraub, has had a substantial impact in the current blossoming of the folk music field.

The show comes under the general heading of public service and is sponsored by the Social Security Administration. The Federal agency uses the show as a means to tell listeners about the opportunities which may be available and awareness of employment opportunities within the agency.

Burl Ives was the original host on the show and when other co-hosts got into the act, the spot was taken by Oscar Levant.

"All performers get scale," Hertz explained. "It's terrific business for any artist. We like names, of course, names like Theo Bikel, Josh White and his son and daughter, the Limeliters, Miriam Makeba, the Kinko Kristo and the Chad Mitchell Trio, all of whom have performed for us, but we also need unknowns whose appearances have led to bigger efforts.

"Leon Bibb, for instance, used a tape of a show he did for us to get a recording contract. Jo Mapp has done a Kodak TV commercial on the basis of her work for us. And there have been others, too. Every week we do a new 15-minute show and there are plenty of opportunities for talent to come on and, for example, Roy Orbison.

"How good is the show? I guess the biggest gauge would be the number of listeners, the new folk fans. With something like 500 chartered stations for a year, we've been able to get 7,000 listeners to the show. There are now stations in every major city in New York, which put the show on every Sunday evening.

"We don't permit anybody who can do folk material too much, people like Jimmy Dean, Evelyn Knight and even Vaughn Monroe. Recently we had, on the other hand, the Dow Watson, a bluegrass guitar player; Tom (Clarence) Ashley, one of the band members of Platt and Scruggs, and we went out (Continued on page 33)"

Things Cracking at the Ice House

PASADENA, Calif.—The Ice House, well-known folk club here, is jumping on the remote broadcast and the live recording front. The club, already the scene of four past live concert bookings, has three more on tap. By the same token, the band's Sunday night hoots shall rarely take the air.

Harrison Records is setting up shop for three record albums at the club in the month following May 25. These will be Bob Weir, the Levonae, a new group, Red McKeen (with one LP and possibly more); and Don Peters. The club management expects that by next fall, at least 10 LP's recorded live at the Ice House will be on the market.

On the broadcast front, two separate shows will be done from the club on May 26 and June 15. Hal Hutt of KFPP, will do two hours of hootenannahs on these nights.

"Halt's Hoot" at KFPP, will do two hours of hootenannahs on these nights.

Set to appear on the shows by the time of the broadcast is the Okra Orkestr (the hootenannahs on these nights.

The Troubadour 23

Bob Dylan, California's 21-year-old folk find, is scheduled to follow "The Talking John Birch Society Blues" on the Ed Sullivan TV show, according to the producer, Bob Precht approved.
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"We press the Nashville sound"
Wayland (Stubby) Stubbsfield, promotion man for Pam- porte Music in New York, has left to join Teal, Inc., has continued his trek into West Texas, New Mexico, Arizona, and California, after being dismissed from St. Luke's Hospital, Kansas City, Mo., last week. He is under the influence of a series of tests for a kidney ail- ment. Willie Nelson was a recent visitor to Nashville to cut a pair of sides for Liberty Records.

Michigan Ruton's Hill- billy Park, Newark, Ohio, ushered in its new season Saturday (18). . . . Jack Roberts and His Evergreen Delters, after eight successful years at Heiser's Shadow Lake Ballroom, near Seattle, have been engaged as a regular feature of the newly inaugurated Saturday night western dances at the Spanish Castle, Seattle, one of the largest ballrooms in the Pacific Northwest.

Buddy Meridith has just re- corded his first album for Don Pierce's Staryard Records. Pack- age is titled "Sing Me a Heart Song." Buddy continues to spin consistent dates at KRSL, Fort Worth, Tex., and he and his Country Men will keep busy on dates in Texas, Idaho, Nevada, South Dakota, Montana and Wyoming during most of the summer. . . . Dewey Groom, owner-operator of the Longhorn country music station in Mar- tinas, is back in radio after an ab- sence of six years. He's on KCPN, new country music sta- tion at Grand Prairie, Tex., with a show called "In Answer to Your Question," in which he an- swers listeners' questions concern- ing their favorite country artists.

Kathy Den, accompanied by her personal manager, Quennin (Red) Weir, hopes to leave Nash- ville Wednesday (22) to cut an- other singles session for United Artists. From Nashville Miss Dee heads for Buffalo and a lit- tle date. . . . Bobby Hankins, 
heard daily on radio via KOKE and KCRC, both in Oelwein, Iowa, is rated for personals in Marion, Ia., May 22; Clear Lake, Ia., 24; Janesville, Ia., 25; Des- moines, Ia., 26; Fort Madison, La., 29, and Lawler, Ia., 31. . . . Porter Wagoner and his group show their wares at Reading Pa., May 22; York, Pa., 24; Lynchburg, Va., 25; Richmond, Va., 27; Norwich, N. Y., 28; Savannah, Ga., 29; Charlotte, N. C., 30, and Charleston, S. C., 31.

Flat and Scruggs, following their engagement at the Country Music Association ban- nershow for the New York Execu- tives' Club at the Roosevelt Hotel, New York, last Tuesday (14), returned to Nashville to prop for another tour that will take them to Thompson Station, Ten- n., May 23; Bloomfield, Ind., 24; Rochester, N. Y., 29; Manassas, Va., 26; Trion, Ga., 30, and Gainesville, Ga., 31. . . . Roy Druskey is set for a per- formance in Tucson, Ariz., May 24, after which he heads back to Nashville for another wax session.

Bruce E. Tolzmann, of KRWB, Roswell, N. Mex., type- writer, is spending several weeks in Northwestern Minne- sota. A large portion of our programming is c&w, so we enjoy read- ing your columns to find out what's going on in the c&w music- ian. Like any new station, our library is incomplete. We would appreciate the artists, publishers and dentists putting us on their mailing lists for new releases." . . . Star Delta Record Co., 114 S. Main, Long Beach, Calif., invites c&w deejays to write in for a place on the firm's mailing list. . . . Roy Records, 7604 St. Clair Avenue, Cleveland, has available copies of L. Roy Johnson's new release, "Chapel in the Valley." Write on your station's letterhead.

Jimmy Logdson, host of WCKY's "Jamboree," Cincinnati, Ohio, has joined the promotion staff of Johnnie Ray Martin and His Sunny Mountain Boys, who plugged their new one, "The Old Man's Drink Again," with Don Bray and Red Smiley, who were in town to wax a new album for King Rec- ords. Connie Hall, who made a pitch on her new Decca release, "Don't Tempt Me"; Sonny James, Dot artist, and Carl But- ler and the Tex-Panthers. A new album is a frequently requested item on "Jamboree," Logdson re- ported. Earl Aycock, who formerly whirled the country platters in Houston and at WDAL, Meridian, Miss, is back at his hometown country outlet, WDAL, after several months in private business. Working with Earl at WDAL, and sharing the spotlight, is Su Simon, of Earl Barton Music, Radio-TV Building, Spring- field, Mo., is offering country deejays copies of Red Foley's new Decca release, "One True Love," b/w "Lightning Across the Bay," Put your request on your station's' stationery,. Copies of "I Could Change My Mind" b/w, "Baker's Hornpipe," new release, and "Bills" Billy and Billy Baker and the Shady Valley Boys on the Rebel label, are out. . . . Merle Haggard is making inroads with Ronny Carroll, and the Old Crow String Band, who switched to a rhythm and blues sound via KVOY 168 hours each week. They need anything in the way of c&w- material-old or new, singles or LP's.

Marty Collins, of San An- tonio, recently returned from Renner Label, bought "One Eye on the Clock" and "I Saw You Cheat on Her," two new songs penned by Bill Brice and Carl Fitzgerald, deejay at WACO, Dallas, Tex. Miss Deejay on your station's jingle list, I'm going to send you a copy. . . . Scooter Bill Mann, until recently a patient in the VA Hospital in Austin, Texas, is now feeling much better, but you'll have to get away from a siege of allergies and is anxious to get back in the swim with a country music station. Scooter Bill had been spinning country at KBNE, Radio at the hospital but left there recently when the VA de- cided to check country music programming. Mann gets his mail at 2725 Vickery Vista, Austin.

Ray Peterson, of KWIN Ra- dio, Ashland, Ore., writes, "We now air a new country music show 24 hours a day and things look great. We can use help for a deejay and just about anything with the c&w sound, including saxed and booted music. Write in care of KWIN at P.O. Box 227, Ashland. . . .

New on the platter-spinning staff on KPCN, full-time country music station in the Dallas-Fort Worth area, is Jimmy Jenkins. "Country and western music is a big thing in Hawaii," writes Don Bradley and John L. Seaton, who spin the country stuff over KAIH, Waipahu, Hawaii. This is attributable to the large military personnel and their de- pendents stationed in Hawaii. Country music is aired over KAIH from 7 a.m. to 5:30 p.m., but the demand grows greater each day.

DURING HER RECENT engagement at Cobo Hall, Detroit, with the Oscar Davis country music spectacular, Kitty Wells took time off to say hello to the Motor City's deejays. Among the jocks on her list were Bob Cade and the "Holiday Hall of Fame Handyman" who entertained the day "Kitty Wells Days" in honor of the popular country thoroughbred.

"THE BIG O!"   ROY ORBISON sings ROY ORBISON "THE PULLING" c/w DISTANT DRUMS #815 Monument RECORDS Hendersonville, Tennessee

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**R & B ROUNDUP**

By NICK BIRD

(Chicago Office)

WGNR, the big McLendon-owned rocker in Chicago, is softening its sound—much to the consternation of a host of R&B promoters here. Consensus here is that the station started with a hard R&B sound and is now "in-between." Only exception is Yvonne Daniels' all-girl jazz show, WVNQ, the Chex-owned outlet, seems to be picking up many of the hard R&B listeners.

The following letter speaks for itself. We omit names to save space, but there's a point to prove. It was written to this column by a fairly well-known R&B deejay. "Sorry to report to you that I was fired because of that bug "PAYOLA." The station's assistant manager is supposedly writing you a letter to be printed in your column. From all I know, the letter contains some very disgusting things about me and payola and has mentioned certain record companies hooked up with the scam. Please do not print my name at all. You know that is very bad when I'm looking for another job and if the employer sees my name in your column for being in the payola scandal he will not hire me." The lesson is obvious. Disk jockeys, like Caesar's wife, are to be above reproach. The slightest taint of "thread" and their entire career can be in jeopardy.

Joe Botsell, one of the top promotion men in Philadelphia, reports his wife is expecting their second child. Joe's swinging with the new Baby and the Romantics tune and says the new Chuck Berry, "I'm Talking About You," is taking off now that WIBC is on it. The Combo Kings, who recently signed with Imperial after their almost-hit called "Mist-Mah," have a new disk produced by Joe Konowal and Al Kelly of Philadelphia called "Teacher" b/w "Fragile, Handle With Care." Barry Abrams is leaving Chips Distributing Company in Philadelphia within two weeks. Anyone interested in contacting him call PO-O-500.

In Chicago, Potter Distributing has picked up the GNP Crescendo, Del-Fi, Donna and Like lines. Joe Henderson is out with his first disk in a long time, "My Hands Are Tied," a ballad on Todd.

Gwen Witherpoon ("Nobody But Me On" Bon) canceled her national promotion tour due to illness. Helen Key is making a comeback on radio. She'll do a jazz show at WBIC, joining An-nice Kellogg, the station's big jazz name. Helen used to have a couple of record shops in Chicago and worked with Mc-Kie FitzHugh, the R&B jazz club owner. Baby Jean is joining WMPT, at the all negro station in East Chicago Heights. She's been one of the biggest names in a-vetter-jacks on the South Side.

SOME PICKS: Stacy Record's John Dolan reports action on Al Casey's "Indian Love Call," since it was a "Personal Pick" on the Bill Gavin sheet. Pete Wright is thumping the drums on "Jailer, Bring Me Water" by Johnny Taylor on Diamond. It started at WVON, KATZ, St. Louis, has Larry Alexander's "Hello Stranger" in the No. 1 spot for the week, and was also in a top slot on WIBC, Duluth, Minn., has Al Martin's "I Love You Because" at the biggies. Biggest hit of the week at WMCie City, Berkley, Calif., are "Memphis," Lonnie Mack on Fraternity, and "So Much in Love," Tymes, Parkway.

**HITS A POPPIN'**

JOE HINTON'S

YOU KNOW IT AIN'T RIGHT
BACKBONE 537

I CAN LEARN

BY THE CHAINS

PEACOCK 1922

THE DRIVE

BY THE ADORABLES

PEACOCK 1924

THE CROWN

BY EARL FOREST

DUKE 363

WORLD'S GREATEST SPIRITUALS

NOBODY KNOWS
(The Trouble I See) B/W

THE CROWN

BY EARL FOREST

PEACOCK 1888

TROUBLE IN YOUR HOME

BY MIGHTY REDEEMERS

PEACOCK 1887

NEW ORLEANS—United Artists and Gordon B. McLendon have concluded an exclusive agreement for the McLendon Company to produce specially designed radio spots for the film company's major releases.

First of the UA films to use the McLendon spots will be "Dr. No," the Ian Fleming thriller starring Sean Connery, James Bond and Ursula Andress, and Hall-Partlow-Carteret," a drama of hospital life starring Robert Stack, Polly Bergen and Joan Crawford.

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**HOT R&B SINGLE**

**Billboard Special Survey**

For Week Ending 5/15/63

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<td>1</td>
<td>I WILL FOLLOW HIM Little Peggy March, RCA Victor 1839</td>
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<td>IF YOU WANTA BE HAPPY</td>
<td>Jimmy Soul, S.P.O. 2005</td>
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<td>BABY WORKOUT</td>
<td>Jackie Wilson, Brunswick 20339</td>
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<td>THE LOVE OF MY MAN</td>
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<td>IF YOU NEED ME</td>
<td>Solomon Burke, Atlantic 2183</td>
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<td>DON'T SAY NUTHIN' BAD ABOUT MY HOMI</td>
<td>Cookies, Dimension 1098</td>
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<td>CAN'T GET USED TO LOSING YOU</td>
<td>Happy, AF Records 6537</td>
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<td>TAKE THESE CHAINS FROM MY HEART</td>
<td>Ray Charles, ARC-Parrascope 10453</td>
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<td>ANOTHER SATURDAY NIGHT</td>
<td>Sam Cooke, RCA Victor 8164</td>
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<td>ON BROADWAY</td>
<td>Lenny Henson, TV 856</td>
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<td>FOLLICLE LITTLE GIRL</td>
<td>Shirelles, Warner Bros</td>
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<td>PRISONER OF LOVE</td>
<td>James Brown &amp; The Famous Flames, King 3739</td>
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<td>PUFF (The Magic Dragon)</td>
<td>Peter, Paul &amp; Mary, Warner Bros, 5348</td>
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<td>HE'S SO FINE</td>
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<td>PIPELINE</td>
<td>Carl Wayne, 16490</td>
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<td>TWO FACES HAVE I</td>
<td>Lee Christie, Roulette 1414</td>
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<td>WATERMELON MAN</td>
<td>Long Beach, 36090</td>
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<td>REVEREND MR. BLACK</td>
<td>Kingston Trio, Capitol 4951</td>
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<td>COME AND GET THESE MEMORIES</td>
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<td>SURFIN' U. S. A.</td>
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<td>DO DORON RON</td>
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<td>LITTLE BAND OF GOLD</td>
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<td>Barbara Lewis, Atlantic 2194</td>
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<td>EL WATSON</td>
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<td>YOU'LL NEED ANOTHER FAVOR</td>
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<td>LOSING YOU</td>
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<td>IT'S MY PARTY</td>
<td>The Lenny Welch Gang, Mercury 4537</td>
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<td>I A LOVE SHE CAN COUNT ON</td>
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BIG
SALES!
Roy
Orbison
SINGS
FALLING
ANOTHER HIT WRITTEN BY ROY ORBISON—PUBLISHED BY ACUFF-ROSE PUBLICATIONS, INC.
c/w "DISTANT DRUMS"
MONUMENT 815
Monument RECORDS
HENDERSONVILLE, TENNESSEE

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville, 4, Tennessee
Cypress 7-3366

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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 published for Spotlight Picks or Special Orchestral Picks. All other singles are listed in their respective categories.

SINGLES REVIEW POLICY

WINNERS OF THE WEEK

POP SPOTLIGHT

PATTI PAGE

I'M WALKING
(Twist, BMI) (2:30—March 22)

A new sound and a fine black vocalist are showcased in this musical concoction that flips a familiar tune. It's bound to be a hit for Patti.

CLAUDE KING

BUILDING A BRIDGE
(Great, BMI) (2:12—April 5)

A string arrangement that gives life to Bill's song, it's a tasty-sounding arrangement that will make this a hit.

BOBBY PICKETT

THE HUMPTY DUMPTY
(Deep, BMI) (2:07—March 22)

This is a fine number that will catch the eye of the public.

GRADUATION DAY

(Stedman, BMI) (2:17—April 5)

Pickett really breaks it on this catchy dance side. It's filled with laughs, making it a perfect choice for the season.

LEANN TEMPLETON

YOU BRING ME \ (VG Stedman, BMI) (2:25—March 22)

This is a fine title that will catch the eye of the public.

SHEAR AND JENKINS

DO THE COMMERCIAL
(Gold, BMI) (2:20—April 5)

A spot-on title that will catch the eye of the public.

NOVELTY SPOTLIGHT

C.W. SPOTLIGHT

ROY ORBISON

FALLING
(Keef-Haves, BMI) (2:20—April 5)

A string arrangement that gives life to Bill's song, it's a tasty-sounding arrangement that will make this a hit.

DAVID MORRISON

NIGHT MUSIC
(Atlantic, BMI) (2:30—March 22)

A string arrangement that gives life to Bill's song, it's a tasty-sounding arrangement that will make this a hit.

JERRY GRANDE

THE VINE STREET BOYS

Come On/Over Here Street
(Atlantic, BMI) (2:20—March 22)

A string arrangement that gives life to Bill's song, it's a tasty-sounding arrangement that will make this a hit.

C.W. SPOTLIGHT

ROY ORBISON

LOVE YOU W甚至还带着一个没被发现的bug，它会影响用户，使其无法正常的使用，导致无法正常的访问和操作。
DUANE EDDY'S
"LONELY BOY, LONELY GUITAR"

ANOTHER
CROWD-PULLING
SINGLE!
#8180
RCA VICTOR

JUST RELEASED DUANE EDDY'S GREAT NEW ALBUM "TWANG A COUNTRY SONG." LPM/LSP 2881
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Dot RECORDS PROUDLY PRESENTS

ENGLAND'S #8 SMASH HIT SONG

AVAILABLE NOW BY

LAWRENCE WELK

SCARLETT O' HARA

B/w BREAKWATER #16488

BE SURE YOU STOCK ALL THE HIT ALBUMS BY LAWRENCE WELK

1963's EARLY HITS

LAWRENCE WELK

OUR WINTER LOVE • YOU'RE THE REASON I'M LIVIN' WHAT MIGHT MARY SAY • THE END OF THE WORLD ALL I HAVE TO DO IS DREAM • WALK RIGHT IN DAYS OF WINE AND ROSES • BLAME IT ON THE BOSSA NOVA • RHYTHM OF THE RAIN THEY REMIND ME TOO MUCH OF YOU • I REALLY DON'T WANT TO KNOW • ALICE IN WONDERLAND

1963's EARLY HITS

LAWRENCE WELK

MOON RIVER • BUBBLES IN THE WINE • WALTZ TIME • CALCUTTA • BABY ELEPHANT WALK • YELLOW BIRD • LAST DATE • BABY ELEPHANT WALK (THE THEME FROM THE BROTHERS GRIMM)

THE NATIONS BEST SELLING RECORDS

www.americanradiohistory.com
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 DIDDLEY Checker 1045

Now Release! "DROP ME A LINE" by Hollywood Flames Vee Jay 5515

COUNTRY
JOYCE SMITH 2120 World Come (Mod) (Cov-
hurst) (BMI) (2:21) — "I Don't Want No M 
scopes" (Harrison) (BMI) (2:14) DECCA 21399
JOE CARSON "Let Me Buy Your Memories" (Perry, BMI) (2:21) — "I Know You're Mine" (De- 
ese) (BMI) (2:28) APPLE 1024
GEORGIA LYNN "One Summer Night (Bol- 
4000, BMI) (2:16) — "On Your Way Back" (De-
 BMI) (2:31) ALHI 711
BELLY SMITH "I Guess I'll Never Learn" (Stern, BMI) (2:12) — "Distant Moment (Crowns, BMI) (2:23) FLAIR 924
SALLY MARTIN SINGERS "Let Jesus Come Into Your Home (Down, BMI) (2:01) — "I Love to Call You Mine (Conrad, BMI) (2:58) VER JAY 224
SUNSET TRAVELERS "Sherry Light with Your Love" (Deese, BMI) (2:12) — "I'm One of Those Morning Stars" (Gottlieb, BMI) (2:56) RE归来 213
MIGHTY RENNEMEERS "To Love is a Home (Deese, BMI) (2:01) — "New Born Girl (Deese, BMI) (2:48) EAGLE 1024
HARDER SINGERS "Oh Deed She's in There (Deese, BMI) (2:01) — "I'm a Child of Mine (Deese, BMI) (2:58) EAGLE 1024
CHILDREN'S ALAN REED; JIM RIMMENS AND ORCH. "She's in Paradise" (Paxton & 
BMI) (2:01) — "I'm a Child of Mine (Deese, BMI) (2:58) CHILDREN'S 1024

DYNAMIC SPECTRUM CONTROL from your tapes, DSC mastering—fast!
More elite, dynamic, stereo mastering—see a true distortionless solid state cutter. Keep your product out in front in the marketplace. Patented process. Customed to your special need experience. Your new product arrives, quickly, accurately and safely. Use our COMPUTER tape for your company letterhead for same 

Juke: 105 1st St., Stamford Ct. 10145
CHESST 101 18th Ave., Chicago 25, 1195

SINGLES REVIEWS
Continued from page 24

DETOUR
Detroit and Windsor disc jock-
ey's were abuzz last week by a novel promotion stunt engineered by the disc jockeywomen Jim Blackwood, sales man-
ger; Tona Takayoshi, operations manager; Tom Steward, district sales manager, and Art Hill, re-
gional sales manager of the Detroit station. The hounds originated as a joke to promote a skyrocketing left-
hander "Sukiyaki" by Kyo Sakamoto. American disc jocks put on Japanese costume as "Miso Takayoshi," a long-time personal friend of Sakamoto's. Touring the radio stations to thank the hounds for their promotion help, Miso completed the costume with the pretense of not understanding English. Actually, Miso had to call his father in Tokyo to learn the Japanese version of "hello" and "thank you."

PITTSBURGH
Dion will headline a show which Lou Gourino, head of World Artists, a local label, will present at the Civic Arena next week--June 14. Others on the bill include the Shadows, the Chiffons, Freddie Cannon, Little Paris, March, the Impressions, Jimmy Soul, Danno ball, Junior and the Trogey and the Al Cola or orchestra. Ethel Newman canceled her Pittsburgh appearance for May 21 because she couldn't whip up a noteworthy turnarounds in time for her debut.

MUSIC AS WRITTEN
Mark Valentin will be here May 24 to promote his Swan recording of "Jive" at the Drive-
ne House. He will appear at the Horizon Room at the Greater Hotel on June 24 for two weeks. . . . Lo-
cal promoter Tim Torney is working with his "Spring Showers" of Jockwood Productions, which will star Paul and Paula, Dick and Dee Dee, Johnny Cymbal, Steve All-
sohn, and the Steve Russo orchestra.

SAN FRANCISCO
Tennessee Ernie Ford has been named national chairman of the American Federation of Television and Radio Artists (AFL-CIO). For his first event to benefit the recently established charity, Ernie is planning an attitude-
celebration during the last weekend of June at the Pick-up Sailing, San Francisco on Friday, May 24.
THE TRADE PAPERS PICKED IT
THE D'J'S ARE PLAYING IT
THE STORES ARE SELLING IT

THE BIG ONE FROM THE ORIGINAL SOUND TRACK
OF

CAESAR - CLEOPATRA THEME
b/w
ANTHONY - CLEOPATRA THEME

COMPOSED AND CONDUCTED BY
ALEX NORTH

EXCLUSIVELY ON
20th CENTURY-FOX RECORDS

FOX 408
TALENT TOPICS

MEMPHIS

Songbird-actress Connie Stevens flew to Memphis and rented a car to drive to one-nighter college campus dates at Oxford, Miss.; Jackson, Miss.; and Starkville, Miss. ... Elvis Presley, in Memphis between fields, heard that the tents at a camp for underprivileged boys were worn out, camp had no money to replace them. He sent $1,000. Camp operators scrapped old tents, used the money to build some new cabins.

Joan Baez had to cancel appearances at New Orleans and Memphis because of a virus. New Orleans sponsors didn’t respond too well, filed a $100,000 lawsuit. ... Bill Black. Hi Records’ top instrumental ace, invested in a local appliance store. ... Willie Mitchell, another Hi artist, is pleased with enthusiastic reception of his new single, “Percolatin’.”

Brother Dave Gardner vowed a full house at a one-night “concert in comedy” here May 17...

DEALERS: ASK ABOUT DOOTO’S SPRING SALES STIMULANT PLAN!

$2 NEW

DOOTO SALES SIZZLERS

HATTIE’S 4th SMASH FUN-RIOT!

LAFF OF THE PARTY

HATTIE NOEL

DTL 833

DTL 834 REDD’S LATEST HIT!

Dooto’s Current RED HOT HITS!

DTL 832 Redd Foxx — “Laff along with Foxx”

DTL 829 “The Tickled Soul of Hattie Noel”

DTL 831 “Martin Luther King at Zion Hill”

WHAT DOES GLOBAL EXPOSURE MEAN TO YOU?

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NEW MARKETS

you feel you are now ready to serve!

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to gradually expand your operation!

OR...

just letting the world market know that you’re an enterprising and growing firm that will serve them in the future!

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BUYER’S GUIDE

and

Market Data Report

... the only separate directory of its kind published for the industry.

... used as a year-round reference source by the music industry’s most influential buyers throughout the world.

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Advertising Deadline: June 20
RGA Victor Mexican Albums speak your language

Our quality imported product is custom-made for the booming Spanish speaking market. It talks big sales. Big business! Big pesos! Speak to your distributor about our complete Mexican catalog. It's time you cashed-in on the sombrero full of profit.

ALSO STOCK THESE FINE RECENT MEXICAN ALBUMS:

- "BAILES REGIONALES" MKL-1448
- LOS TRES ASES—"SERENATA RANCHERA" MKL-1456
- "MUCHACHA BONITA" MKL-1447


TRIO CALAVERAS
250 ANIVERSARIO

("25 Aniversario"—Tri Cala Veras MKL-1461) Mexico's top-selling trio celebrates 25 years in show business with singing selections from their screen ad.

DANZONES CLASICOS
Pablo Beltran Ruiz

("Danzones Clasicos"—Pablo Beltran Ruiz Orchestra MKL-1571) A Festival of Mexican folk dance music played by Mexico's favorite dance orchestra, lighted Mexico's first folk song festival.

www.americanradiohistory.com
ALBUM REVIEWS

BILLBOARD SPOTLIGHT PICK

POPOSPOTLIGHT

BROADWAY...I LOVE YOU

Sangin' Frankchi, RCA Victor LM 2674 (M); LSC 2674 (S)

Frankchi, introduced to America on his recent RCA Victor album, "Happy "Stairway to Heaven," finds himself back at the box office with this syncopated update of such classics as "I Love Your Smile," "I Am What I Am," and "You're Gonna Have to Take a chance." This one should move well.

POPOSPOTLIGHT

STARLIGHT

Boston Pops/Arthur Fiedler

The Boston Pops/Arthur Fiedler has turned into a substantial seller, and this newest one should repeat. The attractive jazz柠檬ized combination of a direct, light standard, "I Remember Mama," and "Starlight," is a literal example of this project. These are the band's finest efforts.

POPOSPOTLIGHT

SOUND OF MAIN

Heidi's Moon, Verve Y 8537 (M); Y-8537 (S)

This album is a collection of previously recorded covers, all of which were done by Verve artists. On the album, "Let Me Be," "Baby," and "Your Love," the players have taken their listeners for a warm ride.

POPOSPOTLIGHT

SUZUKI AND 11 HAWAIIAN HITS

Billy Vaughn, Dev LP 5332 (M); DLP 5532 (S)

"Suzuki" continues to be a substantial seller and this latest release, featuring two of the biggest stars of the Hawaiian scene, "Your Love," and "Sunday," is a literal example of this project. rivkah, the players have taken their listeners for a warm ride.

POPOSPOTLIGHT

YOUNG AND IN LOVE

Dick & Dee Dee, Warner Bros. W 1500 (M); W 1500 (S)

This collection brings forth some big sellers with "Suzuki" and "Your Love," and recently "Let Me Be," "Baby," and "Your Love," are a literal example of this project. These are the band's finest efforts.

POPOSPOTLIGHT

THE BEETHOVEN SONATAS FOR VIOLIN AND PIANO

(Complete) (S-17)

Jascha Heifetz

RCA Victor LM 5270 (M); LSC 5270 (S)

New recordings of the 8 Beethoven violin sonatas by Jascha Heifetz constitute a major musical event. He is accompanied on his "Eroica," "Pathetique," and "Appassionata" by Robert Casadesus, and on his "Fur Elise" by Martha Argerich. "Eroica," "Pathetique," and "Appassionata" are the hits, but "Fur Elise" is the surprise hit of this series.

ALBUM REVIEW POLICY

Every album sent to Billboard is reviewed by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Mentor Picks. All other albums are listed in their respective categories.

SONA LIBRE CAL FRIEDER

Col Tieder, Verve V 8537 (M); V-8537 (S)

Viner's Tieder has a solid collection of records that have been sold and are ready to be sold. Much of it is included in the "Liber," with two fine bonus tracks included. "Liber" was released in December and features the "Papa's Blues" and "Night in Berlin." The album is a popular choice for the "Liber" market.

JAZZ SPOTLIGHT

SONA LIBRE

Col Tieder, Verve V 8537 (M); V-8537 (S)

Viner's Tieder has a solid collection of records that have been sold and are ready to be sold. Much of it is included in the "Liber," with two fine bonus tracks included. "Liber" was released in December and features the "Papa's Blues" and "Night in Berlin." The album is a popular choice for the "Liber" market.

SACHA DISTEL

INTERNATIONAL SPOTLIGHT

SACHA DISTEL

RCA Victor Int'l FPL 111 (M); FPL 111 (S)

Sacha Distel, one of the nears who have French-style, could soon face his fate in this country via this new hit. "Papa's Blues," "Night in Berlin," and "Liber" are a literal example of this project. These are the band's finest efforts.

AMERICA'S 28 FAVORITE HYMNS

RCA Victor LM 5266 (M); LSC 5266 (S)

Here's a highly suitable addition to the "Papa's Blues," "Night in Berlin," and "Liber" and others. This is the album that has "Papa's Blues," "Night in Berlin," and "Liber" as its lead tunes. The album is a literal example of this project. This is the band's finest efforts.

AMERICA'S 28 FAVORITE HYMNS (S-17)

Various Artists, Word W 3188

Here is a strong hits package for religious and sacred fans, especially those who like the "Papa's Blues," "Night in Berlin," and "Liber" records. This is the album that has "Papa's Blues," "Night in Berlin," and "Liber" as its lead tunes. The album is a literal example of this project. This is the band's finest efforts.
ROULETTE GOLDEN GOODIES

THE ORIGINAL HITS!
THE ORIGINAL ARTISTS!
THE ORIGINAL RECORDS!

THE MOST FABULOUS COLLECTION OF OLDIES IN 12 BEST-SELLING VOLUMES!

All the Original Records Courtesy of Atlantic, Beltone, Cameo/Parkway, Chess, Coed, Dimension, End, Gee, Goldisc, Gone, Herald-Ember, Heritage, Joy, Jubilee, Laurie, Melba, Modern, Oldtown, Roulette, Tapp, Todd, Triple X, Vee Jay.

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60" High, 26" Wide, 20" Deep

FREE DRAMATIC TRAFFIC STOPPER DISPLAY!

The Golden Goodies series of albums are available in this colorful, eye-catching, prepack floor browser display container which holds 144 LP's (12 each of the 12 Volumes).

A GOLD MINE OF HITS!


VOLUME 5 - BOOK OF LOVE-The Monotones - DANCE, DANCE, DANCE-The Drifters - YOU GAVE ME PEACE OF MIND-The Specials - JUST YOU & ME & The Belmontes - TEN COMMUNIATIONS OF LOVE -The Monotones - 60 MILES AWAY - The Penguins - THE CLOSER YOU ARE - The Chiffons - SO FAR - The Flutters, and others.


GOLDEN GOODIES SALES PROGRAM

1. BUY THE PREPACK WITH THE FREE FLOOR DISPLAY PROGRAM WITH 144 LP'S at 15% DISCOUNT PLUS AN ADDITIONAL 5% DISCOUNT.

2. BUY IN ANY QUANTITY (LOOSE) THE GOLDEN GOODIES ALBUMS AT 15% DISCOUNT.

3. 30-60-90 DAYS DATED BILLING AVAILABLE TO QUALIFIED ACCOUNTS.

100% EXCHANGEABLE.

Strike It Rich! Contact your Roulette Distributor NOW!!
<table>
<thead>
<tr>
<th>Rank</th>
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<th>Title, Artist Label</th>
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<th>Title, Artist Label</th>
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<tr>
<td>1</td>
<td>1</td>
<td>&quot;Big Bad Voodoo Daddy&quot;</td>
<td>5</td>
<td>&quot;Misty Blue&quot;</td>
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<td>1</td>
<td>2</td>
<td>&quot;Wonderful World&quot;</td>
<td>6</td>
<td>&quot;For All We Know&quot;</td>
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<td>1</td>
<td>3</td>
<td>&quot;Boogie Woogie Bugle Boy&quot;</td>
<td>7</td>
<td>&quot;Can't Help Myself&quot;</td>
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<td>&quot;Jambalaya&quot;</td>
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<td>&quot;Satin Doll&quot;</td>
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<td>&quot;Blue Moon&quot;</td>
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<td>&quot;Guilty&quot;</td>
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<td>&quot;Unchained Melody&quot;</td>
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<td>&quot;American Pie&quot;</td>
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<td>&quot;Take Me Home, Country Roads&quot;</td>
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<td>1</td>
<td>9</td>
<td>&quot;Soul Man&quot;</td>
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<td>&quot;One Bad Apple&quot;</td>
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<td>1</td>
<td>10</td>
<td>&quot;What a Fool Believes&quot;</td>
<td>14</td>
<td>&quot;You Can't Hurry Love&quot;</td>
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**50 BEST SELLERS—STEREO**

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<th>Title, Artist Label</th>
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<tr>
<td>1</td>
<td>1</td>
<td>&quot;My Old Kentucky Home&quot;</td>
<td>5</td>
<td>&quot;I'll Remember April&quot;</td>
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<tr>
<td>1</td>
<td>2</td>
<td>&quot;They'll Never Take America Alive Again&quot;</td>
<td>6</td>
<td>&quot;I'll Remember April&quot;</td>
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<tr>
<td>1</td>
<td>3</td>
<td>&quot;How Great Thou Art&quot;</td>
<td>7</td>
<td>&quot;O, Holy Night&quot;</td>
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<tr>
<td>1</td>
<td>4</td>
<td>&quot;Oh, What a Beautiful Morning&quot;</td>
<td>8</td>
<td>&quot;O, Holy Night&quot;</td>
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<td>&quot;O, Holy Night&quot;</td>
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<td>&quot;I'll Remember April&quot;</td>
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<td>&quot;What a Beautiful Morning&quot;</td>
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<td>&quot;I'll Remember April&quot;</td>
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the inimitable

EARL GRANT

with a DYNAMIC NEW ALBUM!

EARL GRANT

Yes Sirree!

contact your Decca representative for full details of a special promotion on EARL GRANT's complete catalog of 12 albums! —May 20th through May 31st only

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c/w

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clipping along at hit tempo across the nation!

Damita Jo
"Drama of Love"
&
"Hobo Flats"
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America's First Family of Fine Recordings
**IN ITALY, TOO**

**Oscars Go to Disk Winners for Top LP's**

MILAN — "Oscars" for Italian records have been given for the second year. The prizes for the "Oscar del disco" are gold disks similar to those distributed at Hollywood each year, and this year's presentation took place May 10 in Milan.

The platters were chosen by a group of critics from Rome and Milan, and the Oscars were presented in a special ceremony recently occupied by the Newspaper Critics Circle, by Danilo Recca, the famous co-host of Marcello Mastroianni in "Divorce Italian Style."

As with all such prizes, the choices this year have given rise to heated controversies. Some justification for this can be found this year insofar as the critics made their choices from a limited list of records presented by the record houses, and not from the entire year's cuttings.

The following are this year's winners in the four categories:

- **CLASSICAL MUSIC**
  - "Salome" directed by Solti (Decca)
  - "Serenata ears set at rambler" directed by Serafin (Deutsche grammophon)
  - Il piccolo Marat directed by Zino (Cetra-Fonci)

- **SYMPHONIC MUSIC**
  - "Concerti" (Decca)
  - "Pavane of Kissing" (Deutsche grammophon)

- **POPULAR MUSIC**
  - "Amore dei nostri anni rugi-" directed by Emilio Peri (Ricordi)
  - "Nostalgie" of Gino Moscoli ( Phonorama)
  - "De las" of Joao Gilberto (Blueboll)

- **JAZZ**
  - "Coltrane plays the blues" of Coltrane (Atlantic)
  - "Jazz alla studio 7" of Romano Musolino (Ricordi)

**ARGENTINA**

**Politics, Inept Execs Kill Sales**

By RUBEN MACHADO

LAVALLE 1783, Buenos Aires

Influenced by the political insecurity, the country is still in a depressed state of business. The lack of currency, low wages and inflation provoked a new fall in the record stores sales. The fall in the last week has been calculated at 25 per cent.

As shops buy less, the record companies have gone out to the market with promotional sales plans, and if continued, these concessions and special dedications will endanger the future of many firms. The need to move merchandise drives many companies to make extreme deductions. Most of the companies also owe large amounts to artists and publishers for royalties.

Nevertheless, the record crisis in Argentina cannot be completely blamed on the unstable situation of the country. The lack of management shown by many industry executives, and the hit or miss methods of some of the major companies has much to do with the problem. This has caused a number of executive changes, and also the reorganization of production and sales systems.

**AUSTRALIA**

**East to London; Grey Takes Post**

By GEORGE HILDER

19 TUDOR AVE., Kensington

N.W.2, Sydney

Ken East, assistant sales manager of EMI Australia, will transfer to headquarters at Hayes, England, for a period of three years. During his absence Ken Grey, of the Melbourne branch, will be successor.

Vikid Goyal has been chosen to tour the U. S. with Sydney vocalist Lucky Starr... . Ron Gilbert with Eye & Ear, reports that an album entitled "Hasch" recorded by Seago de Pied on the Odeon label, University of Melbourne, is to be released in Europe by C.G.D... . Jay Justin's big chart breaker here, "Proud of You," will be rush-released to Radio Records for the American market and HMV for Great Britain.

Most of the music continues to dominate the pop music field through Australia, and all companies are releasing the Nashville sound both on single and album. Both EMI and Festival records are issuing locally written songs as well as the e.w.f. flavor. Festival has just produced a new single by shortlist artist Jimmy Little specially arranged by appeal to e.w.f. fans entitled "Pledge of Love" c/o "Long Time to Forget." EMI's top artist in this field, Slim Dusty, has just cut his own composition "Keels Valley."

A Vikid Carr single was issued by Liberty Records entitled "From Nine to Five." This artist was a sensation in Sydney and Melbourne a few months ago. Noel Goldfied flew to Australia to supervise final re-hearsals in Melbourne of the musical "Sail Away" which opens May 24.... HMS issued an album by Cliff Richard of the sound-track music from the film "Summer Holiday," which is in all cities to coincide with school vacation in May.

**BRITAIN**

**Land, Sea, Air Carry Visitors**

Most British music news this week concerns people on the move. Roy Farr, general manager of Howie Richmond's Essex Hungarian Discount Doesn't Hit Hits

BUDAPEST — Special sales programs and discounts are being offered in Hungary to clear disk stock that has piled up. The sale will last for three weeks and only special material in the Qualiton (Hungarian label), Supraphon (Czechoslovakian label) and Soviet recordings are included under the discount which will be 40 per cent off list price. Most likely not included in

**HITS OF THE WORLD**

- **Continued from page 40**

6 2 FAY (A) (New York) 20th Century (Philadelphia) 25,000
7 4 TAPAS (A) (New York) Decca (Philadelphia) 15,000
8 7 KISS ME QUICK (A) (New York) AM Records (Philadelphia) 10,000
9 10 HOW DO YOU DO IT (A) (New York) Paragon (Philadelphia) 7,000

**VENEZUELA**

(Courtesy Radio Caracas)

This Last Week

1 1 EN UN RESO LA VIDA- (A) (Mexico) Decca (Philadelphia) 25,000
2 2 CORAZON ABANDONADO (A) (Mexico) RCA Victor (Philadelphia) 25,000
3 3 TAN, TAN, TAN (A) (Mexico) Deutsche Gramophon (Philadelphia) 25,000
4 5 LA NOCHE DE TU NAVIDAD (A) (Mexico) RCA Victor (Philadelphia) 25,000
6 6 NUNCA (A) (Mexico) RCA Victor (Philadelphia) 25,000
7 7 ARANDELA AVERIGUADA (A) (Mexico) RCA Victor (Philadelphia) 25,000
8 8 HAY QUE TU REGRESES TENGAS O NO (A) (Mexico) RCA Victor (Philadelphia) 25,000
9 9 CONTRACO- (A) (Mexico) RCA Victor (Philadelphia) 25,000
10 10 MUSICA No. 9 Felipe y Chico (B) (Mexico) 25,000

**BILK ON BOATS**

Acker Bilk stopped for one show and look-seen in Hong Kong on his way to Australia. That's Bilk under the bowler with drummer Ron McKay eying the camera.

**Billboard is on the air-AROUND THE WORLD!**

Now the International Music and Record Industry can actually hear the best new American records just released—Billboard's Singles Spotlight and Album Spotlight—the same week they are published in Billboard. And the top records of the Hot 100 actually are broadcast in advance of publication.

Here is the broadcast schedule used by the powerful transmitters of Radio New York Worldwide (WRUL). Clip this list and keep it near your short-wave radio, and listen each week to Billboard on the air!

**WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlight)**

Wednesday, 1 p.m. EDT (1700 GMT) and 7 p.m. EDT (1900 GMT) 15,385... . 15,45, 17.17, 17.40 GMT.

Wednesday, 7 p.m. EDT (2200 GMT) and 8 p.m. EDT (2300 GMT) 15,44, 17.40, 17.20 GMT.

**WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlight)**

Mondays, 3 p.m. EDT (1900 GMT) 15,385, 15.44, 17.17, 17.40 GMT.

**WORLDWIDE HIT PARADE (Billboard Hot 100)**

Fridays, 1 p.m. EDT (1700 GMT) 15,45, 17.17, 17.40 GMT.

Fridays, 7 p.m. EDT (2200 GMT) 15,44, 17.40, 17.20 GMT.

Saturday, 10 a.m. EDT (1400 GMT) 15,385, 15,44, 17.20, 17.40 GMT.

Saturday, 6 a.m. EST (0900 GMT) 15,44, 17.40 GMT.

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Congratulations...

TIP TOP MUSIC CO., INC.
RECORD SERVICE CO.

On your recent expansion move to even larger quarters

* Each of us takes great personal pride in your continued growth as one of the Biggest and most influential Record Rack Jobbers in the nation.

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YOU HAVE HELPED TO MAKE THESE PAST YEARS GROWTH YEARS FOR ALL OF US.

And 1963 LOOKS BETTER THAN EVER!!! GOOD LUCK and BEST WISHES

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* MERIT DISTR. CORPORATION
* PEPE RECORD SALES, INC.
* AZTECA RECORD DISTR.
* KING RECORDS
* SUN STATE MUSIC
* RECORD SALES CO.
* BIG TOWN DISTR.
* S & S MUSIC HOUSE
* PACIFIC RECORD DISTR.
* DOT RECORDS DISTR. of Los Angeles

* COLUMBIA RECORDS
* BUCK EYE RECORD DISTR.
* RECORD MERCHANDISING CO., INC.
* YEE JAY RECORDS
* HART DISTR.
* MILTON RECORD DISTR.
* STRAND RECORDS, INC.
* CAPITOL RECORDS
* HITSVILLE RECORD DISTR.
* CROSS COUNTRY RECORDS
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New Location of:

TIP TOP MUSIC, INC. * RECORD SERVICE CO.
911 E. 59th St., Los Angeles 1, Calif.
Phone: ADams 2-3161
Music in Australia is, in London on an extended visit. Ford, a Britisher, is here for discussions with London Chief David Plazt and expects to return to Sydney via New York at the end of the month.

In London he met John Sturman, administrative manager for EMI Australia, here after visiting the U.S. As well as talks at EMI headquarters, Sturman spent considerable time with British Decca, which is distributed by EMI in Australia. He also had meetings with many London publishers, including Cyril Baker (Hill &range's British chief), and Plazt, and officials of the International Federation of Phonographic Industries.

Sturman began his home trip last Tuesday (4) when he flew to Paris. He was additionally calling in Milan, Rome, Athens and Singapore and was due in Sydney Wednesday (23). Accompanying him as far as Paris was Frank Chalmers, of EMI's overseas division. He went for talks with Warner Bros., international chief, Bobby Weiss, about his product which is handled by EMI in many parts of the world. Another visitor in London has been R. Tomballari, head of Columbia Graphophone, Athens; Augusto Rattom and Michele Bernon, respectively export managers of Electrosco, Germany, and Pathe Marconi, France, were briefly in London for talks with Macehoon Smith, export manager of EMI Records.

Syd Colman, Ardmore and Beecrood chief, came back after a wide- ranging continental trip which included calls in Rome (for discussions with Can Music about the film score of "Mondo Cane"), meeting his Scandinavian representatives in Copenhagen and a n J Stockholm, then briefly calling in Brussels before returning to London.

The 4 Seasons were brought in hurriedly to join a Robert Stigwood package tour on one of the major American tours. TV promotion appearances were being arranged — many on tape — for later showing, because of the short notice of their visit. With them came manager Stan Allan. Afterward there was talk of visits to Hol- land and Italy and a return trip for a longer tour in the autumn.

Boll Harris went to New York last week for promotion appearances in connection with his "The Man Down Kangaroo" re- lease by Epic. Other British releases on Epic include Cliff Richard's "Lucky Lips." and Helen Shapiro's "Woe Is Me," which she made in Nashville. Connie Francis and Jerry Lewis will be the American stars in a Royal Variety Per- formance being held at Glasgow Almambra on July 3. The British talent taking part includes Shirley Bassey, the Springfields and Acker Bilk.

Record Business

Capitol issued the early Ned Miller recording "Go On Back, You Fool," following his suc- cess "From a Jack to a King" (released here by Decca-Lon- don). ... CBS Records held a party organized by its British distributor, Philips Records, to mark the first anniversary of the CBS operation in Britain. It was put back a week to coincide with the visit of Andy Williams to publicize the release of his "Swing Little Time" single from the Samuel Bronston film, "55 Days at Peking," which has its pre- mie the same week. ... A covered "Shy Girl," a number included on the Cascades' Warner Bros. album, "Rhythm of the Rain." Warners countered by re- leasing the single by the American group. The conflict has be- come a major exploitation bat- tle. Don Robertson's "The Happy Whistler," the U.S. hit of several years ago which did not make an impression here, has been revived by the Chorus, produced independently by Mike Colfer for use on Fontana.

E.M.I. really clicks in Australia!
From folk music to grand opera and the twist, Australians have a wide musical taste — and with the taste, an enthusiastic appreciation of recorded entertainment. E.M.I. has a most active distribution outlet in E.M.I. (Australia) Ltd., Sydney, and with it a recording and manufacturing outfit that is equal to the best in the world.

The photograph below shows the recently completed E.M.I. factory near Sydney. We built this factory to keep in step with the tremendous growth in Australian record demand.

You'd be impressed to know how many of the records we sell consist of American repertoire.

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 60 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.
Big Kick Comes From Football

By SKIP VOOGD

Joan, Colorado —E, 199, The Hague

Two songs by Jan Vulk were written specifically for the Rotterdam football club by star player Coen Motlijn. The songs were sung by 150 in the-Imper- label. Basart is the pub-Large as the Netherlands, the Cup final, the Dutch team, and the winning Portuguese team. 

Malonde's latest Latin American effort (in the old and new tangos...), Quincy Jones' latest attempt to "reach every bay-date, "Cha Cha Rock" on Phil- |ps, UA material by Al Calda and Rudi van der Wester has been released... Dutch TV filmed the recent Johnny Hally- day at the Concertgebouw and was greeted with most diversifi- ed expressions, ranging from disgust through amused enthusiast- ism... Dutch versions of Eurovision songs as "Zibba Zibba" (Dansevo) and "Gii Nett Weg" (Gee) have been recorded on Philips by Corry Brokken. 

Artists have issued 20 of U.S. hits, some by Dee Dee Sharp, Little Tony and Ruby and the Romantics, while its Funkster sublabel issued a new Todd Graff album, "Superfreak," and "Little Band of Gold," by James Galaftr... Jerry Wal- lace's "Shake Your Head" has been recorded by one of the many German artists. The country, Chic & Co., on Dutch Deka. The Blue Diamonds are segments in "The Good Times." The Fourtet scored with their version of "Do the Funky Chicken" hit, \"Walk Like a Man.\" Basart is the publisher of the Austrian Eurovision entry, "Royaless Gleich Gesehn" Ein Wunder." They also plan to issue to the songs from the Clifford Richard flick, \"Summer Holiday,\" being re-leased here. From Basart have also hits for the Six Malcolm hit, \"Mister Casanova,\" of which there are three local versions. The pub house also has local rights to \"Je Chante Douce-

HOLLAND

HONG KONG

Watch Asia, Says Kapp

By CARL MYATT

Tokyo — Kapp will withdraw its entire list of Asian records in favor of English-language releases, according to the company's president, Harley Kapp. The move is part of a larger strategy to broaden its appeal in Asia. Kapp has been a major player in the Asian music market for more than a decade, releasing hits by Camden, Records, and RCA Records. 

The rapid expansion of the music trade in Southeast Asia demands the constant personal attention of the senior men in the industry, according to David Kapp, managing director of Kapp Records, who was in Hong Kong last week. Kapp, who is accompanied by his wife of this tour, was of the opinion that annual visits to the area are essential if one is to keep pace with the constantly changing trends in the business. He beli-

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Trends in fields such as football and music have been closely monitored by Kapp, who has been in Hong Kong for the past four years, will be succeeded by Kis. M. J. Mather, managing director of Philips (Hong Kong) Ltd., who will shortly return to the Netherlands on leave prior to re-組 some other jazz albums which re-ceived here. From Basart have also hits for the Six Malcolm hit, \"Mister Casanova,\" of which there are three local versions. The pub house also has local rights to \"Je Chante Douce-

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Norse Warm Up To Album Product
By ESPEN ERIKSEN
OSLO — Norwegian record sales are moving increasingly toward LPs, according to Haakon Tveten, managing director of Norwegian Phonogram here. "The tendency," Tveten said, "is in the 12-inch sets. Total market sales of LP merchandise have grown to 26 to 28 per cent of the total market in just the past three to four years. Tveten also noted that despite the growth of the 45-rpm popularity, the 10-inch set still has its fans. "Perhaps the 10-inch disk is better for programming classical concerts in the home," he said.

Tveten reported with approval that the music recorded on these LPs was offering consistently more worthwhile, "not only in the classical area," he said, "but in the pop repertoire as well." While the majority of LP product has continued to grow, jazz sales have shrank to some extent. "In all of Scandinavia, not only Norway," he said. Biggest sales for a single LP in Norway is around 10,000 copies, held by the local Christmas recording "A jule med din kjæreste," "My Fair Lady," both cast and sound-track versions of "West Side Story" and "South Pacific" have reached sales around 5,000 to 7,000.

The average LP sale is only 100 in this country. Some of the best selling LPs' last month were the Phillips "West Side Story," the sound track of the "Summer Holiday," Cliff Richard and the Shadows (Columbia), and "Girls! Girls! Girls!" by Elvis Presley on RCA.

SPAIN
Stars Twinkle In TV Night
By RAUL MATAS
32 Av Jose Antonio, Madrid
One of the greatest shows ever to be presented on Spanish TV was emceed by Frank John, Tommy Dallera and Lucille Tytun from the American Telephone & Telecob (from France), Andy Anston, (from Norway) and Red Baker, (from France), and Los TNT were all on hand. It was a big night for Spanish songs written by Agustina Alguero. More than 1,000 record-shoppers of Spain will be polled for information about top sellers for Billboard in Europe. Ana Maria Gonzalez arrived in Madrid last week...Karin Agulle from Argentina made her debut in Bareclo...Teddy Martin the son of the Espanol lead singer Barry Malter also started his first season in Spain...Juan Carlos Moro from Uruguay cut an EP for Hispavox here. Waldo de Leon did the arrangements. The Madrid Festival stars are already making the sound from the show...Lacho Galica will come to Spain next month to perform at La Riviera...Los Candilejas flew to Tokyo.

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SWEDEN
Here a Tax, There a Tax
By HENRY FOX
Kungsgatan 56, Stockholm
Again there have been discussions about the tax on records, whether or not it should be eliminated. In Sweden the new tax is on tax: for ordinary 6 per cent State tax, records have a tax of 10 kroner (40 cents) to 3 kronor (60 cents) on every single and LP course there would be a big difference in sales in we could have these taxes taken out. We could call records cheaper.

A new law on this week is Carl-Erik Thorn, who has recorded "Du ar kom skapad for mig" (You are to me) and "Sag ma vakcka ert till mej" (Say Would you take me). On both from the Eurovision Festival. More releases from EMI, the American band "The Bush" and "Sakkajhark on Polka," also "Don't Be Cruel," by the Jorjutains.

Anna-Lena has a new record, "Se mej i igeon i skapning" (Look Into My Eyes, Darling) and Nina Jonssons has released the "My Time of Man." On the jazz side Knud Jorgensen has "Jazz-Quintet 60." ... Bibi Jonas, who returned from Germany for a tour in Folkets this summer, went into the studio for "Let's Limbo Some More" and "Bibi's Rosa Nova." ... Reuter & Reuter is now publish "Danawize."

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NEW YORK—"Program PM," WINS Monday through Friday nighttime talk show launched a new host, Mervyn (13). The series aired on the Westinghouse station here from 10:30 p.m. to midnight has also been given an additional 30 minutes to present the story-behind-the-story for New York.

The WINS approach now differs from its sister, "Program PM" by the inauguration of a specific program category each night, rather than running the 11 p.m. - 1 a.m. format — covering many topics on a single program.

Mondays "Personality Night" is devoted to interviews with a variety of interesting and important people; Tuesdays "Program PM" - "Lifts the Lid On" an important subject in the New York area; Wednesdays, the show goes "On the Town" featuring many facets of the city; Thursdays, listeners are invited to call in on controversial topics; Fridays, "Telephone Night" will emphasize the controversial; Saturdays, "Program PM" widens its scope to "The World Around Us" by dealing with subject matter outside of the immediate New York area.

For producer, producer Murray Burnett sets a scalding pace for Jim Gordon with six different appearances being aired in the first 60 minutes.

The show will be broadcast each evening with a series of quick teasers cut from the interviews or bits to be aired that night. The enormous amount of

Hartford in Salute to Bob Steele

HARTFORD, CONN.—A committee here is planning a salute to Bob Steele, WTCM sportscaster for 26 years.

Steele, who does the morning show from 6 a.m. to 10 a.m. "Strictly Sports," and a TV show, recently received the fourth consecutive time the Sportscaster of the Year Award from the National Sportscasters Awards Committee, Salisbury.

The committee, headed by Connecticut Gov. John Dempsey, is co-chairman by Bill Savitt, president of WCCG, and Robert Grant, Hartford industrialist and sportsman.

Minden Alcorn, former chairman of the Republican Party under former President Eisenhower, will serve as toastmaster at the event scheduled for Wednesday, May 22, 6:30 p.m. at Hartford's Senator Hotel.

Ice Capsade to Metromedia for $5,000,000

NEW YORK—Metromedia, Inc., has acquired all the stock of Ice Capsade, Inc., and its affiliate, WJZ, Baltimore, for $5 million in cash.

John W. Kline, chairman and president of Metromedia, licensor of NEW AM-AM-FM, New York; WTTG-TV, Wash.; WOR, New York; W64, Cleveland; WIP, AM-FM, Philadelphia; and WMAQ-AM-FM, Chicago, said that the acquisition represents a significant step in the growth of Metromedia's interest.

Charlie Brown's News Conference

CHARLIE BROWN, five-year-old cerebral palsy victim, was interviewed by John Cigna for WOWO's "Program PM—A Journal of Living Today," heard nightly on WBC's Fort Wayne (Ind.) outlet. Charlie called the conference to discuss the weather, politics, taxes, and the more prosaic subject of toys and food. The conference, which took place at the Allen County Association for Crippled Children's Pre-School Home, highlighted (with Charlie's help) the invaluable work being done there.
VOX JOX

By GIL FAGGEN

SEGUE: KALL Radio's Paul Smith succeeded new post of special events director in addition to regular 11 a.m. to 2 p.m. slot. Jerry Davis has assisted the outlet. Air time is being handled by Sunny Gill, Eddie Matherly is now holding forth on WJAT station WJOT. Watson, Md. — Latest addition to KHO-FM, Houston, is Bob Comedian, who appears on WBCN news show, Bob Comedian... WAKE-Atlanta has lost Al Harris. Al is using new name — "Keely Kincaid" on Cleveland station. Dick Blanchard is now p.d. at WBSF - Pensacola, transferred from WKG. Knoxville WKG line-up now includes Dave Diamond (p.d.), Bob O'Shea, Don Klein, Al Adams, Dick Clark (who's he?), Jerry Dee and Jack James.

KEEPCOUNTING: Doris Allen is "Swingin' Gently" on WTAG. Honolulu (1 p.m. ... Of course, Dick Drury is p.d. at KGB, San Diego. ... Fred Robinson, WTAG. Robinson's "Next Sundays" today. New voice of KING Radio's Seattle "Night - of - the - Dark - Owl Club" is Bob Conlan. March 30. ... Woods, Cleveland. ... New manager of WCCU, Lima, Ohio. ... WFLA's music now being produced by Dave Walker. ... Dave Eitel, air personnel for the station. ... Cedar Rapids, has joined KWMX, Ft. Dodge.


There's a new sound in Jackson, Miss., WXON has gone country-western. The newspaper's staff readers like the new sound. Roy Harris, Boots Harris, Harold Harris, Bill Harris and Roger Earle (p.d.) with WGTG, WATG staff sits Gil Chuwick in which has named program chair for the three-day Chicago Boy Scout Fair scheduled for April 15-17. Anteplan Group "the Opportunity of the Year" dinner May 15.

KALL'S Bill Lucas is the fourth Capitol composer. Bill has acquired an interest in Club Teen, a teen-age club in that city. Jim Muck reports from WABB Mobile, Ala., that he has joined the staff at WABB. ... Now as the 6 to 9 a.m. personality. He came to WABB from WLOB in Memphis, Tenn. ... Former program manager as well as after noon jock.

Jockey Jottings: Johnny Cantor, from WRAW, in Reading. Pa., has been signed by Capitol Records and is now a 15-year-old for the Dec. 15 show at the Paramount. Johnny is the fourth Capitol composer. And he has acquired an interest in Club Teen, a teen-age club in that city. ... Jim Muck reports from WABB Mobile, Ala., that he has joined the staff at WABB. ... Now as the 6 to 9 a.m. personality. He came to WABB from WLOB in Memphis, Tenn. ... Former program manager as well as after noon jock.

Radio Ramblings: In our week's column, this is the last time we will use the WMMC. The last reads like this: Gallagher and O'Brien doing a two-man show; Rob- ertson, Ernie Stone, Bert Knapp, Alan Williams, Dave Leeds, Kd Welch and Bert Sherwood. ... This week is just five years and five months old. So many are left at the 57th Spot on the Dial? What are they doing for a living? Most of them, really, the life expectancy of dejaying is a minimum of five years.

Programming Patter: Just about every market in the country has a telephone gimmick going. Latest are the battle of the sounds. Generally one new record is pitted against another new release for the first hour. The winner of hour one then challenges another new record during the second go-round. A winner is named every day of the week. Generally, this comes from the station’s haywire department or according to the following week. However, this gimmick has just about worn thin in a few good stations.

Problem is that the stations in general have lost interest. To add new spice to your promotion, why not do it a bit differently? Take a new release by a name composer (say a Connie Francis, Elvis or Rick). Play it on the air and challenge one of the artist's former chart toppers. Then watch your phones light up.

Movin' Steadily

"DO IT RAT NOW!"

Bill Blacks Combo

High Records 2064

Copyrighted material
Focus on the Deejay Scene

New Format Sparks WINS' 'PM'

by Bill Gavin

Billboard Consulting Editor, 214 S. Sansom St., Philadelphia

OVER THE PAST SEVERAL YEARS, various deejay friends have moved their program direction and have asked me advice, either on specific problems or simply in a general way. What follows is a composite of conversations with, and letters to, these men. It is in the form of a letter, addressed to an anonymous "Jock!"

Dear Jock: There's no need to tell you that you've taken an important job. How well you handle it will pretty much determine whether you're going to gain a listing with the important and important.

Everyone—knows you have talent. You run a good air show; you have a good ear for picking hits. But as a p.d., you'll need talents you never uncovered.

First of all, there's the talent for people. Up to now you've gotten along well with everybody. Folks like you. But in your new job there won't be any. You'll need the respect of your staff and your boss. You can't have this respect just by being charming. You have to earn it. And you earn it, above all, by knowing what you want and showing that you're willing to work for it.

AS A DISK JOCKEY, you were pretty much on your own. As a p.d., you'll need to learn team work. The enemy of the team spirit is the ego. You can't let your problems—jealousies and frictions and build a pride of group achievement. It's a bad sign when the p.d. boasts of his own ratings—only a good one when he boasts of his station.

One of your major jobs will be maintaining a two-way community. There's no line between your program personal and the front office. It's assumed that you'll translate orders from the bosses into action. But you are also responsible to your staff for taking their problems—see that they're straightened out as best you can. Any reasonable manager knows that he can't be a bull devil nor can he. But you must be able to steer a course that will protect both.

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THE ONLY FAME YOU GET for breaking a new hit is with the record people. Your listeners don't care very much. Have a good reason for every record you list. It's a good idea to place an arbitrary cut-off on your "ear" picks—not more than one or two a week. Other new additions should have good positive confirmation, either listener requests or regional sales.

Because of the importance of your new job, you are now a prime target for record promotion. Record people will compete for the privilege of getting your stations.

Record promotion, as you well know, goes far beyond the normal on-air promotions. You'll be sought out and "consulted" by famous people in the record business and in many cases you'll be asked to help plan promotions that you genuinely admire. These circles become more difficult at times to evaluate their records according to your merits. You'll have to know what to do and ask them.

S ter there will be some record people whom you don't like. Maybe their material isn't too good—what people they can't do as much to realize the competition ahead of you. Maybe you can get it together to give you some name articles ever heard. Whatever you get, do it. You are the important people in your area.

That's just as much a rejection of objectivity as it's appearance, playing a record for a friend.

It's up to you to realize the line—and see—at what you accept and what you won't. This is not a matter of personal conscience but also one of sound business practice. The more you accept, the more you are obligated to give away in return. The more judgment your influence is I, the smaller is your value to an employer, who expects you to use that judgment objectively, not just for the advantage of your station.

Here's wishing you the best success.
No Business Like the Equipment Business

NEW ORLEANS—The technique of "brainstorming" by which groups of businessmen arrive at a solution to a knotty problem can be worked out just as well on paper, in promotion of the sale of last year, according to Mrs. Ann Martin, of the Home Appliance Co., New Orleans.

"We simply ask our salesmen at the end of the day to write down a brief resume of what happened with each prospect they saw, and how it was disposed of. Our salesman recaps his experiences with each customer, the reason why some customers bought or didn't buy, and, of course, the method he used to close the sale."

At first, salesmen talked at the idea. But because the reports are read during an evening sales meeting, and the information is another way of passing the good news that 85 of eight people, asked in the last 10 years, said that he black and white television sales were the hottest of any quarter in Zenith history. Net profits increased 7 per cent for the quarter over a year ago.

Admiral, too, reported higher sales and earnings. The firm president, Vincent Barone, said that color TV enjoyed a unit volume double that of the year ago, with "substantial increases" also noted in the stereo phonographs, from $760,000 to $375,000 in sales, up 96 per cent from 5 sales pace throughout the rest of the year.

Minnesota Mining and Manufacturing (3M) also showed increased sales and profits for the first quarter over the corresponding period of 1962. Earnings increased from 37 cents to 38 cents a share.

Audio Devices, which, like 3M's manufacturing tape, enjoys a sales increase of 75 per cent, has a sales jump in profits for the year of 1962 against the preceding year. Roughly the same increase is expected for the year 1963 against the sales of the first quarter than in 1962.

Space-Tone, of St. Robert's, makers of stereo equipment, and components, reported 1962 sales 82 per cent over 1961.

Salesmen Sell Well by Doing Brainstorm Bit

PACKARD's stereo line, featuring the long, low look, has been expanded with the addition of model RCP-245, the "Swedish." It is on the market with a speaker cabinet, formerly offered in the ends of the 41-foot-long cabinet, swung out to give 7 feet of separation. Unit also incorporates AM/FM/FM stereo radio and six speakers. Offered in Scandia Walnut, the price is $425.

ROSIE REPORTS

NEW YORK—It's a great year for the home entertainment equipment business, if recently released reports to stockholders are any evidence. A number of major entities, at least part of whose business falls into the sphere of home electronics products, have issued glowing reports and net profits to shareholders in recent weeks.

RCA, for example, achieved record first-quarter sales and earnings this year. Ampleizing this were reports of its executive vice-president, whose responsibilities include home electronics, as to the expanding company's annual sales. Within the past six years, its RCA home electronics in 1962 increased 30 percent to set an all-time high mark. In addition, he said that home entertainment sales had been the first quarter in 12 years.

Magnavox reported that first-quarter sales were up 22 per cent on a sales increase of 2 per cent. Per share earnings were up 44 per cent over last year's first quarter.

Magnavox consumer products sales formed the rosiest part of the company's balance sheet, up 16 per cent. Stereo phone and TV were both credited with outpacing the industry trend thanks to product innovations by the company.

Zenith, Radio, like RCA, also reported record first-quarter sales and earnings. Stockholders were told that the company's sales were running significantly ahead of the same period of last year, that radio unit production and factory shipments during the period were up 25 per cent from the first quarter in the firm's history, that color TV sales to dealers were double those of a year ago, and that black and white television sales were the hottest of any quarter in Zenith history. Net profits increased 7 per cent for the quarter over a year ago. Admiral, too, reported higher sales and earnings. The firm president, Vincent Barone, said that color TV enjoyed a unit volume double that of the year ago, with "substantial increases" also noted in the stereo phonographs, from $760,000 to $375,000 in sales, up 96 per cent from 5 sales pace throughout the rest of the year.

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South Park Packaging

FLORIDA BOOM

Store Packs 'Em In and Sells

NORTH MIAMI, Fla. — A 1963 Spring lawn and garden show, with the public being shown all the new and more equipment, according to Ray Muton, secretary-treasurer of the Big Jefferson Super Store here.

When Jefferson stages a "ster- eoman's outing," it attracts the attention of both stereo phonos, tape recorders and TV, either with these with FM radio, the major "hook" for pulling thousands of people to stores, and in bringing up of a full-scale FM broadcasting station right on the scene.

"There are some people who have at least a fair notion of how things hing of how FM broadcasting is conducted," says Muton. "They are very interested in this new development of bringing FM broad- cast operation can be depended upon to bring in a large crowd."

In the last few years, the emerging of FM broadcasting FM broadcast- ing station is one not in the 2,000-square-foot au- diorum here, Jefferson Super Store, that has made a great deal of business for the firm. The adver- tises for both attendance and for quality of performance. It is a home stereo set that was a stereo broadcasting station set up by WAEZ, one of the more popular FM radio stations in Miami. With familiar fig- ures on the air and with the use of advertising, the methods used, and pick- ing up the actual broadcast on one's own FM receiver, store, this exhibition was a solid effort to bring in business for the sale of stereo tape recorders and phonographs, up to as much as $2000, which has been the case for many people could be listening to stereo simultane- ously. They are determined to make the event still more successful.

During three days early this year, the Jefferson Super Store showed over 1000 people all existing records for sales.

increasing the number of speakers and placing them in the right spots, it would not be nec- essary to sell it at a profit level. But in the long run, the cost of production fell, in its effort to sell a product that was more than $1000 for a topnotch stereo phonograph combination.

"Had a prospect who complained that although she wanted stereo in her home for a player of that size," wrote another salesman. "Shielded to answer her objections, the customer bought and seemed quite relieved." Needed employees have found it useful to other salesmen.

"Customer was obviously interested in high fidelity equipment, but complained that she had not heard much of the high volume which she had always associated with the equipment," one report read. "Showed her that by in-
UNITED ARTISTS RECORDS, one of the foremost producers of motion picture sound tracks in the world, proudly presents an Academy Award winner and four brand new releases.

**Divorce Italian Style**

Original Sound Track

*DIVORCE ITALIAN STYLE*—This delightful musical sound track from the highly successful comedy is just as entertaining and a must for listening pleasure. Academy Award Winner.

UAL 4105 UAS 5105 (Stereo)

**Mondo Cane**

Original Sound Track Music

*MONDO CANE*—Hailed by Bosley Crowther, of the New York Times, as "A brilliant musical score". The vocal singles from the music in the album show all indications of being smash hits. This album is the original motion picture sound track.

UAL 4105 UAS 5105 (Stereo)

**The Great Escape**

Original Sound Track Music

*THE GREAT ESCAPE*—Here is a picture comparable to that smash motion picture hit, "The Bridge on the River Kwai" full of suspense, excitement and spine-tingling action. Every bit of the music from this great album keeps pace with the action on the screen.

UAL 4107 UAS 5107 (Stereo)

**Dr. No**

Original Sound Track Music

*DR. NO*—Just released, this outstanding and fast moving, racy adventure film. The music is superb and currently the JAMES BOND THEME single is now on release.

UAL 4106 UAS 5106 (Stereo)

**Irma La Douce**

Scheduled for release in June, the famous Broadway show IRMA LA DOUCE heralded as one of the top motion pictures of the year produced and directed by Billy Wilder. A top-notch motion picture score.

All on the famous label...
Mathis to Mercury July 1

with the Columbia club, which could mean that the Mathis-Mercury releases would end up for sale through the club. Helen Noga said that so far as the club is concerned, it was not yet settled whether Mathis’ Mercury releases would be available to the Columbia club or not.

Mathis’ signing with Mercury through Global ends wild speculation in the trade as to whether Mathis would go after Columbia. Up until last week many companies were convinced that they had the inside track on the singer, and the rumors were that he was set with Warner Bros. However, it is now official—Mercury’s got Mathis.

The charter leaves Columbia, both as a hot singles seller and a hot album seller. It is reported that he has royalties of close to $1 million in his Columbia account.

Label Jumping Dizzies Trade

...continued from page 1...

at their original label, and the hotter they are the more they want the attention.

Sometimes, of course, it’s because in today’s competitive record business, with so many well backed firms around, they can get a better deal, bigger guarantee and more front money than their original label will offer. And sometimes it’s because they are able to set up their own producing firm, handle their own record dates and recruit the talent to manage by going with a new label.

The change of artists from one label to another over the past year has been so extensive that Billboard has prepared the accompanying chart showing these label changes, so that our readers can keep up with who’s on first.

WHERE THEY WERE . . . AND WHERE THEY ARE

Here is a list of key artists who have moved from one label to another in the past year or so:

WHO
Johnny Mathis
Bobby Darin
Paul Anka
Dion
Andy Williams
Sonny Bono
Vladimir Horowitz
Symphony
Mel Torme
Eddie Hodges
Fats Domino
Rick Nelson
Jimmy Smith
Louis Prima
Kelly Smith
Count Basie
Duke Ellington
Pete Page
Rosemary Clooney
Erroll Garner
Dizzy Gillespie
Alvis, Theodore &
Simone Chishum
Diana Eddy
Hugo Winterhalter
Ernst Alwin
Thelonious Monk
Faron Young
McGuire Sisters
Teresa Brewer
Johnnie Ray

FROM
Columbia
A&M
United Artists
Columbia
Columbia
Columbia
Columbia
Atlantic
Columbia
Atlantic
Columbia
Atlantic
Columbia
Columbia
Atlantic
Columbia
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Atlantic
Atlantic
Atlantic
Atlantic

TO
Warner Bros.
Capitol
Vogue
ABC-Paramount
Columbia
Columbia
Columbia
Command
Atlantic
Capitol
Capitol
Capitol
Capitol
Vogue
Capitol
Capitol
ABC-Paramount
ABC-Paramount
ABC-Paramount
ABC-Paramount

Liberty
Vogue
Coral
Mercury
Mercury
Capitol
Capitol
Mercury
Capitol
Capitol
Capitol
Capitol
Capitol
Capitol
Capitol

PHONES LISTING BETWEEN $151 and $200

BEST SELLING
PHONOGRAPH, RADIOS & TAPE RECORDERS

These are the nation’s best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A representative panel of such establishments is based on the rank order of manufacturers’ sales at each dealer, and weighted by the number of dealers manufacturing 25 or more of the total dealer points listed below.

PHONES LISTING BETWEEN $151 and $200

1 2 3 4 5 6 7 8 9 10
$38.1 $13.1 $8.3 $5.7 $5.5 $5.0 $4.8 $4.3 $4.0 $11.2

Since this chart is based on the previous month’s sales, it is conceivable that certain brands will appear at one time and not at another because of different production and distribution factors.

Despite the fact that the above ranking applies to each dealer, those that appeared in previous issues for this category and do not happen to meet a listing above are shown below with their rank order in the issue indicated in parentheses.

DISK DEALS FOR DEALERS

A summary of promotional offers by manufacturers and distributors currently offering records at special rates. Shown where applicable is the starting and expiration dates for each deal as well as the date and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.


One album titled "Motter Town Revue" featuring various artists. One free for each three purchased.


A 12½ per cent discount on all LP’s in catalog.


Special 11 per cent discount on the label’s 1963 national best sellers known as the Prestige Gems. Also 10 per cent discount on all Prestige Prestige


A 15 per cent discount on catalog merchandise for duration of the period.


On the Music Industry Sales, Cowley Capps and Bluegrass Album Sells, dealers get one for every 10 purchased under both sales plans.


Includes all new albums of 20 or more points at 5.7 per cent exchange privilege on the album.


A 15 per cent discount on all product on Tru-Sound, Tru-Sound Gospel and Tru-Sound Latin American lines.


A 15 per cent discount on allnew LP releases and 10 selectly selected entries.


Capitol-of the-World-Christmas-Choir-Christmas LP sleak of 27 LP’s. One free album for each two purchased. Includes new Christmas release.


On all Doo-wop albums—Buy three, get one free.

Copyrighted material
It's literally to some shows. 

Anita Kerr, in fact, had provided a fine instrumental accompaniment to the famous "San Antonio Rose." Don Gibson drew special platters for his rendition of "San Antonio Rose." "I Can't Stop Loving You," Sue Thompson broke things up with her rendition of "Norman" and the Hank Williams hit, "I Can't Help It." 

Weintraub Whirling

(as a single), Mike Settle and the Big Three, Allen and Grier and the Big Three are both co-managed by Weintraub and Roy Silver under the banner of New Talent Directions.

Live Dates

Weintraub isn't certain yet whether he'll record his talent at the Club or in a studio but he can go either way. The Bitter End has been the site of six live recording dates already, including the Earliers, Pete Seeger and the Chad Mitchell Trio, and the club has the electronic equipment to do the job. But perhaps that's beside the point. The fact is that in Weintraub, the folk business has an active champion, who gives a good bit of his time championing at the bit seeking out new talent and making arrangements for the talent to go places fast.

The folk fraternity should be glad it has him and just hope he won't get restless again and check the scene for a bit in Tel Aviv working with talent recruited in the Negev region.

Folk Music Radio

on a remote to do Jimmy Deftwood and Manny Lipscomb.

"We've found now that the college upsurge in folk interest has meant extra mileage for the shows. Now we've re-edited some of the earlier shows with new commercial spots directed to college students on the afterwork jobs open in the Social Security Administration. Literally hundreds of college stations are now using the show. It's really a natural talent exposure medium!"
new trip-relay bank! new "inner" cash box! new stainless steel backglass trim! all highlight chicago coin's 6-player puck bowler

STRIKE BALL

That new 'SERVICE-EEZ' Trip-Relay is terrific!

New trip-relay bank! New "inner" cash box! New stainless steel backglass trim! All highlight Chicago coin's 6-player puck bowler

Plus 6 PROFIT-PROVEN GAMES-IN-ONE!

- BEAT-THE-CHAMP!
- STRIKE BALL!
- DUAL FLASH!
- SUPER STRIKE!
- FLASH-O-MATIC!
- REGULATION!

Available in choice of 2 coin chutes: 10c; and two nickels, dime, quarter and half-dollar!

PROFIT PROVEN 2 Player

ALL STAR Baseball

FIRST And ONLY Baseball Game Featuring

"CANCEL-AN-OUT" Play

CHOICE OF REGULAR OR FREE PLAY!

Today's New Bowler Sensation!

GRAND PRIZE

NEW! "SWING-AWAY" Servicing — Provides INSTANT ACCESS to Interior Mechanism without moving Game!

1725 W. DIVERSEY BLVD.

Chicago Dynamic Industries, Inc.

CHICAGO 14, ILLINOIS

www.americanradiohistory.com
Operators Seek Celler Bill Alternative
Ark. Court Rules Payoffs For Free Games Legal

LITTLE ROCK — Circuit Court Judge William J. Kirby said from the bench last week he did not believe making payoffs for free games won on pinball machines amounted to operating a gambling house.

Operating a gambling house charge in Arkansas is a felony. The judge had before him several cases filed by the Pulaski County prosecutor's office which charged the felony.

The cases stemmed from alleged payoffs made by location owners in cases in which patrons won free games and received money.

Judge Kirby said he based his opinion on the fact that the 1963 Arkansas Legislature did not outlaw pinball machines in the state. Such a bill was introduced but did not pass.

Therefore, the judge said, he believed pinball machines are a misdemeanor, was the most serious charge the prosecutor could bring for pinball payoffs.

The judge suggested that the Arkansas Supreme Court should decide the question. Judge Kirby re-set the cases for trial in September.

Wurlitzer Opens Unit On Coast

SAN FRANCISCO — The Wurlitzer Company has opened a factory branch at 154 Van Ness Avenue here, with Walter Huxtable, a veteran music man in the Bay Area, in charge.

Emery Distributing Company, which had represented Wurlitzer in Northern California for several years, terminated its agreement with Wurlitzer last week by mutual consent.

Bob Rowe, Wurlitzer sales manager, said that relations between factory and Emery are cordial and the move was made at the wishes of both parties.

The branch is holding open house for all Northern California operators.

Muoio Joins Bilotta Staff

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Muoio had formerly sold the Wurlitzer line for another pinball company and had been a motel operator. He will cover Western New York State.

Wurlitzer Brass Maps Year's Plans

NEW YORK — East Coast Wurlitzer distributors gathered at the Summit Hotel here Monday through Wednesday (14-16) to learn company plans for production, sales and marketing plans for the balance of the year. Similar meetings are being held in the Midwest and West this week.

Bob Bear, sales manager, told the distributors that Wurlitzer phonograph sales for the first four months of the year were running 20 percent ahead of 1962, and that in 1962 the phonograph sales were 10 percent higher than those of the previous year by 22 percent.

The distributors heard Bear; A. D. Palmer, advertising and promotion manager, and Hal Cook, publisher of Billboard, discuss a new concept in juke box sales. The plan will be announced in the next two weeks.

In addition to Bear and Palmer, Wurlitzer executives on hand for the meeting included Hank Petert, factory service engineer; Hank Barber, the company's advertising expert; and Fred Osborn, director of phonograph engineering.

Attending the meeting were Christian and Jim Donnelly, Diamond Sales, Norfolk, Va.; Phil Swiney and Jim Hunter of the company's Boston sales branch; Irv Sandler, Sandler Distributing, Minneapolis; Marvin Roth and Leonard Lucas, Banner Sales, Wilkes-Barre, Pa.; and other major Wurlitzer distributors.

Expect 500 At Coinmen's UJA Dinner

WILLIAM CAIN
NEW YORK—Some 241 reservations for the United Jewish Appeal's Coin Machine Division Dinner, to be held at the Americana Hotel June 4 (Tuesday, 8:30 p.m.), have been received at a committee meeting here. The committee expects about 500 to attend.

MAYS ROLE AS COLLECTION ARM SEEN POSSIBLE

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Operator opposition to any restrictions in their regulations on payments is still polarized, but legislators within MOA admit that the chances for passage of some sort of legislation removing the exemption and substituting a royalty payment formula are at least 50-50.

MOA has many objections (Continued on page 38)

BIDS FOR UPPED PAYMENTS

(Continued on page 60)

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BIDS FOR UPPED PAYMENTS

(Continued on page 60)
European News Briefs

WEST BERLIN — The West Berlin operators association is pressing a campaign for "fair competition," focusing on the protection of operating locations through contracts.

Most of the friction in the operating trade stems from location disputes, and this controversy, in turn, stems from failure to write tight, complete contracts.

The Berlin association is working on the draft of a model location contract designed to eliminate controversy and plug common loopholes. Aside from tightening contract terms, the Berlin association is trying to get agreement of operators on a "code of ethics" to ban "location jumping" and the offering of excessive inducements to get locations.

BREMEN — Operators in Bremen (Nordwestdeutsche Automaten-Verband) have re-elected Heinrich Luettel their president.

Other elected to serve with Luettel are Fritz Gerhards, vice-president; Heinrich Horna and Fritz Kirchner, secretaries; and Alfred Poppeler, treasurer.

Elected to the board were Hans J. Wilhelm Grohs, Werner Laue, Helmut Denich, and Georg Timm.

Zermatt Juke Boxes

ZERMATT — All phonographs in this tyrolean-ski area of Switzerland have been removed from operating locations and disinfected. The first phonographs are being returned to play, and it is expected that operation will be normal by the end of June.

Whether the vacation trade will soon return to Zermatt is still an open question, however. Operators are cagey about committing themselves, but it is an open secret that a substantial number of phonographs are being pulled out of Zermatt at least temporarily for sitting in other areas of Switzerland.

The Zermatt disaster has posed new problems for the Swiss operators, the main such problem being as to what degree operators should insist on hearing a voice in resort-area administration. Some operators contend that the Zermatt scandal was predictable and would have been prevented by operator protests.

Membership Drive

VIENNA — Austria's operators association (Der Verband des österreichischen Automaten-Gewerbes-VOAG) is conducting a drive to enroll proprietors of location-owned equipment as members.

The VOAG now has just under 200 members for all of Austria, a large proportion of Austrian operators but a small number in relation to phonographs in operation.

This results from the fact that 80 per cent of Austrian phonographs are location-owned, and location-ownership is so firmly entrenched in this Alpine land that nobody predicts an early shift to operator ownership.

Operator strategics reason that, in these two columns. From left: Casey Karpinski and Jim Grosskiewics, both of Kiewpie Novelty Co., Milwaukee.

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Zip:
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Forums Slated for MOA Meets

CHICAGO—Forums on programming, route administration, and government developments will be held by Music Operators of America at its September 4-6 convention in the Morrison Hotel here.

MOA will also hold a special forum for officers and staffs of State and local associations.

Ted Nichols, forum committee chairman, said the forums have been planned to not interfere with the exhibit hours. Exhibits will be open in the afternoon. The forums will be conducted in the morning and on one evening.

Name Sought

Nichols said the programming conclude will open with an address by a well-known music personality. MOA has been asking record companies for an appropriate name. Also participating will be operators and one association owner.

The route administration forum will be started with "an experienced vending operator discussing methods in running a route." Juke box operators will also discuss maintaining relations with locations, how to handle routines, the importance of service, and the use of checkbook information to keep equipment in proper rotation.

The forum on governmental developments will cover the filing of Form 1099, new equipment depreciation schedules, and local government attitudes toward jike machines since the passage of the latest amendment to the Johnson Act.

Special Forum

The special forum on State and local associations will cover various programs encountered by the groups, including publications and membership. Joe Silverstein, business manager of the Philadelphia Amusement Association, will be chairman.

Other members of the forum committee are J. Harry Steadgrass, Albuquerque, N. M.; Norman Geffke, Seattle Falls, S. D., and Henry Leyser, Oakland, Calif.

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Shuttle Alleys

and

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WELCOME EVERYWHERE

* UNITED MANUFACTURING CO.
1401 W. California Ave.
Chicago 18, Ill.

Report From Britain

British Sales Report

LONDON—British operators are snapping up a native-made fruit machine titled "Duchess," which incorporates German works inside. It is pennysize.

Italian-made grab-cranes and foot- ball tables are also winning favor. The machines carry no brand-names, yet are elegantly finished, compete well with branded lines in performance.

Osvaldo Bernini, Florence, is doing well with his Cheekmat fruit machine.

Walker on Mend

LONDON—Fred Walker, partner of Ruffler & Walker, Ltd., Rock-Ola distributor in the United Kingdom, is "reasonably fit" after a severe spell of sickness which hit him after the Amusement Trades Exhibition in March.

He plans to shuffle more of his chores onto Gordon Walker, 29-year-old son. And the firm is seeking an executive manager to decentralize further administration, he indicates.

Walker began, with Bill Ruffler, in the coin-equipment business "with 800 apiece" in 1933. The firm's annual turnover is now around $6 million, and the premises are one of the biggest set-ups in Battersea.

Operator Aristocracy

LONDON—Among the thriving coin-equipment operators in the United Kingdom are wartime Wing-Commanders, Naval skippers, and clergymen and medical doctors.

Out-ranking all is the Duke of Bedford, who operates pinball machines and juke boxes at Woodbury Abbey, Bedfordshire.

A London operator, mindful of the prestige practice of the nation's commercial incorporations, intends to propose the peer as a member of the 153-strong Phonograph Operators' Association.

"It would certainly help our image," he declared.

Bedford does his own buying, in the Lavender Hill office of Ruffler & Walker, Ltd.

See-Going Juke Box

SOUTHAMPTON—Transvaal Castle, Union Castle liner under refurbish in dry dock here under refurbish in dry dock, has been equipped with a Seeburg A7100 juke-box.

It is in a recreation room on the afterdeck and is operated for passengers on free-play.

Installation was by Fred Johnson, area man for Ditchburn Equipment, Ltd. The ship is on mail service to Las Palmas and South Africa ports as her regular chore.

BOAC Programming

LONDON—A Bal-Aini juke box is deployed by BOAC airline departure-arrival public address systems at London Airport.

The magazine is loaded with the discs announcing take-off or landing immunities, giving flight numbers, but no times.

Walker Visits U. S.


JUKE BOX HAS ORIGIN IN CHAUCERIAN PROSE

LONDON—Snooty elements in the United Kingdom whose disdain causes coin traders to call the juke box a "phonograph," this market can reflect on the fact that the term is Old English.

This is the view of researcher Len Collum, factory manager of Ruffler & Walker, Ltd., London Rock-Ola distributor.

Juke derives from "juite music," a species of inferior string ensemble which frequently the taverns adjacent to the English jut mill in the northern counties, he says. This was during the time of highway brigands like Dick Tarpin.

"It was terribly noisy and dissonant stuff," Collum declares. He thinks British settlers took the style and its description to the U.S. which made it "juke" because it is easier to pronounce.

German and British musical box makers exploited the market comprised of these textile taverns, hence jute box, now juke box. An engaging etymology.

N. J. Operator Plans Atlantic City Arcade

ATLANTIC CITY—Memorial Day is set for the opening of Mac's Gameland, the third installation here of James McDonald, local game and arcade operator.

The Boardwalk installation will be in the motel section in the Deauville Building.
Lack of Pop Product Retards UK

Continued from page 35

Cyril Storch, partner of Phonograph, Inc., said that the firm won’t handle film-juke box machines until the film selec-
tion criteria are in line with the standards by which the firm now handles distributors. He said, “Many of the juke box manufacturers now have sizable parts of their business as the singles on their juke box inventories.”

Thus the film-juke box distribu-
tors here are essentially having to rework the juke box market to try to create their own clicks. Tunes come from old and recent hits, even from big hit names, like Acker Bilk, Shane Fenton and the Karp Brothers.

Stubborn Views

The disc jockeys have stubborn views all aspects concerning their products. And their new-
ly formed trade organizations are engaged in the “managed” type of competition and fed-
erated action by the British Phonographic Industry, which is the members’ aggregate guild.

No early bending in this re-
gard is to be expected, or to be, but, or the film-juke box distribu-
tors.

The relative success of Cine-
box and Scopitone is conceded by trade watchers as a result of “good personal salesmanship” by K. J. Strachan and K. B. Johnson and their representatives respectively.

With only some 130 cinema-
juke box units in play in the teen and radio markets, as well as “Sanbolero,” with Stan Getz on Verve, a jazz-pop entry, “Maid in Heaven,” with Bob Justin on Wards, a get this Hawaiian rock and roll ditty.

Juke box collections are gen-
erally slow during this time of year, and several are looking to the film-juke box market for several hot and cold days, and nothing much to be sure, but just a kind of excitement in the market and teen spots.

Slow Track for Chicago Entries

By NICK BROY

CHICAGO — To use race terminology, it has been a slow read in at least a lot of the entries as far as the juke box scene here was concerned.

Collections and record sales were both off. A wide field of new and re-recorded entries but sales were off and that really struck me on the horizon. With the situation, Capitol was first with a mono catalog, but that really wasn’t strong on the horizon. "Let’s-scale-up-the-readership-
base on Capitol continued to pick up after breakout here several months ago, Rock ’n Roll Stranger," with Barbara Lewis on Atlantic was very hot in the market and is now starting to be on the "Charmaine," with the Bachelors on London and a new cover record by the Four Preps on Capitol. The London record has been selling moderately, but evidently well enough to interest Capitol in their pressing.

The Four Preps even changed their style to get a direct copy of the London’s version. It’s a Pop-Western sound and could get a lot of juke box action.

"Get You On My Mind," Cookie and His Cup Cakes on Chess is getting good action in the teen and radio markets, as well as "Danger" by Vic Dana on Daltron.

A couple of more unusual ones are "Sanbolero," with Stan Getz on Verve, a jazz-pop entry, "Maid in Heaven," with Bob Justin on Wards, a get this Hawaiian rock and roll ditty.

Juke box collections are gen-
erally slow during this time of year, and several are looking to the film-juke box market for several hot and cold days, and nothing much to be sure, but just a kind of excitement in the market and teen spots.

Seek Better Bill Alternative

Continued from page 35

House Bill 5174, but one of the problems with the bill is the belated creation of a Congressional appointment committee to deal, police and distribute a per-
ma-

Chicago Tribune.

the latest Resort

As a last resort, MOA would prefer that it, rather than a governmental board, be responsible for the collection of the funds.

But sources within MOA—
sources who could not be quoted—empha-
sized that this arrangement would injure the best interests of the bargaining unit. As any long as each side can thrive and flourish, while the emo-
tion exists, MOA plans to continue the fight.

It was in this frame of ref-
ence that the committee from all parts of the State attended a joint meeting of the Wisconsin Music Merchants and the Milwaukee Operators Association Monday (13) at the Ambassador Hotel here.

Top Speakers

They heard the managing Direc-
tor of MOA’s New Look” and outline some of the national trade group’s major objectives.

They also heard from the Vice-President, president of the Wisconsin As-

Convention Plans

Tentative MOA convention plans call for a Friday afternoon session. The MOA, according to Blundred, is driving to improve the pub-
lic relations image of the juke box operator, "We need the co-op-
operation of all segments of our industry to accomplish this vital goal," he said.

Blundred listed these among pressing MOA projects: Develop-
ment of an industrialwide code of ethics; a survey of location contracts, and establishment of a film box mechanics school.

The proposed mechanics school would not use movie manufac-
turer personnel as faculty members, Blundred said. "We hope to have production film manufactur-
ers train technical school teachers and prepare them to take over as instructors. The faculty will not be made up of company personnel."

The chairmen of this jump-5-

THEY WENT DOWN TO ST. JAMES INFIRARY

LONDON—A juke box is racking up top collections in of, all sites, the crypt under Bolton, Lancashire, Cathedral.

The crypt has been turned by the parish, Father Oates, into a club for the hip section of the community.

Titled "The Crypt Cats’ Club,” the restaurant’s main feature is the juke box, the powerful source of tunes from the "new" decade, by Symplicity Ltd., London, reports R. A. Seabrook, managing director.

The returns are “far more than average,” he indicates, adding that Father Oates finds the juke box installation a winner for rounding up both food and extra church funds. The Lowestoft Education Committee, anxious to get the fishing town’s youth off the street corners, has equipped its civic cafe with a juke box.

This is one of the few instances where town elders have turned their backs to draw U. K. youth together, Seabrook credits the instrument in the schools class as a factor toward changing official attitude toward juke boxes whose name in the trade is still "phonograph” in an attempt to achieve better status here.

Germans Await Juke Box Results

Continued from page 35

first U. S. location test of Cine-
box in Philadelphia, where David Rosen, the local Rove-
AMI distributor, would do a double 
transaction out—one in a luncheon-
dine and the other in a cafe which also offers both live and background music.

The cafe location presumably will test the film box in competition with live and background music, an exacting test which will permit some well-grounded conclusions as to the film box’s potentialities.

What interests the European traders is the question of the test, is the film fare being provided—all or nearly all Italian and British films. This is frustrate the continent’s trade’s thesis that the ultimate fate of these film box will depend upon its acceptance by the U. S. market.

Out of Proportion

Reports that the Cinebox is meeting with “extremely en-
thusiastic” and "impressive" in the U. S. has caused European trade skeptics to do a double take. Just prior to the report from Philadelphia a leading West German coin machine manufacturer (who does not produce film boxes) strongly opposed to this correspondence the coverage Billboard has been giving the film phonograph. He contended that Billboard’s coverage was out of proportion to the significance and achievement of the coin machine producers.

This manufacturer’s school argues that a film phonograph concept has been tested before—it is not a new concept of the war—and that it offers even less prospect of success now against competition from television. Their real concern seems to be that film phonograph will dilute the mar-
ket for conventional juke boxes, without achieving a significant share of the market.

Proponents argue just the re-
verse. They point out that com-
petition from TV was absent before the war; that now it presents a growing challenge to juke boxes and 1963 operators in TV set-side loca-
tions in the evening. More-
over, they point out that film boxes are now available for the cinema juke boxes, and interest in quality pop music is at a peak.

No Reliable Criterion

The mere fact of the boom in European coin phonograph operation is proof that pre-war experience is no reliable criterion for the present—at least not in Europe.

The skeptics are forced to acknowledge, too, that the film phonograph. (Continued on page 66)
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Ditchburn Gets Franchise
For Symphonaire in UK

London — Ditchburn Equipment, Ltd., Wurlitzer dis-
tributor in the United Kingdom, has closed a deal with Sym-
phonaire, background music sys-
tem, New York.

The agreement gives Ditch-
burn sole franchise to manufac-
ture and market Symphonaire
throughout Britain, Europe, and
the entire British Common-
wealth.

Norman Lever, general man-
ger, with the firm's develop-
ment engineer, A. Crossley,
visited New York for the nego-
tiations. Currently they are re-
cruiting a sales force for field
sales and promotion of Symphonaire.

Some effect upon Wurlitzer
juke box sales—remains inério-
t is anticipated in certain areas,
reports indicate. But the over-
all result of the deal is ex-
pected to enable "firmly and
finally in the background
music business," Lever reports.

Competition heretofore already
 entrenched includes Redtone, a
subsidiary of Indra TV, and
Mallard, Music, Ltd. (Muzak).

It is a semi-virgin field to ex-
hibit. Safeway Stores, Canadian
supermarket chain, is estab-
lishing new in Britain. Many
other similar chains exist, and
the use of background programs
is developing faster than the jule
box and coin amusement trade
which currently rides high.

Warm Spell Aids Denver Business

Denver — Somewhat be-
dated warm weather brought early tourists into the Denver
area at least a month in ad-
van
c of the usual influx, with
the result that phonograph
operators throughout the Colorado
capital reported collections well
above average for May.

Along with the pick-up in phonograph play, amusement
machines showed a sharp up-
turn in use because of the
same tourist traffic. Participa-
tion type games, which require
two players or more, were show-
ing the best results, according to a
half-dozen Denver
operators who combine jule box and
game locations.

Leasing the collections list for the week were "Pipeline," with
the Chanteys, "Pepster," with
Paul and Mary, "Heart," with
Wayne Newton, "Loving You," with
Brenda Lee, and "I Will Follow Him," with Little Peggy
Marched.

Wurlitzer Sales Dip; Profits Up

North Tonawanda, N.Y. — While sales of the Wurl-
litzer Company for the fiscal
year ending March 31 were
... down 3 per cent from the
previous 12-month period, net
earnings were considerably lower
than $54,799.4
Sales were $39,215,900 for
the period compared with $41,289,
$54,799.4 for the earlier fiscal period.

B. C. Rolff, Wurlitzer presi-
dent, said that much of the drop in
sales was due to a reduc-
tion in items made for defense.

He added that the sale of
coin operated equipment (music
machines, pianos and organs) was
up.

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Coinmen in the News

Detroit

Maurice J. Feldman, long-
time distributor who runs
the Central Coin Machine
Exchange, recently returned
from a vacation trip to Florida,
but says the dump weather
didn't do any good for his health.

Feldman says that round tables
are the big news in the games
field as far as sales go, with
home reaction-type games going
very well also, in addition to the
coin operated games. He plans
the first sizable promotion cam-
paign for a new game machine
he has undertaken in several
years.

Two well-known names in the coin
machine business, now are travel-
ing from the field here and mov-
ing to Phoenix, Ariz. Mark Linn-
ker, who has been in the business
as the Mark J. Linkner firm for
several years, sold his offices to
the Forest Amusement Company,
operated by Nick Fresa,
who has 12 outlets and a firm
as the Mark J. Linkner firm for
so many years, sold his offices to
the Forest Amusement Company,
operated by Nick Fresa.

The firm will make his home in Phoenix,
where he is a sales agent.

Leo Weinberger, well-established
music machine operator, has
sold his operation to the
Amusement Company, to Ralph F.
Schehiden, operating the Bee
Music Company, and is moving
to Phoenix because of his wife's
health, expected to improve in
that climate. He is reportedly
going into the electrical
lighting business there. Leo grew
up in the coin machine business
at the old 5 & W coin Machine
Exchange, leading downtown
distribution firm in the 1930's. This
was operated by his father,
Michael Weinberger, who
retired and living in Detroit, in
partnership with his dad Schwartz.

Hal Reves

Boston Briefs

Mixing a little business with
good works, Bob Sylvester,
of National Music, Radio & Coin
Company, recently of Somerville,
played a part in establishing the
new N.G.O. Club at Hancom Air
Base in Bedford. Bob worked with
Capt. Edward K. Cane, com-
manding officer at the base, and
Capt. Robert, club manager,
to set up the facility. Bob, the
colonel and the sergeant did
a man-stead job getting together
equipment for a paging and
sound system, which they
up to give the airmen a fully
equipped club for recreation and
recreation. Bob also put in two
juke boxes. . . Dave Compman's
Automatic Coin Machine
Company of Everett bought out
the music routes of the Ameri-
can International Bowling Cor-
poration. AIBC has now retail
in the nation's leading
area, Al Levine, formally
with Redd Distributing Com-
pany, in a new business at 46
Brookline Avenue, Boston, as
distributor for Rock-Ola...

John Hale Leaves
Auto. Canteen Job

Chicago — John B. Hale has
resigned as director of distribu-
tion for Automatic Canteen
Company of America.

He will pursue a number of
interests, including the vending
and beverage fields and will also
remain as consultant to Canteen
on special projects.

Hale joined Canteen in March 1962 as president of the
Rowe AC Services division. He was formerly manager of the
operations division of the Coca-
Cola Company, Atlanta.
Outing Ops Hear Slug Report

KIAMESHA LAKE, N.Y.—The local bulk vending industry was out in force at the third annual joint meeting of the New York Bulk Vendors Association and the New York Automatic Vending Association at the Concord Hotel here Friday through Sunday (10-12).

Stanley Krueitzer and Martin Selman, NYBVMA counsel, detailed the latest developments in the bulk business and, told the operators that the New York Office of the U.S. Secret Service is taking action. New York operators have been taking a bath for $25,000 a year in bingo slugs.

The Secret Service will send letters to bingo chip manufacturers informing them of the penalties, for which they are liable if they persist in making slugs which can be used in vending machines.

Secret Service Agent Charles Greenberg promised the operators that the federal government would co-operate fully with the NYBVMA.

Gitten said that the government must prove intent to convict slug manufacturers. He suggested that bulk operators attempt to convince the slug manufacturers to change their dies.

Mrs. Les Kelly, sales manager of Penny King, pointed out that the government’s regulations with regard to the bulk vending industry are often more stringent than that with regard to other industries.

She pointed out that Penny King at one time made a button with the legend “F.B.I.” Secret Service agents told her that the manufacture of the buttons must be discontinued. They said it might be mistaken for a U.S. judge, even though the sequence of the initials was not the same. Penny King obeyed immediately.

Bill Falk, Plastic Processors, recalled a similar incident. His firm has never made any play coin, with the disks expanded slightly, yet he too had to halt manufacture when the Secret Service objected.

The operators wanted to know why the Secret Service would not seek quickly in cases where the manufacturer made items for illegal use, but moved with extreme caution in cases where the manufacturer is making items for legal use.

The slug situation will be discussed again when the group meets in New York next month.

Free Vendors To Be Given at Open House

OCEANSIDE, L. I., N. Y.—All bulk vending operators who attend the open house sponsored by Buymore Vending and Marks & Ventel at the National Vending Show in New York here June 8 will be presented with the first new Beacon single models.

The two firms will move into their new office building held here a few days before the official opening.

Buymore, the New York distributor for the Beacon line of bulk vending machines, Mark & Ventel, the New York City dealer, will be in charge of the open house. Refreshments will be served throughout the day.

Door prizes will be donated by Plastic Processors and Penny King, charm manufacturers.

Outing Ops Hear Slug Report

Arizona Operator Solves Outdoor Vending Problem

PHOENIX, Ariz. — “All-weather” vending machines are the purpose of an unique stainless steel hood which Star Vending Company has installed at many locations.

The hood, usually used with two-hinged hood as shown, is constructed of polished galvanized metal, to form a protective enclosure around the two bulk vending machines, while completely open at the front. The back curves over, to meet the top, so that Phoenix’s occasional rains run off immediately, to prevent any accumulation of moisture.

The metal enclosures not only protect against the desert city’s occasional rains, but likewise, provide shade, and some measure of heat-proofing, a serious problem where peanuts, for example, are displayed. When peanuts are exposed to the blazing Arizona sun, it is the case with outdoor locations, oil and fats turn rancid swiftly, with the result that in many instances, it takes only a few hours to spoil the vendor’s contents.

Ball gum is likely to become

Stainless Steel Hood

soft and sticky, and most confections are ruined out of the picture altogether. With the next, eye-catching hood, it is almost any kind with the exception of chocolate, can be shown the year around.

Star Vending Company has located many in this year’s vending stations throughout Phoenix, where they operate in conjunction with automatic cafeterias and complete vending banks. The latter set-ups are among the most attractive in the West, so that bulk machines must be snuffed out of an appearance standpoint. The protective galvanized metal hoods do exactly that.

Delta Decals were ready against the use of slugs in vending machines and coin changers are now available to members of the National Automatic Merchandising Association.

The decals are part of NAMA’s National Ani-lug Program worked out in cooperation with the U. S. Secret Service.

Thomas B. Hungerford, executive director, said the decals would deter those who slug machines “just for the fun of it,” but would have little effect on the professionals.

Hungerford urged operators to keep careful records of slug losses to detect and report trends that indicate organized slugging of machines.

He said NAMA would set as a clearing house on slug mat-
Selman Tells Views on Gambling

NEW YORK — Martin Selman, counsel for the New York Bulk Vending Association, presented an industry viewpoint toward charms and gambling charges in the journal of the NYBA. We reproduce the article, entitled, "An Element of Chance," in its entirety.

The test set forth in statutes relating to gambling is whether there is present in the operation an element of chance, the outcome of which is unpredictable, to the parties. In the case of racing, it is clear that when a partner places a bet of $2 or $10 on "Clothespin" to win the eighth race, there's a clear element of chances present. If this wager was made with a bookmaker, it would constitute a violation of our gambling laws.

The State of New York, however, excepted and made legal, wagers made at the track under the pari-mutuel system, the Mayoralty of the City of New York, and the Legislature favored the development of racing.

The opposition claims that regardless of whether pari-mutuel machines at the track are right or wrong, it would be wrong to extend gambling by setting up in the city streets.

The foregoing recovery demands the explosive nature of anything connected with gambling. This industry has had its experience with such statutes where it was claimed that "an element of chance" was present in the operation of the chance vending machine.

Some years ago, a court stated that "it avoids eyes of a child the temptation is a treasure" and accordingly found that a vending machine containing gum balls and charms created an element of chance.

To remove the element, the viewer machine was developed which exhibited to the purchaser in advance what he would receive in return for his coin.

Nevertheless there followed a great many instructions involving the viewer machine as well as the all-chance machine. During the years 1925 and 1935 several dozen were handled in which many imagination acquired the defendants, holding that there was no substantial element of chance involved. But because of the dramatic nature of any operation that under some connection could be connected with gambling, sporadic efforts have been made to bring prosecutions relating to chance vending machines.

Thus the court has successfully argued that the precedent of previous decisions has established the rule that there is no substantial element of chance present in the operation of these vending machines. However, intermittent or inadvertent summaries have continued to be issued and it is hoped that the experience will continue to be favorable to the industry.

The bulk of these favorable rulings to the "viewer" and "all-chance" machines. Recently there have been a few cases involving the capsule machine. It is felt that if the distributors exercise care to see that their machines are in proper working order, properly equipped and do not offer prizes of any kind, that no new problems will be created.

In the event, whether "Clothespin" win by a squeeze or "Handkerchief" by a breeze, will continue to present no new problems to the industry. (Continued on page 56)
COAST HOT DOG ROOM
OP DREAM LOCATION

STUDIO CITY, Calif.—Something of an amusement machine operator's dream is the Hot Dog Show, unique restaurant on Ventura Boulevard here.

The restaurant makes a specialty out of gluttonizing hot dogs, offering many specialty orders, covered with melted cheese, chili, beans and nuts. It attracts many children the year around. An area in the back of the restaurant has been set aside for children's birthday parties, the Hot Dog Show offering the space free of charge to California mothers, on an appointment basis.

Providing entertainment for youngsters are kiddy rides and games provided by half a dozen co-operating operators, all invited by the Hot Dog Show management, who, through their specialty may be, changing them on the average of every three months, so that the Hot Dog Show's birthday party room won't become stale to regular users.

Typical equipment in the restaurant includes a Top Target by Williams, a de luxe Williams Baseball, a bucking horse, and a John Glenn Space Ship. Both kiddy rides and games are switched regularly, always wholesome, entertaining amusement machines which get the all-important stamp of approval from both parents and city fathers.

With as many as 25 youngsters using the birthday room every day, games get exceptionally heavy play, watched over by an attendant from the Hot Dog Show staff. Frequently, rides on whatever kiddy ride specialty are being used are offered as prizes between games and spelling contests.

Tours Colleges

NEW YORK — Lou Boor- den, head of Title Distributors, is off on a campus tour this week. First stop is Pittsburgh, where he will meet with the graduation of his eldest son, Tom. In May, Tom will receive a B.S. in psychology. After graduation Martin will join the executive training program of the American Plan Corporation in Westbury, N. Y.

VENDING GETS SPOTLIGHT ON TV PROGRAM

CHICAGO — A special program on vending will be shown by 10 educational television stations throughout the country during the next several months. It was filmed in Denver by KRMA-TV and is being distributed by the National Educational Television and Radio Center, New York. Story ideas and background were provided by the National Automatic Merchandising Association. The program is part of the educational television network series entitled "Facinating Coins." Dates and time will be announced.

A LADY GOLFER tries her skill with Pro-Golfer at the recent convention of the New York Automatic Retailers Association convention at the Concord Country Club, Kiamesha Lake, N. Y. John Bilotta, New York State distributor, put the machine in operation during the convention, witnesses of the establishment in which they were located received 40 per cent. Albert Forelli of Port Arthur, an employee of the Jefferson Novelties Company, told the court his firm owned and operated 80 pinball machines. A retired novelty company owner took the Fifth Amendment when he was asked about pinball operations in South Jefferson County before 1946. The State was trying to prove misconduct by Meyer by showing that he allowed pinball machines to be operated before he was suspended. The vice probe by the House General Investigating Committee led to Meyer's suspension.

THESE PATRONS PREFER
MUSIC WHILE WAITING

LONDON—Capper to stories of "most unusual juke box location" 'I've ever met", is tale from a large service engineer who received a call from a West Kensington premises.

The engineer had the back off the machine and was repairing it when he noticed he was in the reception lounge of a hotel.

"Luckily business was not very brisk just then. But I have never seen a juke box so loud in my life," he claimed.

The visor of St. Botolph's Vestry, Whitechapel area, London, has installed a juke box in his mission hall. Purpose here is to distract the rubby-dub and derelict populace whose only home is the mission boards.
Iowa May Repeal Cigarette Vend Ban

CHICAGO—Iowa’s 24-year-old ban against coin-operated cigarette vending machines appears headed for repeal. A bill eliminating the ban was passed by both houses, and Gov. Harold E. Hughes is expected to sign it into law shortly.

The lifting of the ban will be a victory for the National Automatic Merchandising Association and the Iowa Association of Tobacco Distributors, both of whom have been fighting for it since 1949.

The bill makes cigarette sales through vending machines subject to the same regulations as those made by other cigarette retailers. It also contains a provision that machines must be so located that they can be supervised by a responsible person of legal age “who will be responsible for prevention of purchase by minors.”

In February, 1961, the Iowa Supreme Court affirmed a lower Court decision upholding the constitutional validity of the Iowa anti-smoking law.

Wurlitzer installations comprising Lyric jukes... Robert Munro, head of Electrophone of Milan, was in London for a three-day meeting with Geoff Grange of Mac-Matic Sales, Ltd.

Wisconsin Group Elects Millman

CHICAGO — Carl Millman, Automatic Merchandising Corporation, was re-elected president of the Wisconsin Automatic Merchandising Council at the group’s recent Statewide meeting in Milwaukee.

Other officers elected were George Terris, Milwaukee, vice-president; John O’Brien, Milwaukee, treasurer, and Bert Veltzhuizen, Watertown, secretary.

Newly elected to the council’s board of directors were Hal Blotner, Madison; Gerald Zaug, Appleton, and John O’Brien.

David Hartley and John Inzalone, public health counsel and associate legislative counsel of the National Automatic Merchandising Association respectively were guest speakers.

MGM, Verve Added To Seeburg Library

CHICAGO—The MGM and Verve labels have been added to the Seeburg library of little LP stereo discs. MGM adds such artists to the list as Count Basie, Connie Francis, and Harry James. Verve artists include Ella Fitzgerald, Jimmy Smith, Oscar Peterson, and Stan Getz.

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Copyright material
EUROPEAN NEWS BRIEFS

Continued from page 58

that since the trade has failed to alter the situation by excluding the proprietors from association membership, it is only logical to take them in as members.

Soccer Game Glut

PARIS—An indication of what the European Common Market may eventually mean in terms of coin machine product competition is being provided by soccer game manufacturing competition.

The European market is flooded with soccer games from plants in nearly all of the European Common Market countries as well as Switzerland. The latest firm to bid for the rapidly contracting market is the U.S.-Foot Company of Metz, which is offering both manually operated and electronic models.

Trade analysts believe that there must soon be a shakeout in the soccer game manufacturers, leaving a few big firms to dominate the Common Market area. Speculation centers in whether a parallel development is not in the offing for the phonograph field.

Caravelle in Italy

ROME—France's Caravelle film phonograph is invading Italy to compete with the Italian Cinetone.

Caravelle claims to have "outstanding film screen fidelity," to be, in effect, the "cinerama of the cinema juke boxes."

Caravelle's "Tel-Box" has a 24x6-inch screen with intense luminosity, permitting high-quality projection even in broad daylight. The manufacturer, Cie Industrielle Francaise d'Autocollation (C.I.F.A.), says the pictures are perfect because of a precision rolling-off mechanism. Twenty-eight color films can be predesigned to be shown in rapid sequence—20 films take one hour.

Poles Want Juke Boxes

WARSAW—The Polish trade ministry disclosed that Poland is interested in the large-scale importation of used German phonographs.

The ministry said there is a large demand for German juke boxes by Polish restaurateurs and night clubs. Because of technical and economic factors, Poland prefers to import used equipment, with the understanding that the German manufacturer will supply parts and train Polish technicians in servicing and maintenance.

The trade ministry's electronics section estimated that several thousand reconditioned German juke boxes could be imported annually under the trade agreement.

Capri Sales Drive

HAMBURG—The new Capri models are being promoted across Europe from Norway to Cyprus by Rock-Ola's comprehensive network of distributors. Synchronized for the Capri sales drive are Rock-Ola's distributors in England (Ruffler & Walker), France (Mepadi & Co.), Switzerland (Novomat AG), Austria (W. Groenmayer & Co.), Italy (Bruno Dragoni, Milan), Denmark (Dansk Grammofon Automat), Norway (Inter-trade Automatik), Sweden (ABATA)

Celier Bill

Continued from page 58

a government agency to act as a performance rights royalty collector for ASCAP, a private organization.

The discussion following Pierce's talk touched on the role that should be assumed by MOA if 5174 gains passage. Suggestions included utilizing MOA as the collector of the proposed fee, rather than the federal government. Operators also indicated a definite preference that any enacted increase be in mechanical rather than performance royalties, and that plans should be made to test the bill for its constitutionality.

Pierce said Pierce: "If the bill passes, we'll undoubtedly have to turn to the courts for relief."

A $500 check from the Wisconsin music merchants was presented at the meeting's close to Blandford to aid MOA in its battle against House Bill 5174.

Expect 500

Continued from page 55

attend the affair. Guest of honor is Martin Case, district attorney of Nassau County.

With less than three weeks to go, the committee has raised $5,000, considerably short of its goal.

Tuesday's meeting was attended by 200 coinmen, the largest turnout yet. The members voted to present plaques to all manufacturers assisting in the drive and to display manufacturer equipment donated to the cause in the reception room at the banquet.

Handels AG, Finland (Hissinhuolto Oy), and Cyperan (Petros Mourniadis & Bros.)

BAD SHOW, OLD CHAP, I PREFER DUNCAN PHYFE

LONDON—WANTED: HOTEL LOUNGE FOR CHIPPENDALE JUKE BOX. This is the kind of advertisement likely to appear shortly in London.

Ruffler & Walker, Ltd., Rock-Ola distributor, has a side-board sized, oak juke box with Queen Anne legs, and period character. And no takers.

It was shipped by Al Adiekes, Hamburg, when U. S. juke boxes were embargoed at United Kingdom ports.

It is a pristine piece of furniture in first-class audio shape. Just the thing for the Palm Court-style hospice once common in U. K. resorts. But the trend there is toward chrome and formica manufacturers. Bow-legged ensembles, live or static, have been given the pink slip.

Germans Await

Continued from page 58

phonograph has elbowed its way into the U. S. market, albeit on trial, with success never achieved by any European-manufactured phonograph.

Cinébox's rival, Scopitone (manufactured by C.A.M.E.C.A. of Paris, a leading electronics producer), is being promoted heavily in West Germany, where it is being tested at 100 locations.

Cinébox predominates in Italy and shares the French and Belgian markets with Scopitones. A third film box, Caravelle (also of French manufacture), is bidding for a share of the expanding coin cinema market.

Objections of the German manufacturer to the contrary notwithstanding, the film boxes definitely are gaining ground in Europe. They have not won acceptance, but their progress to date is highly encouraging.

Selman Views

Continued from page 63

doesn't, there is reasonable expectation to hope that the courts will continue to echo the words of one of their number addressed to an officer some years ago: "If you fellows are going to bring in these things after you know we disapprove them, then I am going to ask these fellows not to accept any summons and to demand to be arrested and to sue you fellows for false arrest."

"We know these cases are not proper cases and the D.A. is dismissing them. We want this thing to stop. There are a lot of other crimes that could be abolished and enforced. We don't want you fellows to waste your time harassing these candy store keepers or coming into court here and wasting your time. We are not paying heavy taxes for stuff like that."

"Get wise. Don't pull in this kind of junk."

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!


• Lighting all 5 rollover buttons fights 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.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!
NEW DOME DISPLAY
Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.

HIGH SPEED TITLE STRIP CHANGING
With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.

GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE
To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowing displays the message “Press For Top Tunes.” Pressing the bar extinguishes the light, starts the Top Tunes playing.

Every Wurlitzer 2700 Feature is Money in the Bank for You

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you'll quickly agree...

Wurlitzer has the Winner for 1963
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SESSION: BASH. In London to record "Sommy Davis Sings the London Palladium" for Reprise, Davis talks it up with Pye Records execs (left to right) Alan Freeman, a.d.; Davis Roy Harris, a.d., exec. engineer Bob Ayer, assistant general manager Lex Cocks and a.r. manager Peter Knight Jr.

RECEPTION: Reception was held in the Beverly Hills Hotel recently honoring Sir Joseph Lockwood (left), chairman of the board of EMI, by Capital Records president Alan W. Livingston, seen here with his wife, actress Nancy Olson.

COUNTRY BOY IN ORIENT: Ferlin Husky gets colorful reception on arrival at Taipa Airport with Jim Talie and Sammy Pratt on current Far East tour.

LONG TERM PACT: Pop baritone John Gary (right) has been signed by RCA Victor for both singles and albums. Signing is supervised by Robert L. York, division v-p, commercial records creation department.

SUPPORT FROM SCRANTON: In Harrisburg, Pennsylvania Governor William Scranton receives copy of "All Star Festival" LP. Presentation was made by Julian Malin, NARM executive director (left), while NARM treasurer Enzo Castelli, and Peter C. Weinbach (right) of Wambach Distributors look on.

MEXICAN IMPORT: Amalia Mandez, Mexican singing star, was toasted in New York recently by Phil Silverman, of Greene Distributors, while her husband, Comendante Fernandez de la Vega. Mexican police official, joins in. She is under exclusive contract to RCA Mexican.

GARLANDS FOR LIZA: In scene from her off-Broadway debut, Liza Minnelli romps through hit song-and-dance number in "East Post Forward." Hosting show are Don Martin, Paul Charles and Gene Castle.