Coin Machine

OPERATING

MUSIC MACHINE PROGRAMMING
 RECENT STEREO RELEASES

DOUBLE PLAY DISKS
 BULK VENDING

Cong. Comm. Releases Report on Celler Bill

WASHINGTON—The House Judiciary Committee report on the Celler bill to end performance royalty exemption for juke box music has finally emerged, more than a month after the committee had approved the bill, paving the way for House action. (Billboard, August 8, 1963.)

As expected, the majority report penned by the chairman of the Judiciar, Subcommittee on Patents, Trademarks and Copyrights, Rep. Edwin E. Willis (D., La.), said there appeared no reason to justify the "unique exemption" granted juke box operators in the commercial use of popular music. All other commercial use of copyright music requires performance royalty payment, and is subject to damage provisions of the Copyright Act.

A lengthy and angry minority dissent was issued by Rep. Roland V. Libonati (D., Ill.), and a briefer one by Rep. Byron G. Rogers (D., Colo.). Both congressmen hold that the juke box operator is already subject to federal and local taxes and license fees, and that he pays heavily in mechanical royalties for thousands of records used in the machines.

Majority Opinion

The majority opinion holds that operators' offer to pay extra mechanical royalties is no solution. It does not reflect the true performing royalty which is entirely separate from mechanical royalty on records. The majority report points out that all users of records for profits pay both mechanical and performance

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Seeburg Distribs in Europe Meet on Encore in Zurich

ZURICH — European Seeburg distributors gathered here recently for a two-day session on Encore, he company's new for usic system, and the coiceVend line of can evenders.

M. A. I sten, chief executive offices of Musikvertrieb, Seeburg's Swiss distributing firm, and a leading record distributor. Rosengarten is also a partner with Seeburg in several European joint distribution operations.

Distributors from Belgium, Finland, France, Germany, Great Britain, Italy, Sweden and Switzerland were present.

George Gilbert, Seeburg's export vice - president, explained the workings of the Encore, while Max Miller, president of the ChoiceVend Division, held forth on the can and bottle venders.

Arthur McZier, recently appointed Seeburg sales representative for Africa, was also on hand.



M. A. ROSENGARTEN, chief of Musikvertrieb, Zurich, with European Seeburg distributor officials at the recent introduction of Seeburg's Encore foreground music system. Left to right: Henri Herbosch, Seeben S.A., Antwerp; Jack Dimenstein, Musikvertrieb, Zurich; Arthur McZier, Seeburg sales representative to Africa; Rolf Dieter Pohl, Seevend G.m.b.H., Hamburg; Enrico Berthold, Musikvertrieb, Lugano, Switzerland; Willie Rieble, Phoenix Apparate, Karlsruhe, Germany; Rosengarten; Giuseppe Pasquini, Seerome, Italy; P. A. Atterbom, PanNordic, Goteborg, Sweden; John Henderson, Seeburg (Great Britain), Ltd., England; George Gilbert, Seeburg International; Tuomas Tapala, Nordator Compay, Helsinki; Leon Hutmacher, Musikvertrieb, Lausanne, Switzerland; Emmanuel DeGeest, Seeburg European field engineer; Hans Neufeld, Musikvertrieb, Zurich. Also present, but not in the picture: Jean Jacques Gaillard, Socodimex, Paris, and Charles Danneman, Abadan Company, Stockholm.

Coin Export Rise Continues

NEW YORK—United States exports of music machines and coin games continued to soar, with May shipments totaling \$2,922,476, some \$700,-000 in excess of 1962 shipments for the same month.

The latest figures, released this week by the U. S. Department of Commerce, disclose that for the fifth successive month coin export shipments have topped 1962 totals.

New phonograph and both new and used game exports were well ahead of last year's totals, while used phonograph exports trailed slightly.

France was the best customer for American coin machine exporters, with total purchases of \$704,979. Most of this total was accounted for by games—1,227 units valued at \$619,476—with only 95 new music machines and no used music machines shipped.

West Germany was far and away the major

buyer of new phonographs—762 units valued at \$468,773, while Belgium bought the most used phonographs—208 units valued at \$53,941.

The May figures show that France's appetite for novelty games and shuffles is still unsatisfied after the virtual embargo of the 1950's.

They also reveal that despite the burgeoning German juke box production, German operators still prefer the U. S. product for their top locations.

Also, the ratio of new phonograph purchases to used machine purchases is significant. Germans bought 762 new units as against only 20 used pieces, indicating that they are probably using the domestic product for their run-of-the-mill locations and going for the new U. S. machine for their top stops. Given a choice of a new German machine and a used American phonograph at roughly the same price, they prefer the domestic model.

Coin Machine Exports

			Ma	ıy, 1963				
Country	New No.	Phonographs Value	Used No.	Phonographs Value	Amus No.	ement Games Value	No.	Totals Value
France	95	\$ 85,503	_	-	1,227	\$ 619,476	1,322	\$ 704,979
West Germany	762	468,773	20	3,240	452	221,772	1,234	693,785
Belgium	224	173,901	208	53,941	483	136,597	915	364,439
United Kingdom	50	39,665	55	14,070	693	214,676	798	268,411
Canada	83	70,391	30	6,000	331	85,164	444	161,555
Switzerland	91	76,674	_	-	39	21,254	130	97,928
Japan	45	29,186	131	40,630	85	27,481	261	97,297
Sweden	18	13,502	_		88	48,694	106	62,196
	50	48,750	-				50	48,750
Denmark	5	5,156	_	_	155	42,188	160	47,344
Austria	54	44,114	_			_	54	44,114
Venezuela	60	22,628	_		79	20,308	139	42,936
		22,020			84	32,515	84	32,515
TAXABLE .			1		91	32,131	91	32,131
A COLOR DE LA COLOR	3	2,850	_		105	24,481	108	27,331
Other Countries	62	40,035	334	83,489	294	73,241	690	196,765
TOTALS	1,602	\$1,121,128	778	201,370	4,206	\$1,599,978	6,586	\$2,922,476

Fun & Games Spark Coin Outing

York State coinmen relaxed at the Nevele Country Club here Friday through Sunday (13-15) as the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild joined forces to sponsor the week-end.

While the emphasis was on partying and athletics, the operators did manage to squeeze in a business session the second day, with Al Denver, president of the Music Operators of New York, tracing the history of the anti-royalty exemption bills, and Lou Werner, counsel for the New York State Operators Guild advising operators of their legal rights with regard to games and pool tables.

Attendance was the highest ever, with 480 turning out for the Saturday night banquet and 150 attending the business ses-

Out - of - State guests included Lou Wolscher, San Francisco; Art Brier, Minneapolis; Willie Blatt, Miami; George Klersey, Chicago, and Abe Fish, Hartford, Conn.

Prize Winners

Winners of prizes donated by Irv Holzman included Mrs. Denis Hyland, a mink stole; Ronnie Billings, an all-expensepaid trip to Miami, and Mrs. Abe Green, a television set.

Marty Sonin won the \$500 door prize donated by the Music Operators of New York, while Mrs. Sid Mittleberg and Mrs. Dorothy Rosen each won \$25 bonds donated by MONY.

Golf trophy winners were Mike Tartaglia, low gross men; Mrs. Sid Mittleberg, low gross women; Mrs. Nick Nuccitelli, low net women; Mrs. Frank Marks, runner-up, low net women; Abe Green and Frank Marks, tied for low net men;

(Continued on page 56)



vender carries up to 15 different items at up to 12 different prices, ranging from 5 cents to \$1.50. Items are suspended by plastic tabs on a "snatch" auger. Unit has a six-second maximum vending cycle, has a National SCS changer, safety plate glass front and measures 70 by 31 by 31 inches.

OPS EDGE DISTRIBS IN PITCHERS' BATTLE, 15-13

ELLENVILLE, N. Y.—"Bring on the Mets!" That was the battle cry of the Operator softball team after it defeated the Distributor nine 15-13 at the Nevele Country Club here Saturday (15) in the athletic highlight of the three-day outing of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild.

The defeat was a bitter pill for Irv (The Kissing Salesman) Kempner, who pitched one of his better games, holding the Operators to two dozen scattered hits, not all of them for extra bases.

Normally a gracious loser, Kempner muttered something about the official scorer, claiming that at least two of the runs he gave up were unearned. In view of the nine errors committed by his teammates, the charge did not sound unreasonable.

But Norman Bieber (a ringer who is Charlie Sachs' son-in-law) was tight in the clutches for the Operators, bearing down with men on bases and holding off a last inning rally by the Distributors.

Big blow for the losers was Ronnie Billings' three-run homer in the last of the seventh. The score was 15-10 before the blow. However, Bieber then settled down and retired the last two batters. Bernie Boorstein, took time off from his golfing schedule to

pinch hit for the Operators in the fifth and hit a towering triple, scoring two runs. Both runners crossed the plate nearly a full minute before Boorstein dogtrotted into third.

Bruce Blatt, Distributor left fielder, was the defensive standout of the game, with several running catches, bailing out Kempner from some bairy situations

from some hairy situations.

Trade in Europe Not Angry at U.S.

LIVORNO-U. S. coin machine experts are agreeably amazed at the rapport achieved between the U. S. and European trades.

Nothing quite like it has ever been attained before in U. S. business annals. All is sweetness and light-or a reasonable facsimile thereof-within the transatlantic trade. Which would not be particularly noteworthy except that Europe is by far the biggest market for U. S. coin machines, while the U.S. is a negligible market for European product.

Latest figures show Europe accounts for about 80 per cent of the U. S. coin machine exports. In theory, such a massive invasion of the European market should be resented, all the more so since the U.S. moved in during the early postwar period when Europe was struggling to get back on its economic underpinnings.

But this is not the case. There is no visible resentment of the U. S. trade's conquest of the European market on the part of the domestic trade. Rather, the Continental trade resents any suggestion that such is the case.

This is spectacularly the case here in Livorno, where Notomat makes and sells Wurlitzers in Italy in competition with U. S. exported equipment. It is equally true in France, where Emaphone competes against U. S. phono-

graphs.

And it is true for West Germany, where the VDAI, the German trade association, has just issued a statement reaffirming its dedication to free trade in coin machine equipment. The VDAI specifically rejected the idea it might be resentful of U. S. export success.

Analysts here offer two reasons for the harmony sounded by the transatlantic coin machine trade. One reason, as an Italian trade expert here pointed out, "is the enlightened attitude taken by the American trade from the outset. The Americans have helped us build our trade. We know that without American help there would be no Italian coin machine trade as we know it today.

"If the Americans have created a profitable export market in Europe, they are entitled to it. They have it coming, and we are glad."

Italy imported 301 new phonographs in April, the latest month for which U. S. Department of Commerce figures are available. But Italian trade leaders consider this a relatively modest figure.

"We like to see the figures go up on American phonograph exports. Our reasoning is simple: U. S. machine imports are a gauge of the development of our trade-the more American phonographs we import, the faster our trade is growing," one of the executives here said.

Imports Mean Growth

"There is a definite correlation between U. S. imports and Italian trade growth. The more machines we import the more we sell from our domestic production. We look on American phonograph imports as a trade growth indicator."

This attitude is general throughout the Continental trade, and its accounts, whether Continental trade leaders themselves fully realize it, for the almost startling equanimity displayed toward the U.S. phonograph invasion.

In fact, European production of phonographs and games has been growing apace with U. S. equipment imports. European production is at an all-time peak, and quality is improving rapidly.

Continental trade leaders believe, as the VDAI spelled out in its recent statement emphasizing solidarity with the U. S. trade, that U. S. and Continental equipment is complementary, not competitive.

European producers have concentrated on building basic, lowcost phonographs. With such compact boxes, European producers have catered to a largely separate clientele than that for U. S. phonographs.

How U. S. coin machine exports have helped stimulate the European trade is being illustrated at the moment in France, which in April was the largest buyer of U. S. games with 624 units valued at \$323,877. Import restrictions have only recently been lifted; yet, while these restrictions were in effect, games operation stagnated and French producers showed no interest in continuing the restric-

Playing Cards Motif of New **Gottlieb Unit**



SWEET-HEARTS

CHICAGO — Sweet-Hearts, D. Gottlieb & Company's latest release, features a three or fiveball adjustment for a single player. Motif is a card game, with each card on the playing field lighting up a corresponding card in the light box, and all cards relighting the rollovers for specials.

When each of three groups of cards—10, 5, Q, K, A and 6, 7, 8, 9, and 2, 3, 4, 5—are lit, the center hole lights for specials. Two-side targets increase in value as rollovers light five pop bumpers for super-

The game is now in production and is available in distributor showrooms.



CONCERTMASTER OFFERS customers 22 juke box plays for a dollar bill. The machine may be wired into any juke box and is manufactured by Bel-Cal Corporation, Visalia, Calif. Firm also manufactures a line of electronic equipment, including currency and coin changers. Price of the Concertmaster was not given.

Kaye Pool Table Series Now in Full Production

BROOKLYN - The new El Dorado pool table series, shown by the Irving Kaye Company at the recent Music Operators of America convention, is now in full production.

The line is available in five sizes, Mark I, Mark II, Mark III, Mark IV and Mark V.

Formica finish is standard on the two last-named models. It is optional on the first three. Two Formica colors available are macassar ebony with mottled gold and teak with beige. Electric drop chutes are optional on all models of the line.

Other tables exhibited by Kaye included the Satelite, Club Pool and Jumbo Club Pool.

All models will be equipped with adjustable five-inch casters within 30 days. The casters allow servicing without raising the table.

Kaye is also in production on the Continental professional model, a non-coin unit which comes in the regulation fourand-a-half by nin loot regulation size.

Units are ship down in three p one and one-six thick. Formica fig come in deep blue and pa blue, cocoa and beige, pumpkin and eggshell, emerald green and sea green, and cardinal red and white.

Cloths are available in rust, gold, blue and gro a. The line comes with nine-irch adjustable casters.

NAMA Launches Drive To Curb Teen Smoking

CHICAGO - An aggressive self-regulation program aimed at preventing the illegal sale of cigarets to teen-agers is being launched by the National Automatic Merchandising Association.

The program includes a nation-wide study to learn more about teen smoking habits and where they obtain their cigarets.

Results of the study and details of the industry-wide program were revealed last week by Louis Risman, president of NAMA. He said that fewer than 5 per cent of all teen-agers buy cigarets from vending machines.

Seldom Enforced

Risman pointed out that smoking by minors laws have been on the books for many years but were seldom enforced until the current tobacco-health controversy brought them to the forefront.

He noted the association has always supported a policy to comply with State and local laws and the current six-point program implements this policy.

The six steps for the volun-

tary, self-regulation program are:

1. A complete survey by each vending operator of the location of all cigares vending machines to which ors are likely to have accer-

2. Place on all such machines comspicuous decals declaring that sales of cigarets to minors are forbidden by law.

Clearly post the operator's name, address and telephone number on all machines he operates.

4. Reposition machines at the (Continued on page 53)

Seeburg Names W. H. Clark V-P

CHICAGO — William H. Clark has been named vice-president in charge of operations of the Seeburg Corporation. Clark joined Seeburg in March 1956 and was formerly an account manager for 12 years with Price Waterhouse Company, public accounting firm. He lives in suburban Libertyville with his wife and four children.

Denver Collections Down, **But Outlook Not Too Dark**

By BOB LATIMER

DENVER - Collections here are down by from 10 to 15 per cent, as compared with same date in 1962.

All but one of a dozen large operating firms surveyed reported that their losses were near the 15 per cent mark for this year, while the other operator, who had added several mountain-resort routes to his locations, had improved sales enough that the over-all figure was only 10 per cent less than for 1962.

Cited as reasons were a remarkable drop in tourist volume this year, as well as the fact that far more summer travelers are using campers or folding tents for vacation housing, rather than staying in mountain lodges and hotels, which, of course, are important juke box and amusement machine centers.

A look at any highway into the Colorado resort area shows that about one out of every three family tourists arriving in the area has brought along outdoor camping facilities, which means, of course, that the tourist family is more likely to be out in the woods, rather than in good coin-amusement locations.

Outlook Fair

The outlook for the rest of the 1963 season is not bad, however, according to such operators as Don Akins, of Continental Music Company. Given as reasons were the establishment of several important new government plans in the Denver area, multimillion-dollar contracts let to such prime defense contractors as the Martin Company, and generally healthy economics in local business. Where operators have leaned too hard on the tourist flow for volume, there were bound to be disappointments, Akins pointed out.

Most operators in the Denver area are going in for aggressive merchandising more heavily than at any time in many years, using billboards, incentive pro-

grams among employees in locations, better bargains in music, to attract a greater flow of dimes, quarters and half dollars.

Programming trends show much more reliance on 331/3 r.p.m. singles and albums.

Noticeable trends in programming in the Denver area have been the inclusion of far more old favorites, mostly instrumentals, based on the success of two large juke box operating companies, Apollo Music Company and Midwest Music Company, with this type of programming. Operators almost without exceptions are attempting to cut down at least somewhat on the amount of twist and rock and roll numbers appearing on the music

Commission arrangements remain at the standard 50-50, except for a few instances where with new album-type consoles, operators have been able to set up 60-40 splits, based on a higher return for both. There is a complete absence of such features as front money, leases and space rentals.

The loan problem remains as serious as ever, much multiplied by the fact that taverns and cocktail lounges in Denver did not show as good a year for 1963 as during 1962, many of them seeking large loans, to boost their flagging revenues with remodeling. Most operators are turning a stony ear to requests for oversize location loans, but there have been no evidences of loan bidding from one operator to another to garner top spots.

Most operators have maintained strong preferences as to one type of record or the other, not infrequently, eschewing albums altogether. Now, however, it is obvious that 331/3 records, and complete albums, although there is some drawback in the fact that the customer cannot immediately listen to the piece he selects, are going to be increasingly important in programming.

Nobody Got Mathis Yet Fight Gets Rough

By BOB ROLONTZ

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

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

"Johnny will re-cut two sides for Columbia soon for his next singles releases. They're the last sides we will cut for Columbia. When the time comes that I think it's necessary to have another release, I'll make up my mind then where to go."

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

If Mathis finally leaves Columbia in June, he will receive a lot of piled-up royalty money, estimates of which range from \$500,000 to \$1 million. Mathis recently has made a strong comeback as a singles hit-maker after a long dry spell. He has had two hits in a row! "Gina" and "What Will Mary Say?"

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

APRIL 20, 1963 . SIXTY-NINTH YEAR . 50 CENTS

Bilboard

The International Music-Record Newsweekly

Radio-TV Programming . Phono-Tape Merchandising . Coin Machine Operating



* NATIONAL BREAKOUTS

ANOTHER SATURDAY NIGHT . . . Sam Cooke, RCA Victor 8164

THIS LITTLE GIRL . . .

Dion, Columbia 42776

* REGIONAL BREAKOUTS

These new records, not yet on Biliboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

IF YOU HEED ME . . .

Wilson Pickett, Double L 713 (Cotillion, BMI) (New York)

SHUT DOWN . . .

Beach Boys, Capitol 4932 (Sea of Tunes, BMI) (Hartford, Minneapolis-St. Paul)

ISLAND OF DREAMS . . .

Springfields, Philips 40099 (MRC, BMI) (Chicago)

EL WATUSI . . .

Ray Barretto, Tico 419 (Little Dipper, BMI) (Los Angeles)

NO LETTER TODAY . . .

Ray Charles, ABC-Paramount 10435 (Peer Int'l, BMI) (Hartford)

SHAMPOO . . .

Les McCann, Pacific Jazz 350 (Jana, ASCAP) (Washington)

THE FOLK SINGER . . .

Tommy Roe, ABC-Paramount 10423 (Painted Desert, BMI) (Seattle)

WHAT A GUY . . .

Raindrops, Jubilee 5444 (Trinity, BMI) (Hartford)

ALBUMS

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

Jazz Indies Making Those Charts Sing

By JACK MAHER

NEW YORK—Though the number of jazz singles has been at its highest point in the past month on the "Hot 100" charts, it's not the quantity that's flipping record men, it's the regularity. And cause for concern among the majors and large indie labels is

that 75 per cent of the hits and semi-hits in a jazz vein have been on jazz indies—and any number of these jazz indies are planning to keep it just that way.

Independent jazz label representation on the "Hot 100" has been on a steady climb since last fall. Riverside Records, for instance, had three on the charts at one time, "Watermelon Man," by Mongo Santamaria on the firm's Battle label subsidiary; "Meditation," by Charlie Byrd, and "Jive Samba," by Cannon-ball Adderley.

Other top sides from the jazz indies included Vice Guaraldi's "Cast Your Fate to the Winds" (Fantasy); Stan Getz's "Desafinado" (Verve), and Herbie Mann's Atlantic hit "Comin' Home Baby." Blue Note, of course, has had its share with two Jimmy Smith disks hitting the big board and Herbie Hancock's "Watermelon Man" as a single. Verve has a current winner in Ella Fitzgerald's "Bill Bailey," and Columbia, alone among the majors, has had Dave Brubeck moved out with a couple.

Though most of these sides have now dropped out of chart contention, more and more jazz indies are planning for the future. Pacific Jazz, for instance, has its first contender in "The Shampoo," by Les McCann. Steve Allen also has a jazztinged instrumental on Dot with "Gravy Waltz." Both are listed on this week's "Bubbling Under."

Even more important, though, is the kind of material these jazz ensigns are recording and releasing in support of their jazz-to-pop production. Riverside Records vice-president and a.&r. chief Orrin Keepnews has been slanting his singles jazz releases for more than a year to fit the pop market. "Watermelon Man," the Byrd records ("Meditation" was made with strings, for instance) and "Jive Samba,"

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BUG ON WING IN N. ENGLAND

BOSTON — Out of a new dance known as the Bug has come a new record produced by the sales representative of high-brow music radio Station WCRB, which will, of course, not air his record.

It grew out of a new twist dance popularized in this area by the trio of Barry Wilson, Bob Prunier and Mo Burnham. Gene Kilham of WCRB produced the record, had it published by Famous Music Corporation, New York and sold to Dot. "The Bug" is backed with "Gonna Put You Down."

The group was backed by four Framingham businessmen who were instrumental in getting the trio started on the dance in the Camelot Lounge in Framingham. The dance is now spreading to other parts of the country and is popular in New England areas.

Fight Gets Rough In Dispute Over Copyright Act

By MILDRED HALL

WASHINGTON—The velvet glove is wearing thin, and the iron band is showing in argument between creators and users of music over proposed revision of the old U. S. Copyright Act. During four conferences held by the Copyright Office here, and attended by over 50 copyright experts, argument was roughest on two issues:

1. Proposed end to compulsory licensing, which permits anyone to record copyrighted music once it has been recorded; 2. Broadcaster liability for performing rights in copyrighted music which has been incorporated in films shown on television.

The Copyright Office report of July, 1961, a starting base for its draft of a general revision bill, was the subject of four conferences in 1961 and 1962 by spokesmen for music recording and publishing interests, broadcasters, motion picture producers, juke box operators and other copyright interests. The conferences were recently printed for public circulation by the House Judiciary Committee, at the request of the Copyright Office. Discussions and study of written comment will continue until the final draft of the revised law is achieved.

The startling possibility of a whole new performing rights licensing situation, with an end to ASCAP, BMI, and similar groups, was brought into the argument by NBC spokesman Harry R. Olsson. As if the possibility were a strong one, Olsson said that if ASCAP went out of existence, or groups of publishers decided to license their own music separately, the broadcasters would be in trouble. Under the proposed revision, the author would retain his performing rights in every piece of copyrighted music incorporated or "synchronized" into a Hollywood movie or any film shown on television, and the broadcaster would be liable to separate performing rights payment on the music.

The Olsson argument tied in with the current court fight by broadcasters to get clearance-at-the-source for music in films for TV from ASCAP. ASCAP won the first round of the battle in First Federal District Court in New York, where Judge Ryan ruled against the TV station appallants. ASCAP hopes to knock out further court appeal on the grounds that the TV station owners are not a party to the ASCAP-Justice Department consent agreement.

Recently, the Copyright Office informed the Senate Judiciary Subcommittee on

WRITERS WIND UP IN SWEDEN

NEW YORK — When you have a song called "The Common Market" where do you have it recorded? Americans Larry Douglas and Walter Bishop tried Paris without luck, so they went on to Sweden, where Karusell Records recorded the tune with an artist named Betty Dubois. Backed by "The Russian Rocka Bossa," by the same team, the tune has been issued and Karusell is currently looking for release in this country.

FCC Opens Hearings on Chi Station

CHICAGO — Federal Communications Commission opened hearings here last week on alleged programming violations by WYNR, new McLendon Corporation-owned "rocker."

Sponsors of foreign language programs formerly heard on the station charged that WYNR management dropped the segments in violation of agreements made with the sponsors and without considering the public interest.

Opponents of the station also charged that cancellation of the foreign language shows has deprived Chicago of a needed public service. They said that Mc-Lendon had promised to maintain the programs after he took over the station.

WYNR's rockin' 24-hour-perday "format" music program has moved the station into fifth, fourth and third for morning, afternoon and evening segments respectively.

Copyrights that not all of the "tentative recommendations" in its 1961 report will be put into the final draft. However, neither of the proposals urged by record companies or broadcasters re-

(Continued on page 10)

MOA Has Rosy Look

By NICK BIRO

CHICAGO—The Music Operators of America concluded its annual spring board meeting here last week on what is probably the most optimistic note in the association's recent, troublepacked history.

For the first time in two years, MOA appears on the verge of attracting every major U. S. juke box manufacturer into the fold. Although there were no solid commitments, the MOA meeting was attended by top executives from Rock-

Ola and Seeburg, the two firms together with Wurlitzer who have failed to exhibit at the last two conventions.

Neither Ed Doris or Les Rieck, Rock-Ola executive vicepresident and sales manager, respectively, nor Stanley Jarocki, Seeburg assistant sales manager, had any comment, but their attendance was a strong indication that the firms were interested.

Others Follow Suit

Current feeling is that if one or two of the three join RoweAC Services and United in exhibiting, the others will follow suit.

The appearance by all five would be a tremendous plus for MOA, which virtually has put its life on the line for this convention. Attendance at the last few conclaves has been steadily dwindling and MOA is literally faced with a "do-it-now-or-else" ultimatum from the industry.

If MOA does succeed in attracting the major U. S. juke box firms, it'll also have a strong

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Copyrighted material)

THEY'RE STILL GOING STEADY!



RCAVICTOR

The most trusted name in sound

Pan Am, Rack Subsid Shut Down Operations

N. Y. Site Of NARM Bd. Meet

NEW YORK—The board of directors of the National Association of Record Merchandisers will meet at the Summit Hotel here on Friday and Saturday (19-20).

"Though the NARM board generally meets later in the year, we felt that an early meeting at this time was vital to co-ordinating a group of important NARM projects — namely, the activities of the NARM Committee for the sale of the United Nations LP, "All Star Festival," and the possibility of instituting a series of regional meetings for NARM's record merchandiser members," Cecil H. Steen, NARM prexy, said.

The board will also make final its plans for the 1963 NARM mid-year meeting scheduled for the Edgewater Beach Hotel in Chicago, July 29. MIAMI—Pan American Distributing and a rack jobbing subsidiary firm known as Record Rack Service, Inc., ceased operations here last week. Closing of the business came as a shock to many tradesters here and throughout the country. Circumstances behind the closing officially remained a mystery at week's end with no statements forthcoming from principals, attorneys or accountants.

The Pan American firm was started some years ago by Sam Taran, and more recently had been operated by sons, Babby and Bobby Taran. The rack jobbing wing encompassed an area of nine Southern States and a new branch was recently opened in Atlanta.

The U. S. Internal Revenue Service, local banks and a factory are believed to be closely identified with the closing.

At press time, however, no moves had been yet made toward declaring either limited (Chapter 11) or full bankruptcy and diskery creditors were waiting for an indication of how the tide would turn and whether reported indebtedness to the government would wipe out any chance of recouping losses.

Nippon Victor Setting Retailer's Price Plans

By J. FUKUNISHI

TOKYO — Nippon Victor held a branch managers' conference in Tokyo on March 26 and 27 when all reports from local districts were scrutinized, and the sales policy for the first six months, fiscal 1963 (April through September) was worked out.

Record sales during January through March 1963 were found satisfactory, indicating an increase ranging from 10 to 30

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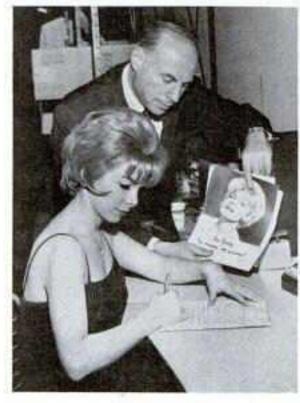
per cent according to various sales territories. The most noteworthy trend is that business at shops switching to self-service system is chalking up a tremendous hike in comparison with shops still adhering to old retailing practice.

Since recording companies are now quite free to supply merchandise to any shop which desires to handle records, whether the shop is a member of the National Record Dealers' Union or not, the number of new shops is rapidly picking up.

Old dealers deal exclusively in records, but new shops sell them as a side line to their main businesses, electric appliances, books and the like. Victor has decided to differ between them by naming the old dealers franchised dealers and the new shops sales shops. The firm will also set up two different rates of wholesale price. Franchised dealer may get disks at 70 per cent of retail price, while sales shop may get them at 80 per

(Continued on page 10)

Sweet Sue



PRETTY SUE KENNY signs long-term contract with Eddie Heller, of Tribute Records, after first album was completed. Her first Tribute single is out this week.

Frank Guida Calls Label Romulus

PHILADELPHIA — Frank Guida, who has produced the Gary U.S. Bonds and the Jimmy Soul string of hits, is forming a new label called Romulus. Label operations will be directed by the heads of Jamie-Guyden, Harold Lipsius and Paul Fein. They will be responsible for all functions pertaining to sales administration, and production. They will expedite the shipment of all orders with direct billing by Romulus Records from their Philadelphia office.

First artist to be waxed by Guida for the Romulus label is Donnie Gentry and the record will be shipped to deejays early this week. Other releases will

soon follow.

Atlantic Signs With New O'Seas Distrib Firms

NEW YORK — Atlantic Records has set new affiliations for its releases overseas. The label has signed on with Festival Records as licensee in Australia and New Zealand. In addition to Atlantic, the assignment also holds true for the Atco subsidiary, but all products from Atco released in these areas will bear the Atlantic logo.

Atlantic and Atco disks are available in nearly 50 nations now, according to Neshui Ertegun, and the Australia and New Zealand links are two more in the growing chain in the Far East. The firm only recently signed distribution arrangements with Cosdel, Inc., in Japan and Mico Record Manufacturing in the Philippines.

CHIPMUNKS' DADDY SAYS NO RENEWAL AT LIBERTY

HOLLYWOOD—Ross (David Seville) Bagdasarian said last week that he will not renew his contract with Liberty Records, and that he has no immediate plans to take his Chipmunk disk characters to another label. Bagdasarian's Liberty pact expired February 28. During his eight years in the Liberty fold, the label sold more than \$16 million of his records.

Liberty President Al Bennett reached by Billboard in Honolulu, said: "Ross Bagdasarian's Liberty contract has expired, and we have been negotiating, and are still negotiating. We have the distribution rights to all the records he has done for us for the next two years. Of course he is free to go elsewhere if he wants to. But no one else could release his product for the next two years. I am hopeful we'll be able to get together.

"Ross has been more than an artist to us. He has been a close friend and has been a tremendous contributing factor to the success of our company. I would hate to see him leave the company. But if there is a parting, it will be on a friendly basis."

All Star Disk Promotions Stir All Over Globe

NEW YORK—Extensive promotion and advertising is being prepared for the kick-off of the "All-Star Festival" album in countries where it has not heretofore been introduced. Experience in other countries is being used to good advantage in planning promotion of the album in Finland, Latin America and Israel.

From April 15 through 18 the album will be the center of much official celebration and excitement. Presentations will be made to President Dr. Guido in Argentina (15), President Alessandri of Chile and His Eminence Cardinal Silva Henriquez, Archbishop of Santiago (18).

In addition, presentations will be made to Senora Carmen Valverde de Betancourt, wife of President Betancourt of Venezuela, and Mrs. Rachel Ben Zvi, wife of the President of Israel. President Arosemena of Ecuador and his wife will receive the album in that country.

In Argentina the "All Star Festival" LP was kicked off with a carnival-like show on TV and radio in Buenos Aires (15). Philips was coming in for some criticism in Argentina for its slow start in promotion. The company has so far only published a small booklet in explanation of the purpose of the record. It was also noted by Billboard's correspondent in Buenos Aires that a charity group, which has no connection with the UN Refugee Committee, staged a benefit for the UN Refugee Committee and the pro-

PHILIPS RUSHES CARROLL DISK

CHICAGO — Philips Records is rush-releasing "Say Wonderful Things," by Ronnie Carroll, the English single which was entered in the annual Eurovision competition.

The single, released in England three weeks ago, has already sold 200,000 copies and holds fifth place on English charts, according to Lou Simon, Philips national sales manager.

motion of the LP. The Associacion de Protection al Refugiado staged the event at the General San Martin Theater by Mrs. Rosa Schlieper de Martinez Guerrero. Some of the stars who appeared were Antonio de Taco,

Hot in Chile
In Chile, the "All-Star Festival" LP has been given strong promotion by Philips. The Gen-

Joaquin Perez Fernandez, Ed-

uardo Falu and Antonio Prieto.

(Continued on page 8)

Billboard BACKSTAGE-

Should Record Charts Be Audited?

WHEN I first started selling for Capitol Records in Northern Illinois back in 1948, I found it invaluable to use Billboard's best seller charts in convincing dealers that they should be stocking Capitol hits. In those days, Billboard charted 10 records each in pop, country, r.&b., plus five best selling albums in both popular and classical. In 15 years, charts in trade papers such as ours have vastly increased coverage and have become of prime importance to the marketing of records.

Ratings have become a big item in other industries, too. And the current House investigation into television and radio ratings has created a stir that is being felt by everybody including audiences.

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

Popularity charts for records first appeared in Billboard in 1935 when we polled juke box operators on which records were receiving most play. From the beginning we took great pride in the reliability and honesty of our information.

As the record industry grew up, the charts took on added significance until today they are vital to the creative and marketing forces in every record company. And virtually everyone, including consumers, record dealers, distributors, publishers, artists, songwriters, have a keen interest in what the charts say. It is of concern to all these components of our trade that the charts, which serve as programming and buying guide lines, be as accurate as humanly possible.

If charts are unduly influenced by economic considerations, a false market condition is created. We at Billboard know this. So our people who are involved with the compiling of best selling charts are continually alert to be sure that the charts passed on to our editorial department are fully and unflinchingly accurate. Our system for chart compilation is always open to inspection by responsible individuals.

Honest and reliable compilation means additional sales and marketing activity for the truly rated best selling record. An independent audit of our industry's rating systems (our best selling charts) will make it unnecessary for government agency or any other outside body to be concerned about the authenticity of the industry's rating systems.

(X/al 13. Cook PUBLISHER

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PX Disk Sales Overseas on Rise

NEW YORK — Slow but steady increases in sales of records are being achieved through the overseas outlets of the Army and Air Force Exchange Service, according to Martin L. Roemer, who heads up purchasing of records and related equipment for the overseas PX installations.

The AAFES is also stepping up, to a marked degree, sales of domestic electronic equipment, including TV, phonographs and particularly tape recorders and black tape, Roemer said.

Discussing the current picture as it reflects disk sales to U. S. military community overseas, Roemer said that a gross volume of about \$20 million is now being done in records and approximately \$20 million is accounted for in home entertainment products. Tape sales are doing especially well, he said, because it has become the thing to be a member of a tape club, wherein one member buys a specific record and the other members tape it for playback on their own tape machines. Tape is also being used for correspondence with families back home. Albums Best Buy

In the record field, close to 90 per cent of the dollar volume is in albums. Of this, as much as 25 per cent is accounted for by country artists and material, 50 per cent, pop; about 8 per cent, jazz, and less than 5 per cent in classical.

"The breakdown," Roemer said, "can be explained somewhat by the fact that for the most part, the buyers are still in their teens and the vast majority are in their 20's. Many haven't yet been exposed to classical, and are barely out of the rock-pop stage."

Prices for disks in the overseas exchange service outlets are less, on the average, than in the States, though some domestic outlets cut the price somewhat deeper. The average going price for any LP, mono or stereo with a list price of \$3.98 or above, is \$2.35. The average current price for singles is 50 cents,



ON MOVE ABROAD: Cannonball Adderley (center) has record, "Cannonball Is on the Move," and he's doing exactly that on European trip. He and sextet were big feature at San Remo jazz festival and here he talks things over with Ron Kass (right), of Interdisc, and Fred Burkhardt of Fontana.

though this may soon be raised to 60 cents. The average markup overseas on both records and equipment is 25 per cent.

Basically Non-Profit

"But we are essentially a nonprofit operation," Roemer explained. "Each year it's true that we show a profit, but all of that profit is ploughed back into the Armed Forces morale, welfare and recreation program at many overseas bases. Each year, a determination is made in advance of exactly how much the welfare program will require. This is the profit that the over-all Exchange Program comes up with. In other words, the profit each year is blueprinted in advance and the operation is geared to provide just that much money."

Each week, New York headquarters sends out a sheet to the outlets in more than 30 countries, listing the top 10 singles and top 10 mono and stereo albums, as well as album and single picks of the week. This becomes the basis of buying by the overseas outlets.

"Our singles list is based on Billboard's 'Hot 100'," Roemer said, "while the album selection is based on new releases and items that are just beginning to get action at the bottom of the charts. Much of the buying taste is established through the American Armed Forces Radio which plays primarily American

One LP that did disappointing overseas business, when it was finally released, was "The First Family." Said Roemer: "They had to get official clearance from Washington on that one before they could sell it, but it didn't do as well as we expected."

K. C. Battle for Ratings Is a Pip

KANSAS CITY, Mo.—A razzle-dazzle fight for ratings is in the works here, with runner-up KUDL taking drastic steps to move powerhouse WHB out of the No. 1 spot.

Both are tightly run "format" operations but KUDL recently attracted national attention when it adopted a "Seletronic" programming system whereby music is picked by an IBM computer.

KUDL, a Tele-Broadcasters' outlet run by vice-president and general manager Irv Schwartz, is increasing its output from 1,000 to 5,000 watts and is going from a daytime to a full 24hour-per-day schedule.

KUDL has also added a new staff for its battle. S. Morton (Doc) Downey, formerly pinch-hitter at Chicago's WYNR, moves in as assistant to Schwartz, and will also do a 7-10 p.m. show.

Other jocks are Perry Murphy, formerly with KLMS, Lincoln, Neb.; Paul Wierman, WJRL, Rockford, Ill., and Johnny Argo, WPOP, Hartford, Conn. Sam Bradley, a KUDL regular, remains on the roles, and Schwartz said another jockey will be added soon.

In line with the push, KUDL also moved to plush new quarters in the heart of Kansas City's Country Club Plaza.

Downey said that KUDL would stay with its "format" operation but would go from what he described as a "poprock to a hard-rock" music fare.

KUDL is currently listed as second by Pulse and third by Hooper for its market, Schwartz

The station's new "Seletronic" programming philosophy has been the subject of considerable interest since it was inaugurated some months ago.

Sands on **ABC-Para** Roster

NEW YORK — ABC-Paramount added one more name artist to its roster with the signing of Tommy Sands last week. Firm has been on an all-out kick for names, and in recent weeks has signed Fats Domino, June Valli and Hugo Winterhalter. Sam Clark, head of the firm, said that ABC-Paramount is still looking for artists, both known and unknown.

The Fats Domino signing last month, it is understood, gave the artist a hefty guarantee over a long-term period. Guarantee is said to be somewhere between \$25,000 and \$40,000 a year over a long term, with the guarantee payable on a weekly basis.

programming segments from the cast album for radio stations and nationally syndicated radio shows as well as co-op advertising with dealers. A full schedule of national and trade advertising will complement the promotional activities of the album.

Highlight of the campaign will be a special incentive guest ticket awarded to distributor salesmen and dealers who complete outstanding sales campaigns for this original-cast album.

Schwartz said the IBM system enables jockeys to forget about picking music and concentrate on being air personalities. Records are "weighted" and frequency of air-play is determined by the popularity of the record in the market. Jockeys are furnished with an actual schedule of play as determined by the computer.

KUDL also has a number of specialty features that include: The Great 38, the station's version of a Top 40; Hall of Fame Hits, top hits in the market for the past few years; Future Forecast hits, new material with promise, based on the station's own research; Personality Picks, one per deejay; KUDL Komedy Korner, new comedy material, and Featured Artist of the Week, the work of a currently hot artist.

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Vol. 75

See Decision on Trade Parley

WASHINGTON — The new Director of the Federal Trade Commission's Industry Guidance Bureau, Chalmers B. Yarley, told Billboard's Washington reporter last week that the decision on trade guides conferences for the record industry is "under consideration, and he has been expecting an announcement any time." However, the Commission has not yet posted its decision.

Yarley, formerly head of the Guidance Bureau's Division of Trade Regulation Rules, was appointed director recently, and replaced Bryan Jacques, who resigned to become staff director of the House Small Business Committee—a post he held before coming to FTC.

The new director said he wished he could give the industry a definite answer on the trade conference matter, but that he has to "keep guessing" himself, until the Commission makes its decision.

NEW YORK—Renewed calls for an all-record industry trade practice conference were sounded last week by spokesmen for the American Record Merchants and Distributors Association (ARMADA) and the Society of Record Dealers (SORD).

Paul Ackerman, executive secretary of ARMADA, last week referred to "talk" heard at a recent ARMADA meeting in Chicago attended by about 70 representatives of indie diskers and distributors, to the effect that the industry "doesn't seem to want the trade practice conference now."

"This talk," Ackerman said, "was greeted with shock and amazement. ARMADA has pressed for this development at the FTC level for a long time and we have been dismayed at the fact that nothing concrete has yet developed. In view of these delays and the apathetic talk we have heard, we feel it is now time to mount a redoubled effort toward realization of this urgent goal.

"Of course, we realize that certain elements have gone on record as opposing the setting of industry guide rules, but distributors are interested in not only their own health and that of traditional dealers, but of the so-called newer elements as well.

"Our hope for a trade practice conference is that through such a conference, which would set up rules of practice for the entire industry, those who have contributed so much to the business and have such a great stake in it, will be able to secure and protect their investment."

SORD President Andy An-

derson, reached in Chicago, asserted that "At one time last year, we were asked to wait until the more pressing matter of the Columbia-FTC hearing was concluded. For that reason, we have been in a wait-and-see attitude. But we certainly want to see the conference occur. One thing that's badly needed is a clarification and hard and fast rules as to what constitutes a distributor, one-stop, rack jobber and dealer. There is a bad tendency now toward overlapping of functions which often has the effect of giving one element an unfair competitive advantage."

MGM to Push All-Out for New Caster

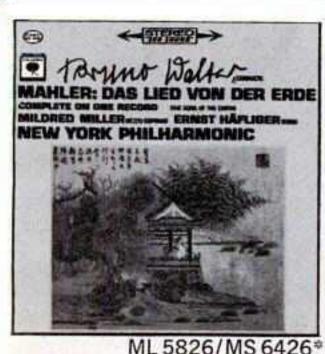
NEW YORK — MGM Records plans a large-scale publicity and promotional campaign in conjunction with the May 6 release of the original-cast album of "She Loves Me."

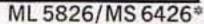
The musical, written by Sheldon Harnick and Jerry Block, will be recorded Sunday (28), after an April 23 Broadway opening.

MGM will provide special

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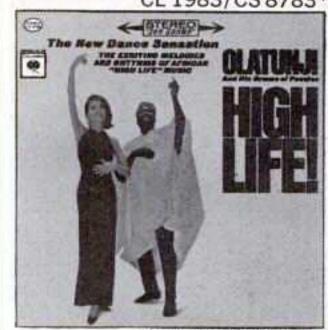








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CL 1996/CS 8796*

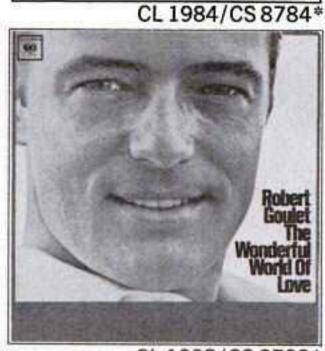


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CL 2020/CS 8820*



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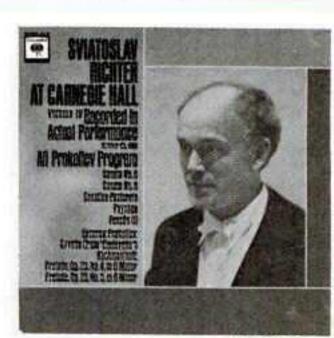


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CL 2008/CS 8808*



Distrib Runs Record Shop— And at List Prices Yet

OKLAHOMA CITY — It's still unusual for a distributor to own a retail record shop, and it's even more unusual when the distrib says it did it for the good of the business. Anyway that's why Rick Kelly and Tom Rodden, president and sales rep respectively, of Sonart Distributors in this city, say they opened Records, Inc., in the heart of Oklahoma City.

The store has been in operation for six months and according to the two executives is doing very well. It contains an inventory valued at about \$30,-000 at wholesale, and it has about 25,000 feet of floor space. Kelly says his firm opened the store because there was no adequate outlet for hot merchandise in the city. But in addition to the cream, the store also carries specialty and quality catalog.

The entire store is self-service, and all records are sold at list. Disks are stocked in browser boxes and cataloged according to the Schwann catalog.

The Sonart executives say that they buy product for their store from distributors in the State except for Victor records. For these they go out of the State. And they say other dealers do not seem to care that they are both distribs and dealers at the same time.

How can they sell records at list when discounting has become so much a part of the retail record picture? According to Kelly, their store offers firstrate service, carries a deep stock and has no serious competition from either discount houses, department stores or racks. They say that many other dealers in their territory sell at list, including Cooper & Mellin in Amarillo, Tex.; Record Rendezvous in Albuquerque, N. M.; Wayne's in Lubbock, Tex.; Audio Sound at Stillwater, Okla. (at Oklahoma A. & M.), and Thompson Sound at Norman, Okla. (at Oklahoma University).

None of these stores have discount competition nearby, said Kelly, and thus can stay at list. He said that service and stock are the keys to a profitable operation for a retail store that sells at list or near list. Also Kelly noted his store keeps long hours, from 10 a.m. to 10 p.m. on weekdays and from 12 noon to 10 p.m. on Sundays.

Records, Inc., occasionally runs sales too. The store bought the entire record library of radio Statio KEFM which switched from a classical to a pop-type format and sold the 2,000 disks out in a few days at prices ranging from \$2.25 a record to \$2.75. Store also advertises over local stations.

Sonart Distributors handles many jazz lines like Riverside, Prestige, Blue Note, World Pacific, Verve, plus other lines like the hot Vanguard label, Horizon, Hickory, Starday and Folkways. Sonart, which covers North and West Texas, Oklahoma and part of New Mexico, has been in business for about two years.

Amy-Mala

Add 2 Labels

NEW YORK — The Amy-

Mala record labels are intro-

ducing two new subsid banners,

Logo and Togo. The new labels

are being produced by Argon

Productions, a firm that has

Clyde Otis as its guiding light.

label is Bobby Dunn's "Please

Say You're Fooling" while King

Coleman appears on the first

Togo disk singing "Down in the

Basement." Most of the arrang-

ing chores will be handled by

Belford Hendricks, who is an

associate of Otis and who also

did the arranging for Nat Cole

hits such as "Ramblin' Rose" and "Dear Lonely Hearts."

First release for the Logo

PHILLY SCENE

Suddenly It's Spring & Discounters in Plunge

By MAURIE ORODENKER

PHILADELPHIA—The town's retailers prepare for the new spring selling season with something less than optimism. They are caught in the middle of an all-out pitch on the part of the major discounters. Having grown accustomed to the price onslaught when Sam Goody, Sears and Korvette's splashed with large-space newspaper ads, local dealers now face another price thorn in S. Klein, a major record discounter. For the first time since opening last month, S. Klein's is beginning to push its record department.

S. Klein store got the jump for the Passover holiday sales among the Jewish community by offering Richard Tucker's Columbia LP of the "Passover Seder Festival" at \$1.99 monaural and the stereo version at \$2.69.

It followed with a splash of popular LP's — albums by Frank Sinatra and Count Basie, Dave Brubeck, Andy Williams; Peter, Paul and Mary; Bobby Darin and the like, but without mentioning the labels. The listed \$3.98 albums went for \$1.77, those listed at \$4.98 at \$2.37, and the \$5.98 listed LP's at \$2.97, with both monaural and stereo among them: It was significant that the \$1.77 price was lowered from \$1.84 after some of the other discounters started breaking their ads.

Funny Ads

S. Klein also took big space to direct attention to new Red Seal albums on RCA Victor Dynagroove, offering them at the "S. Klein Low Price." However, the ads for these listed no prices — and the store prices were right off the list. It is interesting to note that the Klein price for some current LP's are higher than what some retailers are offering—but the retailers can't afford to take the same kind of ads to tell the public.

Korvette's, which considers S. Klein major competition on all sales fronts, countered with a "Giant Two-Day All Label LP Record Sale" on Monday and Tuesday (April 8-9) with pop LP's going for 94-cents, \$1.34 and \$1.94 and the classics and specials at \$2.44, \$2.94 and \$3.44. A few days previous, Korvette's offered a special selection of LP's at 55 cents each, along with a special of Angel Records at \$2.19 and at \$2.69.

Sears' Turn

Sears joined the fling with 300 selected titles in the pop categories at \$1 each, with the added inducement of 12 LP's for \$10.

Not to be outdone and seeking to attract buyers to its Center City location away from the neighborhood sectors of the other discounters, Sam Goody cut prices all this week with an "Early Bird Sale" each day between the hours of 9:30 and noon.

Cutting the \$2.98 list to \$1.99, the \$3.79's to \$2.49, and the \$4.49's to \$2.99, different labels were offered each day for the early bird buyers. It was Capitol and Angel LP's on Monday (8), RCA Victor on Tuesday (9), Columbia on Wednesday (10), London, D.G.G. and Archive on Thursday (11), with jazz and folk LP's on any label for Friday (12).

ITA Adds Four Vice-Presidents in Flick & TV Dep'ts on Both Coasts

NEW YORK—In an over-all expansion move, International Talent Associates, headed by Larry Bennett and Bert Block, has added four vice-presidents to its motion picture and television departments.

Harry Bell and Dick Birkmayer, who joined the firm this week, were former TV executives with M.C.A. Artists, Ltd., and have been associated in B-B Management Company since July of 1962. Prior to this, Bell was personal manager for Shelley Berman and other artists. Sheldon Brodsky, who has been a television agent with the firm for the past two years, will continue in his same position.

In a further realignment, Frank Modica Jr., has been named vice-president in charge of the New York concert department. Irving Arthur continues as head of the club department and Alan Lawler remains with the department.

On the West Coast, Ben Shapiro has been appointed vice-president of the Beverly Hills office, with Bob Willding, a recent addition to the firm, heading the concert department, assisted by Mike Davenport.

Jimmy Donley Dies; Singer and Writer

GULFPORT, Miss. - Jimmy Donley, artist and writer for crazy Cajun Music and Huey Meaux Productions, died here Wednesday (March 20). Donley was the writer of a number of Fats Domino hits among them "Oh, what a Price," "Rockin' Bicycle" and "Stop the Clock." A new record by Donley will be released shortly by the Meaux firm. He formerly was an artist for Decca, but recently has been released on the Teardrop label for the South and Chess Records for the Northern States.



Henson has a winner with his latest release, "This Won't Happen Any More" b/w "Sadness." Curley, who has just completed successful show dates in the West, is booked by the Wil-Helm Agency, Nashville.

-(Advertisement) -

UA Extends Spring Plan

NEW YORK—United Artists Records has extended its spring sales program another month. It will now run through May 15. The extension, which has been tagged "Phase 2," will include 11 new April albums.

Under the terms of the extended program, UA will allow dealers to return to its distributors any unsalable merchandise, on any label and at any speed. For every \$1 worth of merchandise returned, the dealer purchases \$5 worth of UA albums including his choice of new, as well as catalog merchandise.

The latest album included in the program include packages by Al Caiola, the Hollywood Sound Stage Orchestra, Tito Rodriquez, Max Kaminsky, Fred Friday and jazz albums by Zoot Sims, King Pleasure and Moe Koffman.

Pickwick Sets Europe Coverage

NEW YORK — Pickwick International, Ltd., British-based firm set up last fall by Cy Leslie, head of the American Pickwick firm, is expanding its operations to cover all of Western Europe. Beyond this, the firm is engaged in an extensive program of spot commercials on Radio Luxembourg.

Leslie's British subsidiary handles both pressing and distributing functions for the United Kingdom and is the shipping source for all product designed for Continental sales. All budget-priced, children's and specialty lines manufactured in the U. S. are similarly being distributed in Europe.

INDUSTRY BRIEFS

Weston-Carter Join

NEW YORK — Weston Associate of New York and Richard Carter, West Coast public relations firm, have joined forces for international representation of industrial and entertainment accounts. Jay Weston heads the New York operation while Dick Carter maintains the Coast operation. New firm represents all activities of Cinerama and its subsidiaries. Clients also include Jack Lemmon, Ross Bagdasarian, Paul Anka, Raleigh Construction Company, National Association of Discount Merchants and Weston Merchandising Corporation, licensing representatives for MGM, Universal Pictures and United Artists-TV.

Herston to Mercury

CHICAGO — Kelso Herston, the guitarist and leader, has been added to Mercury's a.&r. staff in Nashville by Shelby Singleton, Mercury recording chief. Herston replaces Jerry Kennedy who is now in charge of the Philips label in Nashville. At the same time Singleton added Ann Whiten to the staff in Nashville as production coordinator.

Liberty in 2 More Cities

HOLLYWOOD — Liberty Records last week opened two company-owned branches, one in St. Louis and the other in Miami. The label now has four wholly owned distribution outlets including its first in Chicago and its recently launched branch in New York City.

Liberty has been handled in St. Louis by Roberts Record Distributing. Martin Levy will head the new Liberty branch there. In Miami, Liberty was distributed by the now shuttered Pan American firm. The new Liberty branch there will be headed by Bernie Polokoff.

Lots of Bidding For Meader Time

NEW YORK—With his second "First Family" album on the way and ready for launching, Vaughn Meader continues to make the night club and TV circuit to exploit his name and now familiar voice and face. The Presidential "stand-in" will play his fourth date at the Blue Angel, May 27 through June 8. He will also appear as guest panelist on the Goodman-Todman daytime NBC-TV show "Match Game" June 3-7.

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

HOLLYWOOD—Liberty Records has boosted its gross earnings in the music publishing field by more than 700 per cent in two years, according to Dick Glasser, general manager of the label's publishing subsidiaries. Liberty's publishing companies include Metric, Simon Jackson, Cornerstone, GloMar, all BMI firms; plus its ASCAP firm, Asa.

Liberty's firms received two pop BMI awards ("Old Rivers" and "Dum Dum") and one BMI award in the c.&w. field ("Old Rivers").

Glasser took charge of Liberty's publishing interests in April 1961, and since that time has been responsible for more than 250 recordings made from its tunes. The Liberty firm has the following writers under exclusive contract: Jackie DeShannon, Shari Sheeley, James Smith, Randy Newman and Cliff Crofford.

Metric Music, Ltd., the British counterpart, opened offices in London in February of this year. Firm is now in the process of opening a New York office.

Glasser, in addition to serving as head of the publishing firms for Liberty, also is an a.&r. producer for Jackie DeShannon and has been a recording artist for Liberty under the name of Dick Lory.

THINK MORE HITS

If You Need Me

Wilson Pickett

Double L 713

Needles and Pins

Jackie De Shannon 55563

Danger

Vic Dana
Dolton 73

Quiet Village Bossa Nova

Strawberry Tree

Martin Denny

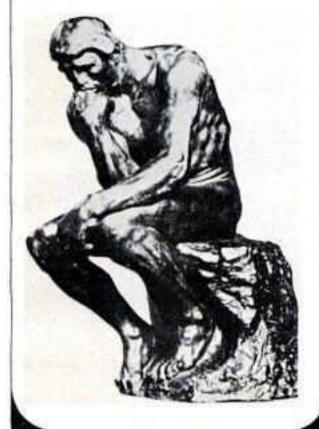


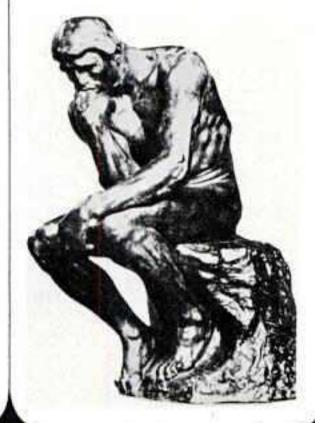
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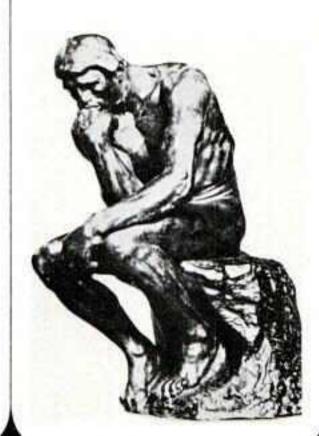
The Bird's The Word

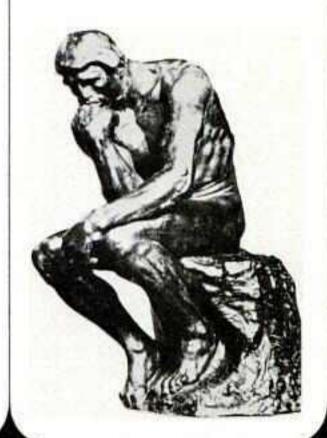
The Rivingtons

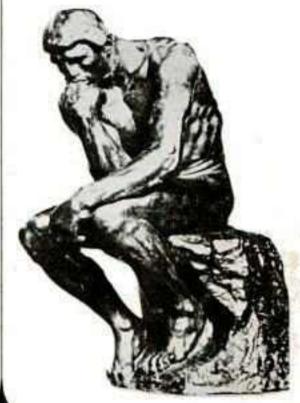
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Cu Cu Rru Cu Cu Paloma

Nancy Ames 55548

You Should Have Been There

The Fleetwoods

Dolton 74

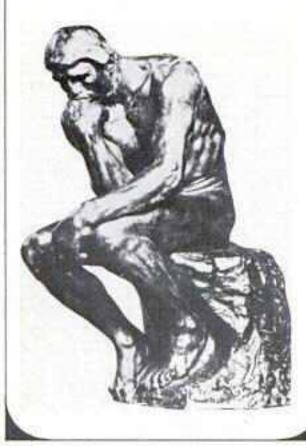
Skip To M' Limbo

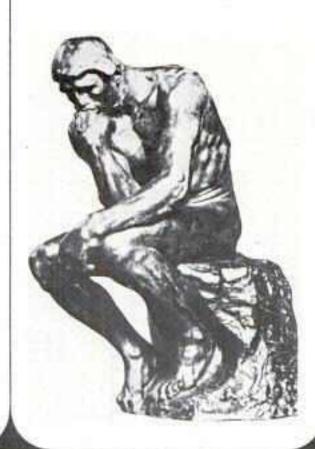
The Ventures

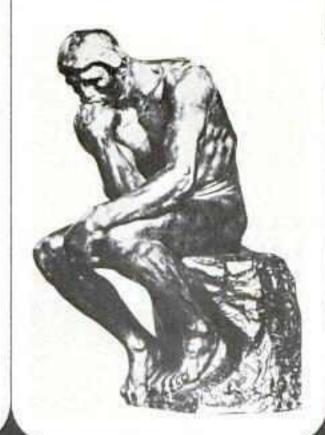
Dolton 68

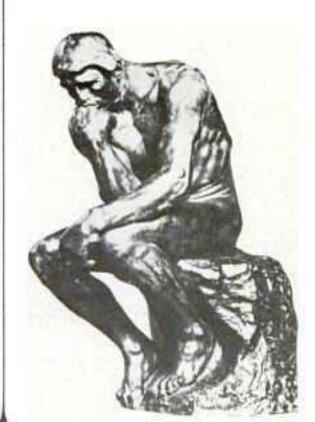


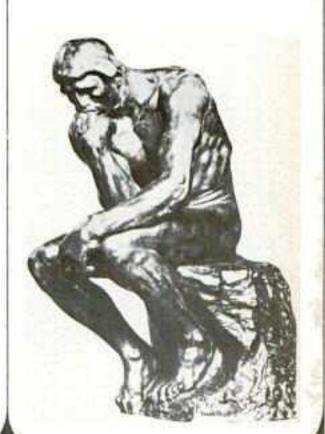












LIBERTY RECORDS

Copyrighted material

Name of Game is Finding Best Way to Move the Merchandise

By PAUL ACKERMAN

NEW YORK—Modern retailing operations facilitate the flow of merchandise to the consumer.

Every aspect of the store's operation is geared to this theory displays, lighting, fixtures, use of color and decor. They are all arranged to provide every convenience for the customer. The concept of customer self-service, the mass display of merchandise where it may be seen and handled rather than kept out of reach or within showcases, is all part of the so-called revolution in merchandising.

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

Methods Pay Off The National Cash Register Company of Dayton, Ohio, which has made intensive retailing studies, states the matter in this way: Merchants availing themselves of modern methods report "a higher yield per customer, per employee, per fixture, per square foot of floor space and per overall expense dollar. . . . This modern form of retailing does not imply the withdrawal of all personal service. On the contrary, a selling staff is retained, and all personal services are improved. . . . Customers will always need some guidance, some explanation, some answers to questions. . . ." In other words, some selling is always needed.

The best display material for the record retailer is the very product he is selling—records. The lure of colorful album art directly appeals to the customer, heightening his interest in the repertoire and artists represented in the grooves.

Note in the two adjacent photographs how boldly yet tastefully record product is integrated into the general store decor. There is a mass of it, out in the open, available for examination—and the browser can really have a ball.

Note, too, the excellent use of signs, which indicate an orderly arrangement of merchandise. Are your customers hillbilly fans, jazz buffs, blues addicts or classicists? Or some of each?

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard by Paul Ackerman, the executive secretary of the American Record Merchandisers and Distributors' Association (ARMADA). These articles will survey the current condition of retail record dealers and will explore their needs and the steps which can be taken to take full advantage of their promotional and merchandising opportunities and responsibilities. We are grateful to the author and to ARMADA for this ma-

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

Other Aids

These photos indicate other aids to good merchandsing. Immediately apparent is a generally neat layout, providing for easy flow of traffic-this despite the fact that a large quantity of merchandise is exposed both on walls and floor tables. The lighting is carefully planned, as are all the fixtures. There are no faulty bulbs in the illumination scheme; everything is fresh and orderly and clean. And these tenets must also hold for the sales personnel whose function it is to advise and suggest when this is necessary.

The use of glass showcases, of course, is at a minimum. These photos reflect this principle—that of placing the product out in the open where it is its own best salesman. It is customary. of course, to have a showcase at the checkout point wherein may be placed small, expensive items subject to pilferage.

Yet another item of importance is reflected in the photos—price signs. Price appeal is one of the most important facets of modern retailing. The American buyer loves a bargain; in fact, in many areas of the nation the buyer is so conditioned that he will fail to follow through on his purchasing impulse if the bargain element is not forcefully indicated.

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

Proper Pricing

In connection with this, it is well to mention that the art of proper pricing is one of the most important elements of successful merchandising. A lot of dealers should give it more thought, taking into consideration the competitive situation, the type of clientele and the kind of service given. Many dealers have found that the competition of discounters makes it mandatory that they compete with these outlets on pop or hit merchandise

But as for catalog—that's another story. Why offer a catalog item at a heavily discounted price when the racks and discounters do not carry it? Or, to state it another way, when a customer enters a record shop requesting a specific catalog item, he is generally prepared to pay the price. So even though you are not a full list dealer, you can still move much merchandise at list.

Just what type of pricing policy a particular dealer embraces, is, as indicated, dependent upon many factors. The dealer who sells at full list, of course, has become rarer, but he has not disappeared and those still functioning show it can be done if certain basic conditions are met.

There are some notable examples—such as Danny Danzinger's Disc Shop in Washington, which caters to a specialized clientele, and the Colony Shop on Broadway and Doubleday's on Fifth Avenue in New York. Specialized service is often an important factor in the success of such operations—

GLOBAL PROMOTIONS

Continued from page 3

eral Commissioner for Latin America, M. Idoyaga, together with Alain Trossat and Hernan Serrano, manager and head of advertising respectively, will be involved in the presentation in the latter part of April.

In Finald the government has waived the usual import duties and taxes. The sale of the album will follow the same pattern as that used in Sweden. A marathon radio and television show was held April 13 when the album was pushed for long air periods as artists backed up the benefit pitch with personal appearances. In Sweden, when this technique was used, more than 100,000 copies of the LP were sold.

In Hong Kong, initial sales of the LP were held up by short supply caused by a stevedore strike. Copies flown in were sold out immediately, but things are back to normal with a freighter shipment, originally diverted, unloaded and on dealer shelves now.

In Norway, the newspaper Arbeiderbladet handed out a gold disk to the chairman of the country's sales and advertising union, Knut-Jorgen Erichsen, to mark the passing of the 50,000

for instance Danzinger is so well aware of his client's tastes that he will, on his own initiative, send certain disks to a customer whose buying habits are known to him.

Such are some of the basic principles of modern retailing: use of display space, lighting, price signs, facilitating the flow of traffic by proper store layout—all these seemingly dissimilar elements are tied together by the fact that they are all part of the common denominator—merchandising. Future articles will continue to explore these facets.

copy mark. The Norwegian Refugee Chairman's wish was that Erichsen should receive the gold record, for it was the union which planned and carried out marketing of the album in this country.

Presentation took place on a Scandanavian Airways flight, with Wilhelm S. Boe, president of the Refugee Committee, on hand, as was Sverre A. Daehli, president of the All Star Festival LP Committee. The gold disk will be kept in Bergen, where sales of the disks have been exceptional. Ten per cent of all sales in Norway, as a matter of fact, have been made in this city.

PUERTO RICANS HAVE A CUT THAT IS A CUT

SANTURCE, Puerto Rico — The Puerto Rican record market has always had its price cutters, sporadic price wars and the usual clearance sales where prices for LP's went anywhere from regular \$3.75 to \$2.98 and lower. Recently, though for the first time, a hot selling locally produced album was slashed to \$2.69.

The album in question, Ricovox's "Chucho Avellanet" was advertised in San Juan's leading daily El Mundo for the \$2.69 price. The Ricovox label is owned by Bernard Herger. Chucho Avellanet, a current idol of teen-agers, is Puerto Rican-born and his singles and LP's are all high on local hit parade. The ad in question was run by a women's wear chain, a newcomer to the record business here, and features a picture of the album's cover.

Indies Make Jazz Charts Hum

• Continued from page I

Continued from page I

were all products of this thinking.

Besides this, Keepnews has a new Charlie Byrd album which will contain strings, and which contains two sides specifically recorded for pop consumption, "Longing for Mahia" and "Softly."

Cannonball has an album in the can with the Basso Rio Sextet, but he is currently cutting dates which will perpetuate the "Jive Samba" sound. Santamaria's next one as a single will be from the current "Watermelon Man" LP, "Love, Oh Love." The current "Watermelon Man" hit, incidentally, was recorded specifically as a single, and was only incorporated into an album after it hit. This is just the reverse of the usual procedure in jazz production.

Other fish Keepnews has ready to fry are a single by Milt Jackson and a big band, a Mark Murphy single of "Senor Blues" and a pop release for the gospel group, the Staple Singers. This may fit more into the folk-pop idiom, however.

Good Action

Blue Note has had good results from the Herbie Hancock work and his new album on the label will contain his next single. Besides Jimmy Smith, the label is looking forward to some solid items from Don Wilkerson who has had solid r.&b.-pop response to his "Preach Brother" and "Elder Don" LP's.

Fantasy has the Guaraldi album in the can, and is only waiting for sales to cool on his current set and single before releasing it and the new single. The album will be half bossa nova so that there's a 50-50 chance of it being in the 2-4 rhythm.

Verve Records has the next Jimmy Smith single in the editing ready-room. It's "Hobo Flats" and features the bluesplaying organist against a backdrop of Oliver Nelson's big band. This will duplicate to some degree the sound of "Walk on the Wild Side" though the material is different.

Verve a.&r. chief Creed Taylor also has prepared a new Getz single from the tenor saxist's latest album, made with Luiz Bonfa, "Sambalero." Taylor is another a.&r. executive who is firmly convinced that jazz recording can be styled for the pop market.

Atlantic has stepped up its output of jazz singles to a point where every major jazz album and artist will be represented with singles. Among the first in this policy is Sonny Stitt. Herbie Mann and Mel Torme have proved they can hit with jazz-styled singles and they, of course, continue to be represented on a regular basis.

Prestige, a label that has often come close, but seldom has broken into the pop singles market with instrumental jazz disks, has set up particular programs to help boost its chances. Ozzie Cadena, who records most of the material, has been paying special attention to the more commercial swinging material. Special efforts have been made to record and market pop material by Gene Ammons, Dave Pike, Willis Jackson, Kenny Burrell and Jack McDuff. The label also has a plan for jazz singles running currently. This plan gives a 15 per cent discount on certain new titles (like the latest Ammons and McDuff singles) and certain catalog items such as Mose Allison's "Parchman Farm" and "Seventh Son" (both of these have recently been returned to the catalog by distributor demand after being cut out).



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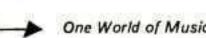
MOVIE STARRING

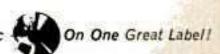
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Oscar Gives Hypo to Movie Score Disks

Awards Spark National Sales Of Singles, LP's

By REN GREVATT

NEW YORK—Presentation of the 1963 version of the annual Oscar awards of the Academy Motion Picture Arts and Sciences last week found a strong reflection at the music and record level, with both album and single versions of music from award-winning pictures perking on the charts.

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

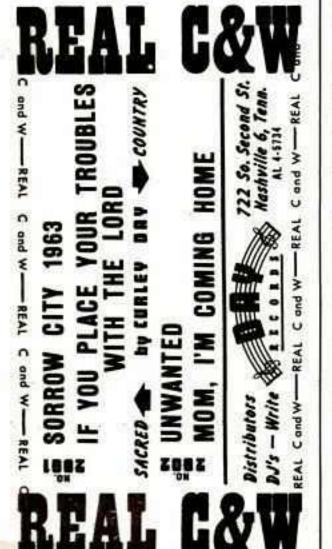
Even before the awards were noted, "Days of Wine and Roses" had proved its merit on the disk front. There are 13 albums which contain the tune and nine currently available singles versions. Of the latter, two have made a strong run on the "Hot 100," with the Andy Williams version on Columbia rising to 37 this week and the Mancini original on RCA Victor close behind at 41.

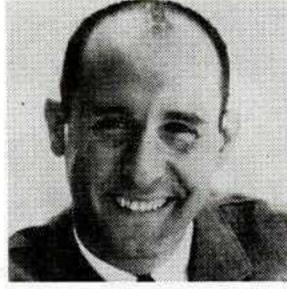
Further Leap

If the pattern of last year obtains, "Wine and Roses" on record can be expected to take a significant jump upward in light of the 1962 award, "Moon River," which had begun to fade at the time of the 1962 awards, experienced a strong resurgence when the award was announced.

It may also be noted that as the awards were announced last week, the Andy Williams album carrying the title of the award winner became a top national breakout on both stereo and monaural versions, and hit the monaural albums chart at No. 63.

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





HENRY MANCINI

selling album chart, and this week shows in the No. 7 spot. The monaural version has been in the top 15 and this week placed 27 in the running.

Similarly to the normal singles pattern, there is good reason to believe that a spurt in over-the-counter activity may take place as a consequence of the award publicity.

Among the awards received by "Lawrence" was one extended to composer Maurice Jarre, for the "best music score—substantially original." There have also been various singles versions of "Lawrence of Arabia" released, and though none has made the move onto the charts as yet, the bally hoo surrounding the award-giving will not hurt their chances.

Another award winner was the Warner's film, "The Music Man," which has also enjoyed a



JOHNNY MERCER

sustained stay on the charts since its release late last year. Arranger-conductor Ray Heindorf received the award on this one for "best scoring of music, adaptation or treatment." The sound track for the film places this week at No. 48 on the stereo chart; No 119 on the monaural list.

Other awards were made to such music-based pictures as "The Longest Day," "The Wonderful World of the Brothers Grimm," and "To Kill a Mockingbird." In each case there have been sound tracks and single versions of themes released. Though none has yet reached the status of chart contenders, tradesters consider it not at all unlikely that one or more may make the grade in view of the excitement engendered by the bestowal of Oscars for various "bests" in connection with each.

ON STAGE

Old Pipes & New Ring at Awards

By BOB ROLONTZ

NEW YORK—Two veterans and one relative newcomer to the big time sparked the music on the Annual Academy Awards TV show over the ABC network last Tuesday (9). Ethel Merman, Eddie Fisher and Robert Goulet were the performers, while Alfred Newman led the large ork. The old master himself, Frank Sinatra, emseed the affair, and did it mighty well, though he didn't sing a note.

The musical scene on the 1963 Academy Awards show differed from other years in that one performer, in this case Goulet, sang all of the five songs nominated for the "Best Movie Song" award. He sang them well and he displayed his usual savvy in putting them over, but outside of the winning tune, "Days of Wine and Roses," he was handicapped with rather unimpressive material.

Fisher, in his medley of Academy Award winning songs of other years, showed that his voice still had the old power and zing. But as a performer he moved woodenly and he never established much rapport with his audience in the theater or in front of the TV set. He worked hard, but his stint was far too long and far too impassioned.

It took the old pro, Miss Merman, to really liven things up musically. Her voice may not be as driving as it once was, but she has always known her way around a stage, and the old electricity is always evident.

She did a medley of Irving Berlin songs to a turn, and since she had introduced many of them in various smash shows over the years, she brought back a lot of memories.

If Frank had only joined her in a song of two it would have really been a swinging Academy Awards affair.

On Extended Trek

INDEPENDENCE, Kan. — Songwriter-singer Willie Nelson, heard on Liberty Records, and artist-manager Jim Halsey, head of Thunderbird Artists, Inc., here, last week entered into an exclusive management agreement. Halsey has Nelson booked on 16 one-nighters for the remainder of April and on 22 dates during May.

Other c.&w. acts working under the Halsey banner are Hank Thompson (Capitol) and His Brazos Valley Boys, currently touring Florida; Wanda Jackson (Capitol), touring the Pacific Northwest; Roy Clark (Capitol) and Herbie Remington (United Artists) appearing at the Golden Nugget, Las Vegas, on a 16-week contract.

Nippon Victor

Continued from page 3

cent, although the exact rates are to be determined later.

Indications are that the new sales shops will naturally lead to price-cutting. Therefore the introduction of two different rates of wholesale price aims to prevent such unwelcome phenomenona from arising in the industry Victor's record sales during the latter six months, fiscal 1962 (October through March 1963), reached \$7,777,777, exceeding the quota of \$7,500,000.

its artists—and what part to composers and copyright owners? How many records of small companies are bought up "lock, stock and barrel" by the large companies? And how many records of the large companies are pressed by small companies?

Tempers of the experts were strained to the limits in discussion of music rights on televised movies and TV film. NBC's Henry R. Olsson pointed out that as of now, ASCAP licenses music performance, but without ASCAP, the proposed copyright law would put the broadcaster in danger of infringing for every piece of music in a film shown on TV which had not been expressly composed for that film, and in which the author retains performance rights.

Copyrighted material

Fighting Rough in Capital

Continued from page 1

spectively were mentioned among several items on which the Register of Copyrights had had a change of heart.

Register Abraham Kaminstein said that among departure from the report is the copyright term. A life-plus term of protection, similar to European copyright, is being considered, rather than the original proposal of a first term of 28 years plus a 48-year renewal term, shorn of the old law's list of "reverting" rights to windows, et al, in copyright renewal. The Register also favors an end to the perpetual "common law" copyright for unpublished works. He inclines to a single federal copyright protection. With certain allowances, this would put all works under automatic statutory protection. There would then be no "common law" copyright of unlimited duration, and unpublished works would also revert, in time, to public domain.

Highlights of the four discussions held on the revision report show that the Copyright Office expects a "hard road ahead," in changing the copyright law—"and blood," in some cases, said Register of Copyrights Kaminstein.

In the battle over compulsory license removal, the Copyright Office argument was presented by George D. Cary. The Copyright Office holds that if great benefit flows from compulsory licensing, as record companies claim, composers will go right on doing it even if the new law gives them the right to exclusive licensing.

In reverse, if licensing does become more selective, the Office looks for greater variation in music and less copying. Cary noted that exclusive licensing will end some risks to the small company which originates a hit tune, only to have a big record company cover it with a big recording star. Better-known authors and composers would be able to afford exclusive recording licenses—while young new writers would undoubtedly continue to license on a non-exclusive basis, the report held.

Even if the compulsory license is retained, the Copyright Office holds that changes in the law would have to be made to insure a fairer rate of royalty than in the 1909 Act; mechanics to assure payment of royalties, and remedies against recorders who don't bother to get a license.

Ernest S. Myers, speaking for the Record Industry Association, tore into the claims made against compulsory licensing in the report as "irresponsible." Myers said the report "blithely ignores" a 50-year-old industry practice which is the basis for this halfbillion-dollar industry.

Julien T. Abeles for the Music Publishers, in turn, tore into the Myers argument. Abeles blamed the compulsory licensing setup with its meager mechanical royalty recovery for the losing fight with bootleg and all types of unlicensed recordings.

Far worse than the counterfeit records are the legitimately manufactured, but pre-released and unlicensed "sample" records which find their way to discounters' counters. Also, Abeles said stacks of manufactured unlicensed recordings by new record "companies" are available in supermarkets all over the country, with nothing in the Copyright Act to deter them.

John Schulman, formerly counsel for the American Guild of Authors and Composers, but speaking on his own at the copyright conferences, said that compulsory licensing gave artists and recording talent more royalty than the composer of the music. Schulman said the com-

pany that controls the artist by exclusive contract, can demand artist royalty of 5 or 8 cents per record, while the composer gets statutory 2 cents.

In principal, said Schulman, copyright is "property"—and a man should not be compelled to license it to any user, simply because it is musical property. Miss Harriet Pilpel, represented for AGAC, argued that record people were ignoring the right of a composer of music not to be discriminated against. If there is to be compulsory licensing of copyrighted material, why not have it apply to play reading and other forms of copyrighted works?

Miss Isabelle Marks of Decca Records said record companies are paying better royalties to composers on LP's and albums than to talent. In the popular album field, top price to the artist on a record selling for \$3.98 would be about 171/2 cents on the 5 per cent basis. "The composers are getting 24 cents for that same record," she claimed. As for talent contribution: without the artist and the arrangement, "the bare song means nothing today, nor has it ever meant anything."

The Decca representative also said that bootlegging and unlicensed recordings need a remedy outside of the compulsory licensing clause in the Copyright Act. The unscrupulous recorder will go on doing the same thing when licensing is exclusive as he does under the present setup, said Miss Marks. Criminal penalties may be needed in the Copyright law for bootlegging, she suggested.

ASCAP counsel Herman Finkelstein challenged every claim made by recording interests. He demanded to know: exactly what part of the \$500 million record industry take goes to itself and

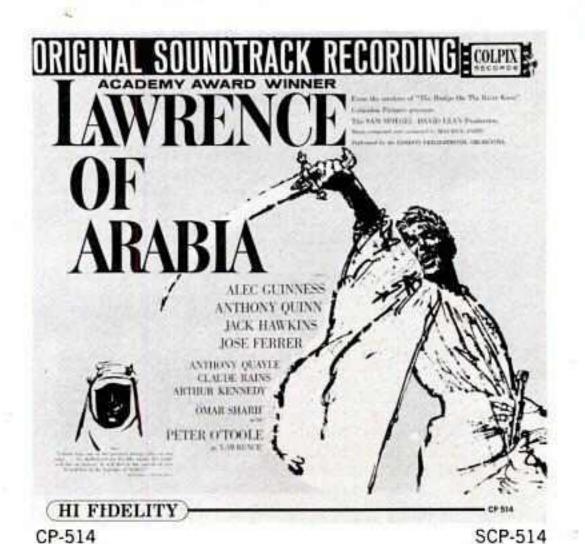
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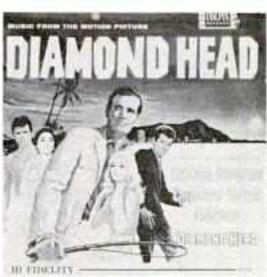




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CHRISTY MINSTRELS

Folk Stuff for Sophisticates; 'Fresh' Is the Word for Christys

By REN GREVATT

One of the freshest-looking (and biggest) folk groups now on the scene, has brought the impact of folk music to New York's sophisticated night club set. Columbia Records' New Christy Minstrels have managed solidly to reach the customers at the Latin Quarter, traditional home of jugglers, tumblers, magicians and assorted imports of the type often seen on the Ed Sullivan TV show.

Eight boys and two girls constitute this fine new group of folk singers with an urban polish, and the act, which could easily become cumbersome because of its size, never does, because of simple staging and effects with the accent on music.

"I'm Gonna Walk the Road," is the big opening rouser with a "Hallelujah" kind of spiritual feel and it's followed by an assortment of items with a strong grass-roots flavor. "The Preacher and the Bear," a novelty followed by an extended saga of man's development since the caveman period, win plenty of enthusiastic laughs and applause.

Following "Lonely Train," a "Ghost Riders in the Sky" kind of ditty, the group builds the tempo and excitement with the spiritual, "Rocks in the Mountain" and "Michael Row the Boat," to a roaring finish of "This Train" and "When the Saints Go Marching In."

There's a great choral sound in this group and fine instrumental virtuosity as well. Beyond that, the ensemble has a lot of youthful good looks and vitality which doesn't hurt either. If anything, the Latin Quarter management was on the conservative side in giving their headliners a short 20-minute turn. The audience could have used a lot more.

NIGHT CLUB

Pittsburgh Right In Abbe's Lane

Xaviar Cugat and Abbe Lane in their first club date at Pittsburgh's Holiday House gave the club one of its biggest weeks in years. They are a sure bet for an early return.

Booking was a personal triumph for the stunning Miss Lane whose singing and dancing really kicked up a storm. Gorgeously gowned and exquisitely groomed, she dominated



The New Christy Minstrels at Work and at Play

the show while Cugat nonchalantly remained in the background-perhaps too much so.

While her husband fronted the Ralph de Stefano house orchestra, Miss Lane opened with "Gotta Lot of Lovin' to Do," following it with a medley of Italian and French tunes. She scored with an exceptional rendition of the Israeli "Hava Negila," following with such tunes as "Frenesi," "My Shawl," "Per-fidia" and "Chiu Chiu," a tune identified with Cugat.

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

LEONARD MENDLOWITZ

NIGHT CLUB

Bagful of Nuts At Village Gate

"Nut" comedy takes the spotlight at the New York's Village Gate in the current show which opened Tuesday (9). These wild efforts come from the Smothers Brothers, Woody Allen and even folk singer Ran Eliran adds some comic touches in her performance.

For a pair of youngsters, the Smothers duo has a good deal of stage presence and in-person savvy. The team, which has a big seller "Think Ethnic" on the Mercury label, treated the opening night audience to great helpings of their particular brand of fun which mixes sardonic satire with some pie-in-theface-like mugging. Brother Tom Smothers registers most of the laughs with brother Dick the better singer and straight man of the team. Both work wonderfully together and have splitsecond pace and timing which are essential for this kind of comedy. Some of their most telling comic strokes come in the middle of what appears to be serious songs; a good example is "I Never Will Marry."

The last time this writer caught comic Woody Allen he was tagged as building an act. Nothing could be further from the truth; Allen is actually tearing one down. This became pretty evident as

the comedian analyzes his family background. After all, what can you expect from a man whose grandfather was "so insignificant, that his hearse followed the other cars in his own funeral procession"; whose mother, when excited, "took an overdose of mah-jong tiles"; whose father "made believe he was stealing from department stores, and when caught sued the store"; whose cousin, even when he was a kid "wanted to be a retail marketing research analyst-which made it hard to know what to buy him on holidays"; whose wife spent nights "listening to Conalrad," and the man himself, who couldn't marry the girl he really loved "because of a difference of religion-she was an athiest, and I was agnostic." Building or breaking an act, Woody Allen is hilarious.

The third part of this threepronged show displays the fine singing talents of Ran Eliran. This vocalist from Israel sings the folk tunes of not only his own land, but Yugoslavia, Hungary, France and this country as well. He chipped in with funny asides and a lovely spoof of an American Western song in which a traveling man reminices in folk blues tradition about his rustic home - Tel JACK MAHER Aviv.

NIGHT CLUB

All's Well With 2d City People

The bright young people of The Second City, whose new revue, "To the Water Tower," has just opened at New York's Square East, remain just about the most ingratiating performers in town. Though not all their efforts are equally rewarding, even those that misfire usually are far more stimulating than most other revues at their best.

The range of the shorter material in the new production includes a devastating interview between a writer for the Saturday Evening Post and a CIA man involved with the Cuban fiasco; a training course for salesmen selling fallout shelters

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

APRIL 15-21 (All Times Eastern Standard)

MONDAY 15-JACK JONES Kapp recording artist can be seen on Westinghouse Tape-Syndicated Steve Allen show. His latest single is "Call Me Irresponsible" b/w "Follow Me."

TUESDAY 16-EYDIE GORME Columbia's "Blame It on the Bossa Nova" gal Eydie Gorme will be guest of the Garry Moore clan (CBS-TV, 10-11 p.m.).

TUESDAY 16-LES McCANN The hot jazzman who records for Pacific Jazz will be guest of Steve Allen

WEDNESDAY 17-LENA HORNE Newly signed to Charter label, Lena appears on repeat Perry Como Show (NBC-TV, 9-10 p.m.). First LP for Charter is "Lena Sings Your Requests."

WEDNESDAY 17-BROOK BENTON, MOLLY BEE Both appear on Steve Allen show, Benton's latest Mercury single is "Dearer Than Life" b/w "I Got What I Wanted." Miss Bee's initial Liberty waxing is "She's New to You."

FRIDAY 19-LIBERACE, HELEN TRAUBEL These veterans will appear on the Jack Paar Program (NBC-TV, 10-11 p.m.).

SATURDAY 20-LIMELITERS, WILL HOLT, CARTER FAMILY, PHOENIX SINGERS This is the folk line-up emanating from Penn State University on "Hoote-nanny" (ABC-TV, 8:30-9 p.m.). Jack Linkletter emsees.

SUNDAY 21-LIZA MINNELLI, CHARLIE MANNA Both appear on the Ed Sullivan show (CBS-TV, B-9 p.m.). Miss Minnelli's first release for Cadence is "What Do You Think I Am" b/w "You Are for Loving." Comic Manna's "Manna Overboard" is on Decca.

SUNDAY 21-JOAN SUTHERLAND Met diva will be in the solo spotlight tonight on Voice of Firestone (ABC-TV, 10-10:30 p.m.). Assisted by her husband Richard Bonynge, she will perform excerpts from her London best seller "The Art of the Prima Donna."

TALENT ON TOUR

(Top Record Talent in Top Record Towns This Week)

EAST

The popular folk miss Joan Baez will be in New York at at Lincoln Center (19) and then off to Boston's Donnelly Memorial April 20. . . . Carnegie Hall attractions this week include Earl Wrightson and Lois Hunt (19), Miriam Makeba (20), and Martha Schlamme (21). Miss Schlamme will be heard the previous night at the Y.M.H.A. . . . Beginning April 15, it's the Jonah Jones Quartet and the Harold Quinn Trio at the Embers. . . On April 18 Paul Anka opens at New York's Copacabana and Pat Thomas goes in at Birdland. . . . Count Basie will be at the Riverside Plaza Hotel in New York April 15 and then up to Albany, opening at the Armory April 17. . . . The Cugats (Xavier and Abbe

Lane) finish their gig at Miami's Fountainbleau (18) and open the next night at the Three Rivers Club, Syracuse. . . . On April 19, Jimmy Dean opens at Blinstrub's in Boston. . . . The Dave Brubeck Quartet do one nighter at Queens College April 19. . . . The Group will be at the Red Hill Inn, near Camden, N. J. this weekend. . . . Kleinhan's Music Hall, Buffalo will feature Earl Grant (17) and the Limeliters (19). The Limeliters will also be at Franklin Field, Philadelphia (20) and West Point (21). Grant goes to Elmwood Casino, Windsor, Ontario April 18. . . . Roger Williams opens April 15 at the Statler Hilton, Boston. . . . In Pennsylvania this week, it's Jackie Wilson (15) at the Holiday House in (Continued on page 14)

ARTISTS' BIOGRAPHIES

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



NAMES: Brian Carman, Bob Marshall, Warren Waters, Bob Spickard and Bob Welch. AGES: All 17, except Warren who is 18. HOME TOWN: Santa Ana, California. BACKGROUND: The Chantays, who all are still attending Santa Ana High School, banded together less than two years ago, and through many hours of rehearsing and pooling

their musical knowledge began to get local teen dance dates. One time they were heard by Bill and Jack Wenzel, who recorded "Pipeline" for their local independent, Downey Records, and when Dot president, Randy Wood heard the disk, he bought it for the Dot label. The rest was the familiar story of sudden success.

LATEST SINGLE: "Pipeline" goes Top 10 on this week's Billboard chart.

LATEST ALBUM: Cut and ready for release any day, their album is also called "Pipeline."

'. . . UNQUOTE'

Shelly Winters (after mixing up "No Strings" and "The Music Man" at Academy Award presentations): "Gee, now everybody's mad at Me - Meredith Willson and Dick Rodgers, both."

Sammy Davis Jr. (the day after his smash opening at London's Palladium): "This place is the most. I'm looking for a big house in the country and I'd like to spend six months a year here in England and six months in California."

Perry Como (Insisting he doesn't own a dinner jacket): "Where in heck would I wear

Bible student (summing up

first week of the new season for the New York Mets): "Hebrews, XIII:8-you could look it up."

Playboy founder Hugh M. Hefner (defending his clubs as gathering places for the elite "Upbeat generation," who enjoy just looking at the "bunnies"): "Our places are far less boyeuristic and dreamlike than the rest of society."

Carol Burnett (now in a movie, "Who's Been Sleeping in My Bed," following an earlier Broadway show, "Once Upon a Mattress"): "Good thing I wasn't in 'Pillow Talk' or I'd be in trouble with the Legion of Decency."

(Continued on page 14)

hits are our business!

CLIMBING THE CHARTS!

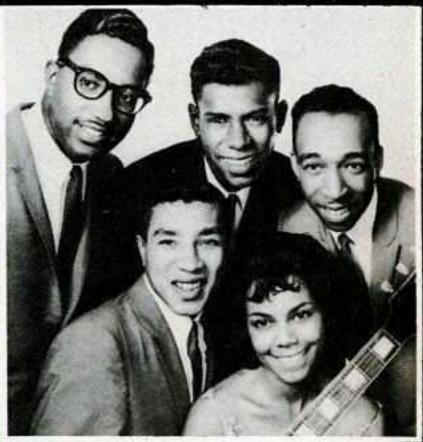
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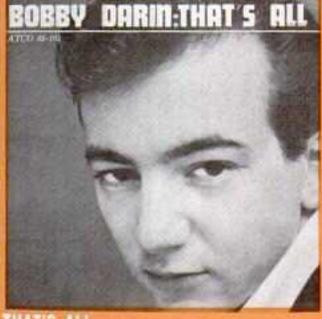
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DARIN AT THE COPA

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33-122



THAT'S ALL

33-104

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FOR TEENAGERS ONLY

SP-1001

TALENT TOPICS

NEW YORK

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

a complete entourage, which

includes six dancing boys.

HOLLYWOOD

The "Swinging Years" package (Tex Beneke, Modernaires and Ray Eberle) has been booked into San Francisco's Fairmont Hotel for there weeks, starting June 27. They are now at Harah's, Lake Tahoe, for a three-week stand.

Capitol will record Dorothy Shay's night club act in LP form. It was taped during her recent engagement at the Shamrock Hotel. . . . Dick Hazard has been signed to pen special arrangements for Kay Stevens' new night club act. She is currently playing the Diplomat Hotel, Hollywood, Fla.

Lee Hazelwood has been signed by Fabian to serve as producer on his future recordings. First one was held at Radio Recorders last week. . . . The New Christy Minstrels and Randy Sparks as director will play Salt Lake City's Lagoon April LEE ZHITO.

MEMPHIS

33-146

Serenade."

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

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

30-60-90 DAY DEFERRED BILLING

(to qualifying dealers)

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

ELTON WHISENHUNT



OH, HAPPY DAY

JUSTINO DIAZ and soprano companion, Jane Marsh, share happy embrace after he was named winner of top honors in finals of Metropolitan Opera auditions in New York, Diaz is 23-year-old bass singer who will get full season Met contract. Miss Marsh, from Oberlin, Ohio, was runner-up.

All's Well With 2d City People

Continued from page 12

from door to door; a youthful summer camper who refuses to conform; a snappy blackout featuring Captain Ahab's terse reaction to another ship's having killed the white whale, and an amusing bit of pantomime involving an inept dentist and his long-suffering patient.

The entire second half of the show is given over to a most imaginative and original technique which seems part stream of consciousness and partly the offspring of Franz Kafka out of "The Manchurian Candidate." Illuminating the adventures of two bordello-seekers in a series of wildly improbably sequences in what they mistakenly think is a standard house of ill repute, it utilizes slides, rear screen projection, and some imaginative lighting and scenic effects. The men have their libidos titillated. but not in the manner in which they expected.

Granting that this portion of the program is uneven, ranging from wildly hilarious to not quite funny, it is certainly one of the most ambitious attempts at off-beat cerebral humor extant, and the company is to be applauded for its ingenuity.

The group includes the unique talents of Severn Dardin, Eugene Troobnick, Andrew Duncan and Paul Dooley, with an assist from Erin Martin. Members of the forthcoming London company participated in some zany improvising after the regular show on the night caught. Special mention should be made of the bearded Darden's remarkably apt quips as the "Translator" for Khrushchev, in the holdover sequence in which actors playing Kennedy and the Soviet Premier answer questions from the audience. This is certainly one of the best shows in New York.

SAM CHASE

TALENT ON TOUR

Continued from page 12

Monroeville, Joe Williams at Pep's Lounge, Philadelphia (15), Neil Sedaka in Altoona (15), and Rosemary Clooney at the Twin Coaches, Pittsburgh (15). The Paul Winter Sextet will appear at a home-coming in Paul's home town, Altoona (20), and then on to Penn State (21).

SOUTH

Ruth Brown will be in Athens, Ga. April 20, and the Dave Brubeck Quartet do a college gig at Emory and Henry University in Roanoke, Va. the same night.

MIDWEST

The Hi Lo's will play Baker's Keyboard Lounge, Detroit for a week, starting April 18. . . . Jimmy Smith into the Minor Key, Detroit for the weekend. . . . Comic George Kirby headlines Eddie's, Kansas City, April

15-25. . . At the Holiday House, Milwaukee (15-27) will be Phyllis Diller. . . . Conway Twitty will be in Cedar Rapids, Iowa (19) at the Danceland Ballroom. . . . The Highwaymen make appearances at Stephens College, Columbia, Mo. (18) and Highland Park High School, Highland Park, Ill. (19).

WEST

Jackie Mason opens at Hollywood's Coconut Grove for two weeks April 17. . . . Peter Nero, making the college rounds, will be on campuses in Reno (18), Eugene, Ore. (19) and Corvalis, Ore. (20). . . . The Four Freshmen will be at the College of Southern Utah (19) and the Lagoon-Patio Gardens in Salt Lake City (20). . . . In Los Angeles Tiny Little begins a six-week engagement at the Stardust Room on April 19.

SPRING SELLING 15 CHILDIS PLAY

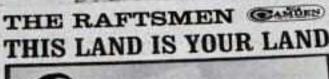


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WITH RCA CAMDEN

By BARRY KITTLESON

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



CLASSICAL OUTLET?

WNYC Man Says Air Time Often Available

NEW YORK—Alan Levin, program manager of New York city-owned station WNYC, believes the problems of record companies in cracking air time for new classical releases are often of the disk firms own making.

As Levin sees it, record companies are too frequently unaware of the opportunities which do exist, and generally fail to see radio as an important medium in promoting their non-popular produce, whether it be music, spoken word or documentary.

Levin points to a peculiar inconsistency in the attitude record companies take toward their new releases. "Promotional staffs are constantly keeping tabs on their pop product and are up on all the reviews, Top 40 listings and trade charts, but they fail to do likewise with their new classical releases." He ventures a guess that in some cases they won't even know where or when their classical LPs are being aired.

While most AM-FM stations issue program guides, which require programming far in advance of airing, most every station has time slots open within

RECORDS OVER

GLENN GOULD

NEW YORK-Canadian pi-

anist Glenn Gould in a recent

interview expressed a wild

theory that recordings may spell

the demise of live concerts.

Said Gould: "I don't think this

will be a bad thing. The con-

tributions recordings have made

to music appreciation are

own recital tour schedule for

next season down to six per-

Gould, who has whittled his

enormous."

CONCERTS—

its format which specifically cater to new releases. And as Levin points out, "Record companies, too, know far in advance of their release date what they will be issuing and when. They could send a station a fact sheet with the release date and timing so that a programmer might anticipate having a record on hand some 10 weeks hence," says Levin.

"Many times we read in publications where a record is set for a release and we go ahead and schedule it, keeping an alternate copy of the same work handy in case we don't have

(Continued on page 51)

Vienna born, Leinsdorf was in his mid 20's when he was hailed as a boy wonder of the baton at the Metropolitan Opera and soon assumed the role of chief conductor of the German repertory in what is considered the Met's "golden age" of German opera. The young conductor was in the pit for such legendary figures as Kirstad Flagstad and Lauritz Melchior.

Since the, Leinsdorf has held a variety of conductorial posts which include nine years with the Rochester Philharmonic (1947-1956), director of the New York City Opera (1957), and from 1957 to 1962 he returned to the Metropolitan in a post created expressively for him by Rudolf Bing as music consultant and conductor.

Leinsdorf's meticulous precise approach to a composition has earned him the respect and acclaim of critics, musicians and composers themselves. Recently, following a performance of Walter Piston's "Symphony No. 7," the composer, himself, remarked: "I wasn't prepared for a man to know my score better than I did." "In the Boston Symphony," said a national magazine, "Leinsdorf has at last found an instrument worthy of his great skills."

As a recording artist, Leinsdorf has had an impressive career. He has recorded many of the orchestral staples for Capitol, and now, recording exclusively for RCA Victor Red Seal, he has already distinguished himself as the conductor of such acclaimed recordings as Wagner's "Die Walkure," which received both the Saturday Review's 1962 critics poll as the top operatic recording of the year and the Grand Prix du Disque, and Puccini's "Turandot," which has become one of the best selling opera albums in many years.

The first positions on both current Classical charts, and the following discography speak for themselves.

Beginning April 15, the Boston Symphony with Maestro Leinsdorf embarks on a 14-day (Continued on page 51)

BEST SELLING

CLASSICAL ALBUMS

(Billboard SPECIAL SURVEY for Week Ending 4/13/63)

CLASSICAL STORES

As reported by Dealers Carrying Large Classical Stock

- MAHLER: Symphony No. 1 in D, Boston Symphony Orchestra (Leinsdorf), RCA Victor LM/LSC 2642
- 2. JALOUSIE: Boston Pops (Fiedler), RCA Victor LM/LSC 2661
- 3. VLADIMIR HOROWITZ, Columbia KL 5771
- 4. OPERATIC ARIAS: Franco Corelli, Angel 35918
- 5. THE EXCITING DEBUT OF ANDRE WATTS: With New York Philharmonic (Bernstein), Columbia ML 5858 (M), 6458 (S)
- 6. THE SOUND OF HOROWITZ, Columbia ML 5811 (M), MS 6411 (S)
- TCHAIKOVSKY: Concerto for Piano and Orchestra No. 1, Sviatoslav Richter (piano), Herbert von Karajan, Cond., Duetsche Grammophon LPM 18822
- 8. RAVEL: Bolero, Boston Symphony Orchestra (Munch), RCA Victor LM/LSC 2664

SIGNIFICANT NEW ACTION LP's

FAURE: Requiem, Cluytens (cond.), Angel 35974

NIELSEN: Symphony No. 5, New York Philharmonic (Bernstein), Columbia ML 5814 (M), MS 6414 (S)

- PUCCINI: Madama Butterfly, Leontyne Price, Erich Leinsdorf (cond.), RCA Victor LM LSC/6160
- 2. BELLINI: La Sonnambula, Joan Sutherland, Richard Bonynge (cond.), London OSA 1365
- LEHAR: The Merry Widow, Elisabeth Schwarzkopf, von Matacik (cond.), Angel 3630 B/L
- 4. SCHUBERT: Die schone Mullerin, Dietrich Fischer-Dieskau (baritone), Gerald Moore (piano), Angel 3628
- MAHLER: Symphony No. 2 in c, Philharmonia Orchestra, soloists, Klemperer (cond.), Angel B/SB 3634
- 6. PUCCINI: II Trittico (II Tabarro, Suor Angelica, Gianni Schicchi), Renata Tebaldi and Various Artists, London OSA 1364

SIGNIFICANT NEW ACTION LP SETS

MOZART: Cosi fan tutte, Schwarzkopf, Ludwig, Others, Philharmonia Orchestra, Angel DL/SDL 3631

PITTSBURGH SYMPHONY MEMBERS GET PACT

PITTSBURGH—Members of the Pittsburgh Symphony Orchestra, who record for the Command label under the direction of William Steinberg, have a new three-year contract with the Pittsburgh Symphony Society. It is the second threeyear contract in the orchestra's 36-year history, according to

Charles Denby, president of the society, and Hal Davis, president of the Pittsburgh Musical Society, Local 60, AFL-CIO.

The quiet, negotiated agreement between the musicians and the Society is in sharp contrast to contract negotiation difficulties experienced by other symphony orchestras in many parts of the United States.

The new three-year contract provides for a gradual increase (Continued on page 51)

Contest Winners In N. Y. Concert

NEW YORK — The three winners of the Dimitri Mitropoulos International Music Competition for conductors were seen in Concert at Philharmonic Hall with the Symphony of the Air on Sunday (7). They were chosen over 60 contestants representing 28 countries.

Winners were Pedro Calderon, 29, of Argentina; Claudio Abbado, 29, of Italy, and Zdenek Kosler, 35, of Czechoslovakia. Each received a \$5,000 cash prize and have been appointed as next season's assistant conductors of the New York Philharmonic.

Classical Notes and Chatter

NEW YORK—It is the conviction of Columbia president Goddard Lieberson that a recording company has the "cultural obligation to provide classics of the future as well as the past." In the past 10 or more years Columbia has brought previously unrecorded chamber music of more than 40 American composers to the label's Modern American Music Series, made under the direct supervision of the composers by artists of the composers' choice and in many instances, the composer himself is heard as performer. Incidentally, in the March release of this series, Mr. Lieberson is represented as a composer with the inclusion of his "String Quartet (1938)."

The entire orchestral level of Philharmonic Hall at Lincoln Center will be transformed into an area with tables and chairs for a series of "Promenades" starting May 29. Produced by Roger Englender, the four-week season of light music will feature conductors Andre Kostelanetz, Andre Previn and Morton Gould.

Air Force Staff Sergeant Tom Villella unearthed a priceless collectors item as a result of his WDOK, Cleveland, "Living Voices" series: a test pressing of the former Met Opera diva, Rosa Ponselle, singing Schubert's "Serenade." Both Miss Ponselle and the company which recorded it had completely forgotten that it existed. A copy of the disk has been presented to Miss Ponselle, who now lives in Baltimore.

둉

The New York City Opera company's spring season which is traditionally devoted to contemporary opera will feature the New York premiere of Benjamin Britten's "A Midsummer Night's Dream" opening night, April 25.

Met Opera tenor Jan Peerce will sing the role of Florestan in the world premiere of Beethoven's "Fidelio" in Hebrew when it is done in Tel Aviv next summer. Just last month, Peerce established the Alice and Jan Peerce Scholarship Fund for deserving students in the Cantors Institute of the Jewish Theological Seminary in New York.

BARRY KITTELSON

formances explained, "I'm not enamored of the footlights. Recordings I love, because they have the flattery of being in some degree permanent." He added: "Of course, I've found almost no one else to agree with

me."

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Here's to Henry Mancini and Johnny Mercer, winners of the Oscar for the best movie song of 1962:

"Days of Wine and Roses"



MUSIC PUBLISHERS HOLDING CORPORATION

Nashville's Music City Gives Whole Neighborhood a Facelift

By MARK-CLARK BATES

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

Property values in the Record Row area (the 700-900 blocks on 16th and 17th Avenues South) have doubled in less than 12 months as an almost steady stream of property seekers search for a location in the mushrooming Music City bailiwick.

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

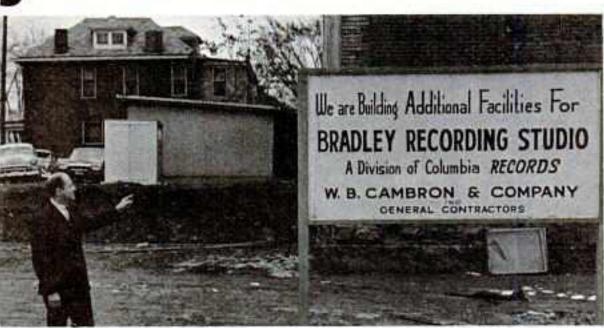
Leading the way with what presently is the most ambitious program is Bradley Studios, a division of Columbia Records. Situated in what most observers consider the ideal location in the area, Columbia already boasts one of the most modern studios in the area.

Added Facilities

Bill Denny, Columbia studio manager, said the label is building a new office building valued at about \$100,000 which will adjoin the present facilities. The new two-floor building will include two editing rooms, two mastering rooms, an echo chamber, a lounge for musicians and an engineering office. He said



BEVERLY BUFF, Bethlehem recording artist, is riding the C.&W. charts with "Forgive Me." The lovely thrush is booked by the Ted Moore Agency, 1773 Beacon Hill Boulevard, N.E., Atlanta 6, Ga. (Telephone 636-5683.)



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

phase two of the building program will begin as soon as the present work is completed. The second phase will include the building of another studio.

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

Victor, headed by Chet Atkins here, is in studios which, when built less than six years ago, cost about \$60,000. The property is now valued at about \$150,000, Atkins said.

Chet said there is some substance to talk that the label will build an additional studio and parking facilities, but nothing

Box-Office Whiz Oscar Davis Hits Another Big One

NASHVILLE—Oscar Davis, whose reputation as the "Baron of the Box Office" grows more solid every week, scored heavily with a sock gross in Memphis, with a star-packed c.&w. package March 31.

The show took in a total of \$10,289, Jack Andrews of Jim Denny Artists Bureau reported.

The show was arranged through the Jim Denny Artist Bureau under the supervision of Oscar Davis and Shelley Snyder, and is part of the Ray Price Enterprises.

Other shows are booked for Indianapolis, Dayton and Detroit with some of the best known c.&w. entertainers in the country.

The next show is set for the Indianapolis State Fair Grounds Coliseum April 21.

definite has been decided. It is understood Victor is interested in four pieces of property adjacent to their present site.

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

Mercury, headed locally by Shelby Singleton, has just made the switch to the area after having been in downtown Nashville. The property on which their new offices are located could probably have been bought for about \$7,000 two years ago. Today the property alone, exclusive of improvements, would probably run (Continued on page 23)

Wilburn Bros. Show Syndicated In South and SW

NASHVILLE — A new 30minute television show to be
syndicated throughout the
Southeast and Southwest featuring the Wilburn Brothers will
be launched in the near future,
Smiley Wilson, of the Wil-Helm
Agency, said last week.

The program, to be called "The Wilburn Brothers Show," will star Teddy and Doyle Wilburn and will feature Loretta Lynn and Harold Morrison, along with Don Helms and Tommy Jackson with a different guest star each week. The show will be sponsored by the American Snuff Company of Memphis.

Premier showing is set for May 4 in the following markets: Birmingham; Montgomery, Ala.;

HOT COUNTRY SINGLES

		RINGORAN ZECIAL ZORAFA
		FOR WEEK ENDING 4/20/63
This Week	Last Week	Title, Artist, Label & No. Weeks on Chart
1	1	STILL 9 Bill Anderson, Decca 31458
2	2	END OF THE WORLD
3	3	Jim Reeves, RCA Victor 8127
4	6	LONESOME 7-7203 6 Hawkshaw Hawkins, King 5712
5	5	THE YELLOW BANDANA 8 Faron Young, Mercury 72085
6	4	DON'T LET ME CROSS OVER20 Carl Butler, Columbia 42593
7	7	NOT WHAT I HAD IN MIND
8	9	WALK ME TO THE DOOR 8 Ray Price, Columbia 42658
9	10	Patsy Cline, Decca 31455
10	8	FROM A JACK TO A KING
11	12	YOU TOOK HER OFF MY HANDS 8 Ray Price, Columbia 42658
12	17	SHEEPSKIN VALLEY
13	15	MR. HEARTACHE, MOVE ON
14	11	SECOND HAND ROSE
15	27	CIGARETTES AND COFFEE BLUES 5 Marty Robbins, Columbia 42701
16	13	Johnny Cash, Columbia 42665
17	14	BALLAD OF JED CLAMPETT
18	19	COLD AND LONELY
19 20	20 21	Buck Owens, Capitol 4937 SAWMILL
21	22	Webb Pierce, Decca 31451 PLEASE TALK TO MY HEART
22	26	Country Johnnie Mathis, United Artists 536 VOLUNTEER
23	24	Autry Inman, Sims 131 HEAD OVER HEELS IN LOVE WITH YOU 3
24	28	Don Gibson, RCA Victor 8144 IF I COULD COME BACK
25	18	Webb Pierce, Decca 31451 LONELY TEARDROPS
26	A CONTRACTOR	Rose Maddox, Capitol 4905 HALF A MAN
27	23	Willie Nelson, Liberty 55532 FORGIVE ME
28	_	Beverly Buff, Bethlehem 3065 LIVE FOR TOMORROW 1
29	30	Carl Smith, Columbia 42686 TAKE A LETTER MISS GRAY
30	_	Justin Tubb, Groove 0017 FLYIN' SOUTH
50	7.5	Hank Locklin, RCA Victor 8156

Little Rock; Shreveport, La.; Jackson, Miss.; Chattanooga, Knoxville, Memphis, Nashville, Dallas, Houston; Jacksonville, Fla.; Tallahassee, Fla.; Atlanta; Bristol, Va.; Charlotte, N. C.; Raleigh, N. C.; Charleston, S. C., and Greenville, S. C.

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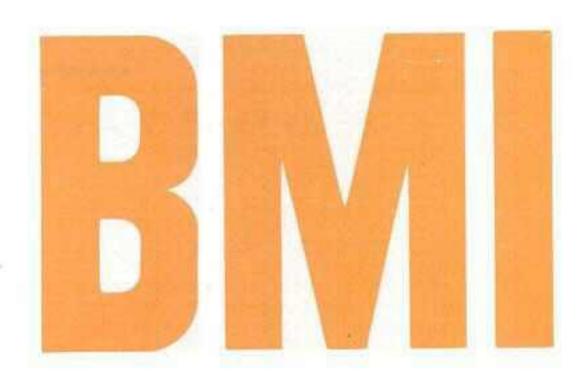
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R & B ROUNDUP

By NICK BIRO

Jean Dushon, formerly with ABC-Paramount, Atlantic and Okeh, was signed last week by Lennox Records and is slated to do her first session Monday (15). . . . Esther Phillips is off for a two-month road tour with Sam Coon, Jerry Butler and the Drifters. They started Saturday (13) in Norfolk, Va., and will cover the Eastern Seaboard. . . . The Genies are appearing

in Canada for two weeks. Their "Shoe Fly Pie" had delayed action. Though released last January, it suddenly started taking off last week at KELP, El Paso, Tex. Lennoxs Rick Willard noted: "It looks like we may have a record." . . . It should be a busy spring season for Milwaukee Braves outfielder Lee Maye. In addition to his diamond chores, he's got a new single coming out April 17, "Halfway Out of Love."

From the Pacific Northwest's r.&b. outlet, KZAM-FM, Seattle "Jivin' Gene" Barrow reports that LeRoy Ray, the 12-6 all-nighter, is "swingin' with his all r.&b. jazz show." Other news from Barrow: "Marty Wyatt, former U. of Washington half-back, now in Canadian football, fills the 5-9 p.m. slot on Saturdays with rockin' sounds. . . .

Barrow picks: "When the Red, Red Robin Comes Bob, Bob, Bob, Bobbin' Along, by April Mae and the Blue Skies on Ember"; "Feel Like a Million," by Tyrone and the NuPorts on Darrow, and "Mama, What'll I Do," by Patricia Conley on Aldo.

Larry Braxton, another swinger at KZAM, says "Prisoner of Love," by James Brown on King looks like a comer." So thank you, Gene.

It's a new release for Margo Treadwell, "Three's a Crowd" on Lennox, a solid teen sound. . . . Big Al Downing is playing to SRO audiences at the Rand Club, Washington. He's built up an amazing teen-age following. . . . Stacy Records, Chicago, is releasing "Theme for a Lonely Heart," a master from the Billy Mure Group in New York. . . . And our apologies to Teddy McRae of Raecox Records. His new Billy Smith single is "The Whammer," not "Whamsner." It was picked last week by Bill Summers, program director at WLOU, Louisville. ... Prestige's Willis Jackson and Jack McDuff both have pulled singles from their respective hot albums. For Jackson it's "Neopolitan Nights" b/w "Mama." McDuff's is "Something Slick" b/w "Screamin'."

S. F. Furniture Store to Get Into Records

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

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

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

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

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

Downey, who recently exited WYNR in the Windy City, will also handle the 7 to 10 p.m. stanza on the 5-000-watt full-timer.

Prior to joining KUDL, Downey did air stints with KELP, El Paso, Tex.; WICE, Providence, and WPOP, Hartford, Conn.

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

British Oriole Firm Goes Into Medium Prices

LONDON — Oriole is introducing a medium-price line for the first time as part of its current expansion plans. It will be called Realm and sell at \$3.17— 52 cents more than most lowprice albums.

First six releases are due April 12. Titles include "R&B Greats" and Lionel Hampton's "Hamp Goes Wild." Future releases will include jazz titles with early tracks by Stan Getz, Erroll Garner, Dizzy Gillespie and others.

In the normal price range, Oriole is about to release the first albums from its tie with the Motown - Tamla - Gordy group, with titles by the Miracles, the Contours and Mary Wells.

The firm has stepped up its purchase of Radio Luxembourg air time. It now has two 15-minute programs a week beamed at Britain.

Luxembourg Runs New Radio Show Just for British

LONDON — Radio Luxembourg is changing the policy of its early morning broadcasts and from this week begins a new service beamed at Britain entirely in English, running from midnight till 3 a.m.

Previously this time slot had been occupied by a joint service in English, French and German, going out simultaneously on all the outlet's transmitters.

But with the imminence of the BBC's late night program, Radio Luxembourg decided to provide a service on its 208 meter band just for Britain.

The new program is called "Music in the Night." Unlike most of the output in Radio Luxembourg's British service, this program carries commercials rather than the outright sale of 15 minute or longer segments.

R&B SINGLES

Billboard SPECIAL SURVEY

		FOR WEEK ENDING 4/20/63	
This Week	Last	Title, Artist, Label & No. Weeks o	n
1	1	HE'S SO FINE 8	
	-	Chiffons, Laurie 3152	
2	3	BABY WORKOUT 5	
3	2	Jackie Wilson, Brunswick 55239 OUR DAY WILL COME 8	
3	2	Ruby & the Romantics, Kapp 501	
4	5	SOUTH STREET 8 Orlons, Cameo 243	
5	12	I GOT WHAT I WANTED 4 Brook Benton, Mercury 72099	
6	11	DON'T SAY NOTHIN' BAD ABOUT MY BABY	
7	4	END OF THE WORLD	
8	15	DO THE BIRD 4 Dee Dee Sharp, Cameo 244	
9	13	DON'T SET ME FREE 7	
		Ray Charles, ABC-Paramount 10405	
10	17	HOW CAN I FORGET	
11	7	WALK LIKE A MAN	
12	6	LAUGHING BOY 8 Mary Wells, Motown 1039	
13	27	I WILL FOLLOW HIM	
14	26	WATERMELON MAN 4 Mongo Santamorio, Battle 45909	
15	21	PIPELINE	
16	10	RHYTHM OF THE RAIN	
17	24	FOOLISH LITTLE GIRL	
18	28	TELL HIM I'M NOT HOME	
19	9	YOU'RE THE REASON I'M LIVING 11 Bobby Darin, Capital 4897	
20	-	YOUNG LOVERS	
21		ON BROADWAY 1 Drifters, Atlantic 2182	
22	8	RUBY BABY	
23	-	THAT'S HOW HEARTACHES ARE MADE. 1 Baby Washington, Sue 783	
24	23	LET'S TURKEY TROT 9	
25	-	TWENTY MILES	
26	-	SURFIN U. S. A	
27	14	CALL ON ME	
28	16	LET'S LIMBO SOME MORE	
29	25	HELP ME	
30		LOVE OF MY MAN	
			_

HOLLYWOOD—Ava Records and the Fred Astaire enterprises will be headquartered in the Continental Bank Building here. Astaire has leased the entire fourth floor of the building, which will house Astaire, Ava Records President Jack Mills; a.&r. head Tommy Wolf; national promotion manager Jerry Johnson; "Top 40" a.&r. director Al Hazen and public relations director Rosemary Edelman.

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SINGLES REVIEW POLICY

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



POP SPOTLIGHT

JACK SCOTT

(Painted Desert, BMI) (2:11)

(Unart, BMI) (2:40)-Capitol 4955

Jack Scott makes some strong sense with these two sides, two of his best in some time. The first is a ballad tinged with country that can easily go pop. The second has a beat in a "Heartaches by the Dozen" genre. Either or both here.



POP SPOTLIGHT

JOEY DEE AND THE STARLIGHTERS

(PARTS 1 &

(Sherlyn-Pent, BMI) (2:30, 1:50)-Roulette 4488

This wild, driving swinger, featuring some exciting organ work and Dee's vocal shouting could climb the charts quickly. Side 1 is the stronger of the two, with an infectious beat adding to the organ and vocal



POP SPOTLIGHT

THE MOMENTS

THE BIG ROUND

(Pattern, BMI) (2:05)

HOMEWORK

(Bamboo, BMI) (2:28)-Era 3104

Here are two really fine sides sung with spirit and swing from this new group. The first is a gospel-type tune with humor and a beat that should go. The second has a touch of teen novelty and great medium



POP SPOTLIGHT

JOHNNY CYMBAL

TEEN-AGE HEAVEN

(Jeanick, BMI) (2:58)-Kapp 524

Johnny Cymbal follows up his "Mr. Bass Man" smash with a moving reading of a tune about a teen-age heaven, somewhat on the order of "Hillbilly Heaven." The tune is pretty and the names of top vocalists add to the lyric. Flip is "Cinderella Baby" (Premier, BMI) (2:18).



POP SPOTLIGHT

JERRY KENNEDY

(El Dorado, BMI) (3:08)-Smash 1815

Here's a two-part instrumental that's got the sound and the wild rock that should make it a great teen dance item. Wild tenor, guitar and stomping sound make Part II a real winner.



POP SPOTLIGHT

NEIL SEDAKA

LET'S GO STEADY

(Aldon. BMI) (2:26)-RCA Victor 8169

This should be another solid hit for the lad. The tune is a lilting uptempo effort, featuring a lively multi-tracked vocal and effective use of electric harpsichord and chorus. Flip is "Waiting for Never" (Rondak, BMI) (2:30).



POP SPOTLIGHT

VIC DANA

HEART, HAND AND TEARDROP

(Lowry, BMI) (2:25)-Dolton 73

Here's a mighty fine ballad-with-a-beat, sung by Dana. The side has a touching lyric sung with feeling against voices and strings. Flip is "Danger" (Champion, BMI) (2:25).



COUNTRY SPOTLIGHT

GRANDPA JONES

(Peer, BMI) (2:23)-Monument 811

Grandpa is in the highest kind of fettle on this wild, rousing performance. He shouts and plays his banjo to a fare thee well and there's a sprightly piano spot, too. Watch it. Flip is "My Carolina Sunshine Girl" (Peer, BMI) (2:39).



COUNTRY SPOTLIGHT

LEON McAULIFF

NIGHT LIFE

(Pamper, BMI) (2:02)

(Cedarwood, BMI) (2:22)-Cimarron 405

Two great sides for McAuliff here, leading off with a fine weeper, written by Willie Nelson. Flip is the old weepy barroom favorite given a sock reading by the leader in the vocal with his Western band. Watch both.



COUNTRY SPOTLIGHT

BENNY JOY

SOMEBODY ELSE'S

(Cole, BMI) (2:33)-Dot 16445

The fine country artist with an honest, sincere sound turns in a solid ballad reading here with a sock background that builds neatly. This could be a fast mover. Flip is "I'm of No More Use to You Old Earth" (Cedarwood, BMI) (2:20).



R.&.B. SPOTLIGHT

JUNIOR PARKER

(Don, BMI) (2:26)-Duke 364

Junior is in solid vocal form in this sharp outing with the delta sound. There's a catchy sound from a fem voice, too, that adds a lot of interest. Strong potential and it could go pop. Flip is "I Can't Forget about You" (Don, BMI) (2:15).



SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING

DON COSTA

(BNP, ASCAP) (2:15)-Columbia 42785

Here's a strong instrumental reading of the song that's currently a vocal smash for Brenda Lee. The tune tends itself well to this treatment and the side is worth much play. Flip is "Tamoure" (Haymarket, BMI) (2:20).



FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, onestops and rack jobbers handling that category.

POPULAR

PRINCE ARTHUR *** Walkin' Uptown (Eden. BMI) (2:21) - *** Limborino (Eden, BMI) (2:16). ABC - PARA-**MOUNT 10417**

DON DRYSDALE

*** One Love (American, BMI) (2:22)-★★★ Give Her Love (Sergeant, ASCAP) (2:15). REPRISE 20162

BUDDY GRECO

*** Make Up Your Mind (Harriet. ASCAP) (2:38)-*** What Now My Love (Remick, ASCAP) (2:56). EPIC 9588

NORRO

*** Blink Away (Acuff-Rose, BMI) (2:36)-** Top Dog (Acuff-Rose) (2:20). MONUMENT 813

THE IMPRESSIONS

*** Twist and Limbo (Curtom, BMI) (2:29)-*** Sad, Sad Girl and Boy (Curtom, BMI) (2:40). ABC-PARAMOUNT 10431

ROBERT MERSEY AND HIS ORK *** Under Paris Skies (Leeds-BIEM, ASCAP) (2:12)-*** Portobello Sunset (Cromwell, ASCAP) (2:19). COLUMBIA 42770

CATHY JEAN

*** My Heart Belongs to Only You (Merrimac, BMI) (3:05)-*** I Only Want You (Audicon-Tampico, BMI) (2:15). PHILIPS 40106

THE PASSIONS

*** The Empty Seat (Unbelievable, BMI) (2:48) - ** The Bully (Unbelievable, BMI) (2:21). ABC-Paramount 10436

*** Little Latin Lupe Lu (Maxwell-Conrad, BMI) (2:00)-+++ I'm

So Lonely (Maxwell-Conrad, BMI)

RIGHTEOUS BROTHERS

(2:20). MOONGLOW 215 PAT POWDRILL *** I Only Came to Dance With

You (Metric, BMI) (2:40)-** Fell by the Wayside (Lowery, BMI) (2:40). REPRISE 20166

THE BUFFALO BILLS *** You Don't Need Her (Stroud, BMI) (2:44)—★★★ The First Winds of May (Marapunta-Shayne, ASCAP) (2:42). WARNER BROS. 5356

SCOTTY McKAY

*** Mess Around (Progressive, BMI) (2:20)-** Sittin' Down and Cryin' (Ladd, BMI) (2:23). PHILIPS 30109

THE MASKED DEMONS *** Hi-Surfin' (Hollyvale, BMI) (2:00) - ** Way Out (Hollyvale, BMI) (2:05). R.R.E. 1016

JOHNNY (Z) *** Midnight Beach Party (Hillary, BMI) (1:56)—★★★ Beach Bum (Hillary, BMI) (2:03). DORE 667

FOUR HOLLIDAYS *** Grandma Bird (Massa, BMI) (2:10)—★★★ Step by Step (Massa, BMI) (2:20). MARKIE 109

GUS BACKUS *** Short on Love (Acuff-Rose, BMI) (2:21)—★★★ Big Willie Broke Jail Tonight (Acuff-Rose, BMI) (1:59). MGM 13134

MIKE BERRY *** Don't You Think It's Time

(1:40)—★★★ Lonliness (2:30). COR-AL 62357 ROY CLARK *** Tip of My Fingers (Tree,

BMI) (2:40)—** Spooky Movies (Central Songs, BMI) (1:53). CAPI-

TOL 4956 (POOGIE) HUDSON ★★★★ I Know, I Know (Lloyd & Logan, BMI) (2:34)—★★★ Jealous Heart (Lloyd & Logan, BMI) (2:25).

THE ROMEOS

DOUBLE L 711

★★★★ I'm Gonna Rebuild This World (La Casa del Zorro, BMI) (1:53) — ★★★ Julie (La Casa del Zorro, BMI) (2:30). FELSTED 8672

THE SEQUINS

★★★★ I Ain't Gonna Cry (No More) (United Artists, ASCAP) (2:12) -** Hideaway (Vibar, ASCAP) (2:35). TERRACE 7515

DAVID THORNE

*** One More Fool, One More Broken Heart (Beechwood, BMI) (2:46)—★★★ Don't Let It Get Away (Knollwood, ASCAP) (2:21). RIVER-SIDE 4552

DIAN AND THE GREENBRIAR BOYS

*** He Was a Friend (Nina, BMI) (2:57) — ** Brown's Ferry Blues (American, BMI) (2:08). ELEK-TRA 45001

DON GARDNER AND DEE DEE FORD

*** You Upset My Soul (Ludix, BMI) (2:55) — ★★★ Son, My Son (Ludix, BMI) (2:49). LUDIX 104

THE COUNT VICTORS *** Road Runner (Arc. BMI) (2:50)-+ Lorie (Champion, BMI) (2:12). CORAL 62356

COUNTRY

RAMSEY KEARNEY

*** The Blues Keep Hanging On (Acuff-Rose, BMI) (2:22) - *** Put Away That Gun Boy (Acuff-Rose, BMI) (1:51). HICKORY 1211

SANDY SELSIE *** Don't Destroy Me (Roosevelt, BMI) (2:24)--★★★ Come On

LUMBIA 42766 LATTIE MOORE

In (Canada, Ltd., BMI) (1:55). CO-

*** Out of Control (Lois, BMI) (2:32)-★★★ Just About Then (Lois, BMI) (2:20). KING 5723

COWBOY COPAS

*** Signed, Sealed and Delivered (Lois, BMI) (2:38)—★★★ The Hopes of a Broken Heart (Lois, BMI) (2:52). KING 5733

COWBOY COPAS

*** The Road of Broken Hearts (Lois, BMI) (2:56) — *** Breeze (Shapiro-Bernstein, ASCAP) (2:49). KING 5734

GEORGE MORGAN

*** Beyond My Heart (Dickson, ASCAP) (2:12)-** Where Is My Love? (Cedarwood, BMI) (2:17). CO-LUMBIA 42757

JAZZ

SAM JONES ORK *** Thumbstring (R. B., BMI) (3:41)--★★★★ Unit 7 (Upam, BMI) (3:51). RIVERSIDE 45477

WES MONTGOMERY QUINTET *** Full House (Jazz Standard, BMI) (4:14) — *** Cariba (Jazz Standard, BMI) (3:49). RIVERSIDE

COUNTRY

LORRY PETERS

*** So Far So Good (Rose, BMI) (2:32)—★★★ Gonna Find Me a Bluebird (Acuff-Rose, BMI) (2:32).

RHYTHM & BLUES

LITTLE WALTER *** Up the Line (Arc, BMI) (2:06) — ★★★ Southern Feeling (Arc, (BMI) (2:03). CHECKER 1043

LATIN AMERICAN

EDUARDO DAVIDSON AND HIS ORK

CHIVIRICO DAVILA

*** Amor Bajo La Lluvia (Morro) — ★★★★ Un Domingo Sin Ti (Morro). ALEGRE 3124

AND HIS ORK ★★★★ Pirulo—★★★★ Te Pica El Alacran. ALEGRE 3125

SPIRITUAL CHICAGO GOSPEL CAVALIERS *** Prayer Wheel (Lion, BMI) (2:27) — ★★★ Don't Stop Praying

(Lion, BMI) (2:45). PEACOCK 1874

THREE-STAR SINGLES

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

POPULAR

ASCAP) (2:06)—Gonna Put You Down (Famous, ASCAP) (2:04). DOT 16462

DEBBIE REYNOLDS—My Six Loves (Famous, ASCAP) (2:14)—A Home in the Meadow (Robbins, ASCAP) (1:44).

DOT 16465

THE BELGIANETTS-My Blue Heaven -The Train. OKEH 7172 MARGO TREADWELL—Three's a Crowd (Chappell, ASCAP) (2:27)—I Can't Keep Myself From Loving You (Madchen-Bonnie-Jill, BMI) (2.07). LENOX 5564 THE JOHNNY LEWIS TRIO AND MILLIE—Snake Hips (Champion, BMI) (2:35)—Blues on the Rocks (Two-Beat, BMI) (2:20). CORAL 62354

Morris, ASCAP) (2:08) — The James Bond Theme (Unart, BMI) (2:15). CAPITOL 4954

MARIA BEALE FLETCHER — Nickels and Pennies (Combine, BMI) (2:24)— Where the Grass Looks Green (Com-bine, BMI) (2:19). MONUMENT 812

GRADY SNEED — Once Upon a Time (Dragonwyck, BMI) (2:05) — Skippin' School (Dragonwyck, BMI) (2:55). REPRISE 20164 THE FOUR LADS — Cornflower Blue (Arch, ASCAP) (2:22)—My Home Town (Integrity-Nancy, ASCAP) (2:05). RE-

THE VISIONS — Cigarette (American, BMI) (2:30)—Look at Me Now (Ameri-can, BMI) (2:18). ORIGINAL SOUND

ALAN DALE—Cicirinella (The Animal Song) (Sunbeam, BMI) (2:55) — The Sound of a Breaking Heart (Champion, BMI) (2:49). CORAL 62355 THE ENTERTAINERS—Marianne (Mont-clare, BMI) (2:26)—The Fuddy Duddy Walk (Pattern, ASCAP) (2:27). CATCH

MILT JACKSON ORK—Namesake (MJQ, BMI) (3:19) — 'Round Midnight (Ad-vanced, ASCAP) (4:00). RIVERSIDE

JOHNNY LYTLE TRIO — A Taste of Honey (Songfest, ASCAP) (2:08)—Lela (Jazz Standard, BMI) (2:43). RIVER-SIDE 4551

COUNTRY & WESTERN

ROSS SISTERS — Fallen Angel (Cedarwood, BMI) (2:21) — You Still Want Her (Cedarwood, BMI) (2:32). CAPITOL 4953

REVIEWED The singles listed below are rated as

OTHER SINGLES

having relatively limited sales or programming potential. POPULAR

THE FOLK SWINGERS — Waterfall (Alley 1009) Ron Looney (Sandra-Pure Gold, BMI) (2:00) Sourwood Mountain (Sandra-Pure Gold, BMI) (1:52)

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Nashville Gets a Facelift

• Continued from page 18

close to \$30,000, it was esti-

Another Neighbor

Another high-flying Nashville firm, Tree Publishing Company, is almost set to move from the downtown area to Record Row. Tree, owned by Jack Stapp, president, and Buddy Killen, executive vice-president, recently bought property in the 900 block on 16th. Extensive remodeling of the property with an investment of about \$55,000 is expected to be completed soon, Killen said.

And the 801 Building, owned by Owen Bradley, is in the midst of further remodeling. The building already houses Sure-Fire Music, the Wil-Helm Agency, Southern and Peer Music, Vanadore Music, the Country Music Association, Hill & Range Music and Glaser Publishing Company.

The lower level of the 801 Building has just been remodeled and will be occupied by Forrest Hills Music Company, a new pubbery, headed by Jerry and Harold Bradley. The Forrest Hills layout features a swank reception area, a studio, kitchen and private offices.

BMI's Nashville operations, headed by their Southern representative Frances Preston, also has plans for building in the immediate future. They have purchased choice property on Record Row and are attempting to buy an adjacent house and lot.

High Mark

BMI will, when they make the move, join a host of others who have moved from downtown Nashville to the rapidly growing area. BMI presently is located in the L&C Tower, a landmark building in the South because of its height.

It is understood that BMI has three possible plans for their building. The plan selected will be determined in part by whether or not they obtain the adjacent property.

Others already in the area include Lowery Music, Painted Desert Music and ABC-Paramount on 17th Avenue South, Marty Robbins' offices and music publishing interests on 18th Avenue South, Roi Studios on 19th Avenue South, Ahab Productions and Ray Stevens on 17th and others.

Billboard, American Music, Central Songs, Ka\$h Records, Yonah Music and others are based on 16th in property owned by J. T. Hailey.

The first music publishing firm to move to the area was Jim Denny's Cedarwood Publishing Company. Denny built a modern brick and glass building to house his publishing company

Harry Akst Dies; Jolson's Pianist

HOLLYWOOD—Harry Akst, composer and accompanist for many years with the late Al Jolson, died here last week (31) at his home. He was 68. Akst was the pianist for Jolson's final appearances in 1950 when the singer appeared in Korea. Akst also wrote a number of tunes over the years. He is survived by his widow, Rose; daughters, Mrs. Blossom Levy of New York, and Mrs. Georgia Harris of Los Angeles, and a sister, Mrs. Theresa Felsan of New York.

and the artists bureau which bears his name in May of 1961.

Soon after, Hubert Long built the Capitol Records Building immediately across the street from Denny. The Capitol Building also houses Long's Talent Agency and Moss Rose Publishing Company. Recently Bob Neal opened a talent agency in the building.

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

ing to most realtors working property in the area.

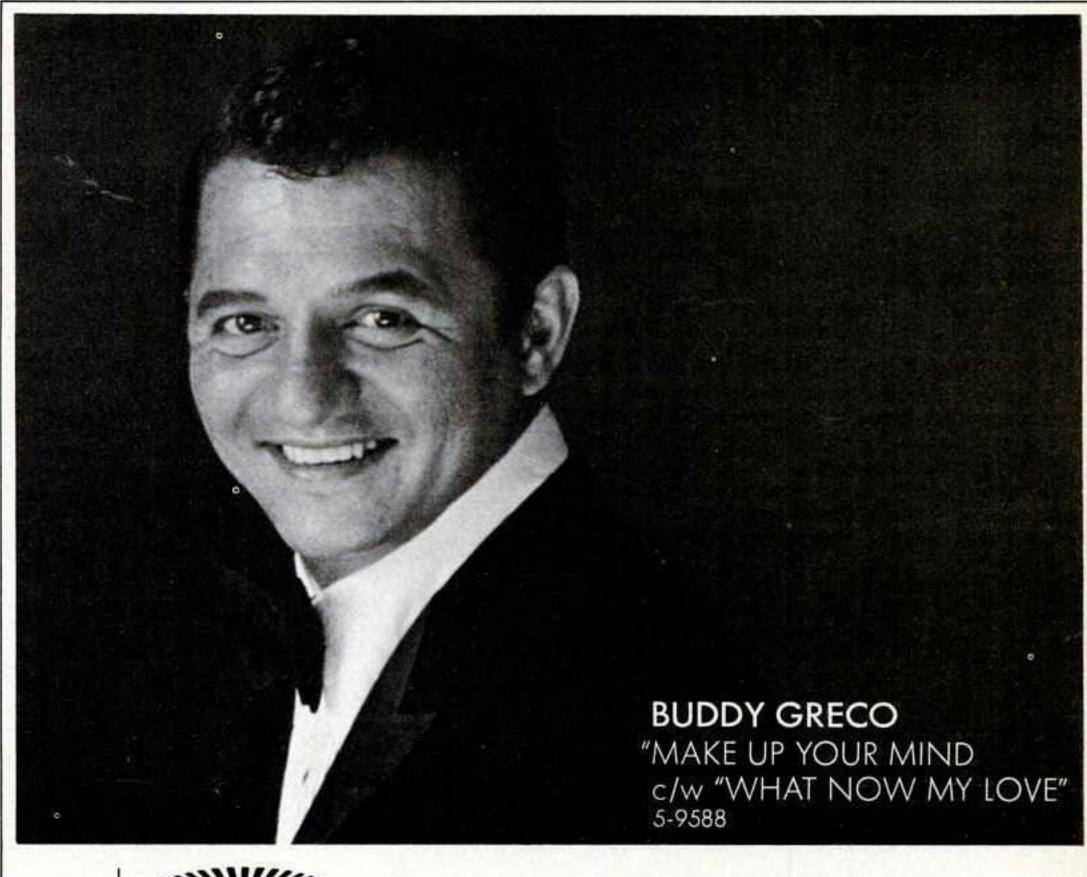
But while the influx continues, there are several Music City leaders who will most likely continue their operations in other parts of the city or in surrounding areas.

The Acuff-Rose empire on Franklin Road here, headed by Wesley Rose, is not expected to budge. They have in recent weeks bought the sprawling building which houses the publishing company, artists bureau and Hickory Records, and plan

an expansion program in the near future.

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

Two others, Pamper Music and Starday Records, are comfortably situated in nearby Goodlettsville, Tenn. Pamper only recently bought additional property for their growing operations, and Starday has recently expanded their already extensive facilities.



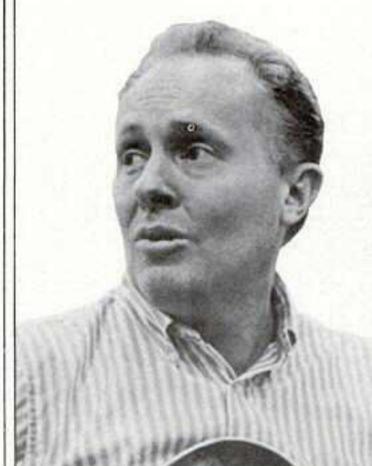
CREATES A SENSATION-EVERY SINGLE TIME!

HERB ELLIS and The ALL STARS "GRAVY WALTZ" 5-9576 MARPESSA DAWN "MANHA DE

CARNAVAL"
From the Original
Sound Track of
the Movie
"BLACK ORPHEUS"
5-9578

"OVER THE MOUNTAIN IACROSS

THE SEA!" 5-9577







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*	STAR PERFORMERS—Selections register- ing greatest upward progress this week.	S Indica	tes that 45 r.p.m. stereo n is available.	single Indicates t			Indicates that 331/2 r.p.m. ste version is available.	
H	S C S S TITLE Artist, Label & Number	Weeks On Chart	WK. Ago	TITLE Artist, Label & Number	Weeks On Chart	Wks. Ago	TITLE Artist, Label & Number	Weeks
(1)	1 1 1 HE'S SO FINE	9	(35) 41 44 47	LINDA	9 67 6	5 66 78	AMY	4
2	2 5 18 CAN'T GET USED TO LOSING YOU Andy Williams, Columbia 426		36) 14 9 6	RHYTHM OF THE RAIN	15 68 7	4 76 80	HOW CAN I FORGET	6
•	7 30 62 WILL FOLLOW HIM	iii 🛆 5	(37) 39 47 53	DAYS OF WINE AND ROSES	Δ 6		THIS LITTLE GIRL	Δ 1
4	, 8 11 19 PUFF (The Magic Dragon)	348	38) 21 15 10	BLAME IT ON THE BOSSA NOVA	△ 14 10 7	8 — —	TWO KINDS OF TEARDROPS Del Shannon, Big Top 3143	2
(5)	5 6 8 BABY WORKOUT			ALL I HAVE TO DO IS DREAM	11	ale and	PUSHOVER Etta James, Argo 5437	1
4	9 10 26 YOUNG LOVERS	6	(40) 19 8 5	YOU'RE THE REASON I'M LIVING	14	94	BIRD'S THE WORD. Rivingtons, Liberty 55553	- 3
0	3 4 4 SOUTH STREETOrlons, Cameo	10	O # 7/ 7/	DAYS OF WINE AND ROSES	, ,, (3)		WHATEVER YOU WANT	9
1	, 13 22 27 DON'T SAY NOTHIN' BAD ABOUT MY BABY	8	•	Henry Mancini, RCA Victor 8120 LITTLE BAND OF GOLD	5 74 8	5 96 98	BONY MORONIE	à
•	Cookies, Dimension 1	8		James Gilreath, Joy 274	(75) 3	33 100 —	(Today I Met) THE BOY I'M GONNA MARRY	
(10)	10 12 17 DO THE BIRD	8	(3) 35 35 37 (3) 43 43 50	Boots Randolph, Monument 804	9 76 9	9 65 65	SAX FIFTH AVENUE	
(F)	4 3 3 THE END OF THE WORLD	△ 13		ALL OVER THE WORLD			DON'T LET HER BE YOUR BABY Contours, Gordy 7016	
1	Skeeter Davis, RCA Victor 8 22 37 56 ON BROADWAY Drifters, Atlantic 2	5	Wast The Section	Ray Charles, ABC-Paramount 10435	78) 8		REMEMBER DIANA	
(13)	4 2 2 AND DAY WILL COME	11	\sim	LOCKING UP MY HEART	5 (79)	5 83 —	BILL BAILEY, WON'T YOU PLEASE	
1	31 41 60 WATERMELON MAN	6	47 37 28 24	WILD WEEKEND	17		Elin Fitzgerald, Verve 10288	
(15)	47 24 22 THENTY MILES	9	59 71 77	A LOVE SHE CAN COUNT ON			Maxine Brown, Wand 135	
1	30 42 59 MECCA	5	49 36 24 21	LET'S LIMBO SOME MORE			Kenny Chandler, Laurie 3158	
(17	40 00 05 PALLANI WIE BANK	8	(50) 32 19 15	LAUGHING BOY	V .		MEMORY LANE	
(18	14 7 7 IN PARTIE	11		TWO FACES HAVE I			COME AND GET THESE MEMORIES Martha & the Vandellas, Gordy 7014 THIS EMPTY DIACE	
(19	16 18 28 MR. BASS MAN	10	§2) 57 72 66		9		THIS EMPTY PLACE Dionne Warwick, Scepter 1247 HOW CAN I FORGET	
1	28 39 46 YOUNG AND IN LOVE	6		WHAT ARE BOYS MADE OF		- 72 72	Ben E. King, Ateo 6256 AIN'T THAT A SHAME!	
1	27 31 39 SANDY Dion, Laurie	8	\sim	WALK LIKE A MAN	Control of the Contro	7 05	4 Seasons, Vee Juy 512	
(22	25 32 35 OVER THE MOUNTAIN (Across the S	iea). 7		THE PROPERTY OF THE PROPERTY O			CALL ME IRRESPONSIBLE Frank Sinutra, Reprise 20151	
1	33 45 63 SURFIN' U. S. A	5		I GOT A WOMAN. Rick Nelson, Decca 31475 I LOVE YOU BECAUSE.			STILL Bill Anderson, Decca 31458 PRISONER OF LOVE	E(W
(24	24 22 24 47 47 47 47	8	72 81 82	Al Martino, Capitol 4930		Jame	ANN-MARIE	
12	34 46 75 CHARMS Bubby Ver, Liberty 5	4	DAM /	l'M JUST A COUNTRY BOY			Belmonts, Sabina 509	
26	26 27 22 BANT DE AFRAIR LITTLE BARLI	W ∧ 7	(59) 47 51 55	George McCurn, A&M 705	_		Solomon Burke, Atlantic 2185	
(27	A F 42 A AUD WHITE LAUF	△ 12	(39)	Rick Nelson, Decca 31475	. 1 3	98 — —	Rufus Thomas, Stax 130 HE'S SO HEAVENLY	
(28	20 22 40 1 607 10017 1 1011077	6	60 80	HOT PASTRAMI Dartells, Dot 16453	(4)		Brenda Lee, Decca 31478 ETERNALLY Chantels, Ludix 101	
29	43 E4 74 CONTRU LITTLE CIDE	5	17 79 85	THAT'S HOW HEARTACHES ARE MADE Baby Washington, Sue 783	95		THE LOVE OF MY MAN	
(30	S 22 47 44 I WANNA BE ABANDA	^ 15		DEARER THAN LIFE 72099	7 6	93 84 95	THEME FROM LAWRENCE OF ARABIA	
	62 88 — REVEREND MR. BLACK	3		SUN ARISE			DIANE	
T.	50 78 84 IF YOU WANNA BE HAPPY		64 67 73 76		98)	92 94 100	PREACHERMAN	
1	56 82 — LOSING YOU Brenda Lee, Decen 3		65 58 67 57	HE'S GOT THE POWER Exciters, United Artists 572	33)		SWEET DREAMS (Of You) Putsy Cline, Decca 31483	
1	44 52 83 TOM CAT	5019	₾	ANOTHER SATURDAY NIGHT	△ 1 (100)		IF YOU CAN'T ROCK ME	

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

Ain't That a Shamel (Travis, BMI)
All Over the World (Comet, ASCAP) 44
Amy (Alden, BMI)
Ann-Marie (Pokvan, BMI)
Another Saturday Night (Kags, BM1)
Ask Me (Figure, BMI) 80
Baby Workout (Merrimac, BMI) 5
Bill Bailey, Won't You Please Come Home (P.D.) . 79
Bird's the Word (Beschwood, BMI)
Blame It on the Bossa Nova (Aldon, BMI) 38
Bony Moronie (Venice, BMI)
Call Me Irresponsible (Paramount, ASCAP) 87
Can't Get Used to Losing You (Brenner, BMI) 2
Charms (Alden, BMI)
Come and Get These Memories (Johete, BMI) 83
Days of Wine and Roses-Mancini (Witmark,
ASCAP) 41
Days of Wine and Roses—Williams (Witmark, ASCAP) 37
Dearer Than Life (Morthridge, ASCAP) 62
Blace (Miller Affab) 07
Diane (Miller, ASCAP)
Dog. The (East, BMI) 92
Don't Be Afraid, Little Darlin' (Aldon, BMI) 26
Don't Let Her Be Your Baby (Johete, BMI) 77
Don't Say Mothin' Bad About My Baby (Aldon, BMI)
End of the World, The (Summit, ASCAP) 11
Eternally (Bix-Betalbin, BMI) 94
Follow the Boys (Francon, ASCAP)
Foolish Little Girl (Alden RMI) 29
He's Got the Power (Trin RMI)
He's So Fine (Bright-Tunes, BMI)
He's So Heavenly (Metric, BMI)
Heart (Aldon, BMI)
man paradi, amy continuous continuous continuous con

Here I Stand (Cor	nrad, BM	0		
Hot Pastrami . How Can I Forg	ir mains			
How Can I Forge	et-Helia	Arrente	d BMI	BM1) -+
Got a Woman	/Propress	ive RM	3	
Got What I W	anted (B)	en Day	BMI)	
Love You Beca	use (Ros	BMI)		
Wanna Be Aro	und (Con	mander.	ASCAP)	
Love You Beca Wanna Be Aro Will Follow Hi 'm Just a Coun	m (Leed:	, ASCAP)	
'm Just a Coun	try Boy	(Folkway	s, BMI)	*****
f You Can't Roc	k Me (T	ravis, BN	11)	
f You Need Me	(Catillion	, BMI) .		******
f You Wanna Bo	- Happy	(Rockman	ters, B	MI)
n Dreams (Acuff	-Rose, B	M1)		*****
Ciller Joe (Melli	n-White	Castile, B	wil	
Laughing Boy (Je Let's Limbo Some	obere, m	Walmann	ASCAD	
Linda (Warock,	ASCAPI	naumann,	Macar	
Little Band of Go	ild (Beall)	(IMB.	*****	
Locking Up My	Heart (Je	bete. BA	A1)	00 60 000 00
Losing You (B.)	H.P., AS	CAP)		
Love of My Man,	. The (Sy	tvis, BM	1)	
Love She Can Co				
Mecca (January,	BMI)			
Memory Lane (Re	ebb-Ontre	ASCAP)	*****	
Mr. Bass Man (J	alo, SMI		******	
On Broadway (A)	lden, BM	11	CARL.	******
Our Winter Love	me (were	Wood, A	CAP) .	*******
Out of My Mind	(Cramar	T, Benty	*****	COLUMN !
Over the Mounta	in (Arr	mani)	******	
Pipeline (Downer	RMI)		65.5	56501
Preacherman (To	hi-Ann	BMI)		
Prisoner of Love	(P.D.)			
Prisoner of Love Puff (The Magic	Dragon)	(Pepami	er. ASC	AP)
Pushaver (Chevis	PART		NO SHIESS	

Rainbow (Conrad-Curtom, BMI)
Reverend Mr. Black (Quartet-Butterfield, BMI) 31 Rhythm of the Rain (Sherman-DeVorzon, BMI) 36
Sandy (Disal-Schwartz, ASCAP) 21 Sax Fifth Avenue (Radio Active, BMI) 76
South Street (Kalmann, ASCAP)
Still (Moss Rose, BMI)
Sweet Dreams (Acuff-Rose, BMI)
Yake These Chains From My Heart (Milene,
That's How Heartaches Are Made (See-Lark, BMI). 61
Theme From Lawrence of Arabia (Gower, BMI) 96 This Empty Place (U. S. Songs, ASCAP) 84
This Little Girl (Aldon, BMI)
(January, BMS)
Twenty Miles (Wyncote-Kalmann, ASCAP) 15
Two Faces Have I (Painted Desert-RTD, BMI) 51 Two Kinds of Teardrops (Vicki-McLaughlin,
BMI) 70
Watermelon Man (Aries, BMI)
What Are Boys Made Of (Rego Park, BMI) 53 Whatever You Want (BoBob, ASCAP) 73
Wild Weekend (Shan-Todd & Tupper, BMI) 47
Yakety Sax (Tree, BMI)
SMI) 59 Young and in Love (Odin, ASCAP) 20
Young Lovers (Lebili-Marbill, BMI)
You're the Reason I'm Living (Adaris, BMI) 40

BUBBLING UNDER THE HOT 100

ĕ	DONDRESS OFFICE THE STOP TOO
	101. SHUT DOWN
	102. THE BOUNCE Olympics, Tri Disc 106
	103. EL WATUSIRay Barretto, Tico 419
	104. FUNNY MAN 72098
	105. WHAT A GUY
	106. SHAME, SHAME, SHAME Jimmy Reed, Vee Jay 509
	107. STING RAY
	108. HE'S A BAD BOY
	109. HEART 4920
	110 DON'T MENTION MY NAME Shepherd Sisters, Atlantic 2176
	111. DO IT-RAT HOW Bill Black's Combo, Hi 2064
	112. ARABIA
	113. I'M MOVIN' ON
	115. PRIMA DONNA
	116. THE FOLK SINGERTommy Rec, ABC-Paramount 10423 117. LONESOME 7-7203
	near than sever it a second to the second than the second the seco
	119. CRYING IN THE CHAPEL Little Richard, Atlantic 2181
	119. CRYING IN THE CHAPEL Little Richard, Atlantic 2181 120. HOT PASTRAMI AND MASHED POTATOES (Part 1) 121. MOTHER, PLEASE! Joey Dee & the Starliters, Roulette 4488 121. MOTHER, PLEASE! Jo Ann Campbell, Cameo 249 122. YOU SHOULD HAVE BEEN THERE Fleetwoods, Delton 74 123. YOU NEVER MISS YOUR WATER (Till the Well Runs Dry)
	121 MOTHER PLEASE! Jo Ann Campbell, Cameo 249
	122. YOU SHOULD HAVE BEEN THERE Fleetwoods, Delton 74
	123. YOU NEVER MISS YOUR WATER (Till the Well Runs Dry)
	124. GRAVY WALTI
	125 EVERYBODY SOUTH STREET Four Evers, Jamie 1247
	126 CRY ON MY SHOULDERJohnny Crawford, Del-Fi 4203
	127. IF YOU NEED ME
	129 COTTON FIFLDS (Cotton Sono)
	130 SINCE I MET YOU BARYAce Cannon, HI 2063
	131. SHAMPOO Les McCenn, Pacific Jazz 250



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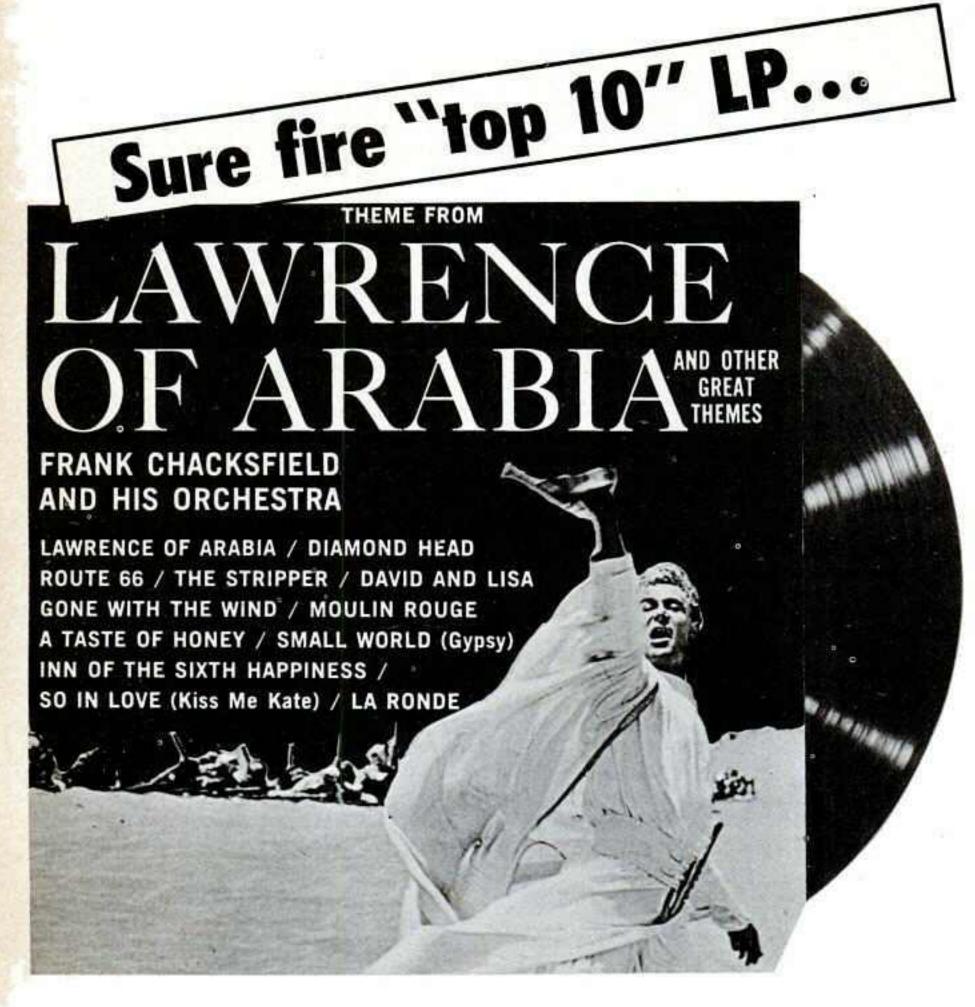
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	- SMASH HIT SINGLES!	
#16440 Pipeline		The Chantays
#16453 Hot Pastrami		The Dartells
		Steve Allen
		The Viceroys
		Arthur Alexander
		IN) Jimmie Rodgers
	BEST SELLING SINGLES -	
		The String-A-Longs
		Chase Webster
	The state of the s	Debbie Reynolds
#16452 Blue (The Original!)		Bill Lindsey
#16461 Diamond Head from the Columbia picture / Ho	w The West Was Won from the Metro-Goldwyn	-Mayer and Cinerama George Cates
		Pat Boone
		The Mills Brothers
Solly (FUI THE Way I HEALEU TO	u) / Boss Strikes Back	The Rumblers

HIT ALBUMS ON DOT

25510	3510	1963'S EARLY HITS Lawrence Welk	
25504	3504	DAYS OF WINE & ROSES Pat Boone	
	3472	FUNNY FONE CALLS Steve Allen	
25497	3497	1962'S GREATEST HITS Billy Vaughn	
25496	3496	FOLK CONCERT Jimmie Rodgers	
25481	3481	FAVORITES The Lennon Sisters	
25480	3480	BOSSA NOVA JAZZ Steve Allen	
25499	3499	WALTZ TIME Lawrence Welk	
25458	3458	A SWINGIN' SAFARI Billy Vaughn	
25457	3457	BABY ELEPHANT WALK Lawrence Welk	
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn	

25455	3455	GOLDEN HITS Pat Boone
25450	3450	GREATEST ORGAN HITS Jerry Burke
25412	3412	MOON RIVER Lawrence Welk
25359	3359	CALCUTTA Lawrence Welk
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25515	3515	GRAVY WALTZ and 11 current hits Steve Allen
25508	3508	THE END OF THE WORLD and other great hits The Mills Bros.
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25475	3475	I LOVE YOU TRULY Pat & Shirley Boone
25509	3509	BOSS The Rumblers



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- Route 66
- Gone With The Wind
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MUSIC AS WRITTEN

NEW YORK

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

Rumor passed on to this office from Kae Algyer of our
Los Angeles office tells of a
new act being signed by Mike
Maitland of Warner Bros. Seems
the act is composed of Pueblo
Indians, who follow a religious
belief closely allied to sun worshipping. When Maitland asked
the chief of the Pueblos what
title he had selected for the Indians' first album the chief replied: "What Else, 'My Folk,
the Sun Singers.'"

The new ABC-TV series headed by comedian Jerry Lewis will feature big bands on a regular basis. Two of the first to appear are Benny Goodman and Count Basie. . . . Cajun music will be featured in a film being shot in Louisiana for West Germany. Jay Stutes, Vorrise Leblanc and the Sugar Bees are among the artists being used. . . . Stu Walker former music director at WINS, is presently doing independent record promotion.

The general manager of Lorne Music, London, Alan Paramor is in town for meetings with the publishing firm's U. S. rep here Karl Otto Westin. . . . Belated congrats to vet music man David Olshan and his wife who celebrated their 52d wedding anniversary last month. . . . Familiar classical themes have been arranged by Decca's Al Bollington for Mills Music.

Canadian manager Bob Morritt of Don Ray Records, Phoenix, wil be leaving May 3 for London for meetings with Bunny Lewis and executives of Oriole and EMI, May 17. He then moves on to Holland, for meetings with Dureco and Phonogram, and Duseldorf with Electrola Terra Ton and others.

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

Music firm called Music All has been founded in Westchester for publication, production and recording and distribution of musical and literary works. . . . Eddie Heller, back in operation with his Tribute label made a trip to Scranton with singer Sue Kenny for promotion. . . . Delta Distributors has moved to larger quarters in its Albany, N. Y., home town.

JACK MAHER

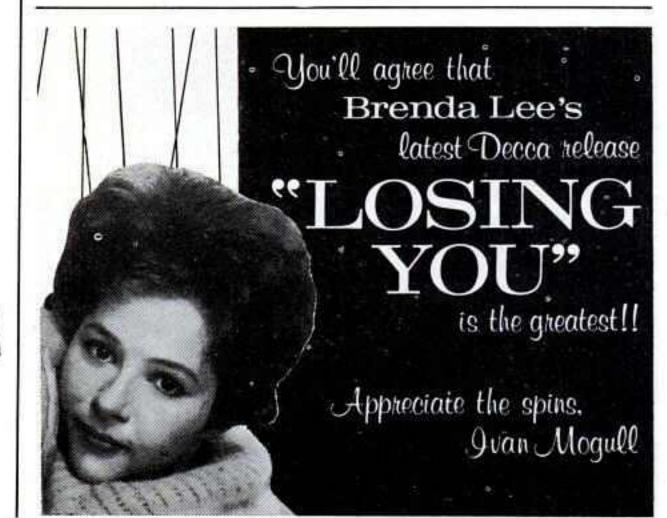
CINCINNATI

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

Sam Klayman, bossman at Supreme Distributing, reports excellent reception to Dick Contino's new Mercury single, "Battle Hymn of the Republic and Dixie Medley," culled from his recent album. Sales mounted in the area following Dick's third appearance on Ruth Lyons' "50-50 Club" show on WLW-T and the Crosley four-city TV network early last week. The guest shot on the Lyons TV-er was good for some 4,000 sales in the area, a Supreme spokes-man says. . . . Pianist Burt Farber, a native Cincinnatian via Brooklyn, is sporting two new releases on the Felsted label. Sides are "Baba Au Rhum" b.w. "Gettin' Sentimental" and "What Kind of a Fool Am I" b.w. "Once in a Lifetime."

Phyllis Diller appears with the Buddy Roger band at Coney Island's Moonlite Gardens here June 27-30. . . . Other traveling groups set for Moonlite Gardens this season include the Four Saints, June 13-16 and August 22-25; the Four Freshmen, July 11-14; Stan Kenton, July 18-21; Buddy Roger, August 1-4; Ralph Marterie, August 8-11; Si Zentner, August 15-18, and Burt Farber, August 29-September 1.

BILL SACHS





LP TITLE

Greensleeves

How many of your all-time favorites have been recorded

exclusively on

Mario Del Monaco Mantovani THE WORLD'S GREAT LOVE SONGS

At Dawning

At Dawning

Ave Maria (Bach-Gour

Be Mine Tonight

Beautiful Dreamer

Beautiful Isle Of Son Beautiful Ohio

Begin The Beguine

Belle Of The Ball

Bersagtieri, E

Besame Mucho

Beyond The Sea

Big Country. The

Blue Danube (Strauss

Boutique Fantasque, La

Can't Help Lovin' Dat 4

Caro Name (Rigoletto) Carousel Waltz, The

Bewitched

Blue Fantasy

Brass Buttons Brindisi (La Traviata)

Candlelight

Catari, Catari

Celeste Aida (Aida)

Certain Smile, A

C'est Magnifique

Charmaine:

Charmaine Chiquita Mia

Choclo, El.

Clementine

Cielita Linda

Claire De Lune (Debuss"

Come Back To Sorrer

Concerto in F (Ger-

Consider Yourself

Core 'ngrato

Cornish Rhapson

Count Of Luxen

Cradle Song (Bri

Dance Of The Comed

Dance Of The Hours I

Cumparsita, La

Crardas

Chanson De Matin

Cara Mia

Camptown Races

Blue Sky

Blue Star

Autumn Autumn Leaves

Babette

Barabbas Barcarolle (The Tr

Be My Love

Be My Love Beautiful Dreamer

NEW

LATIN

RELEASES

MANTIZVANI

RENDEZVOUS

A thrilling combination . . . world's leading tenor and Mantevani Be My Love: Cara Mia: Parlami

Prize winning LP national consumer contest

Granada; Malagueña; Cietito Lindo; Be Mine Tonight; La Paloma; Siboney, Andalucia; Maria Elena; Perfidia: Es-

Most requested music of the masters Slavonic Dance in E Minor (Dvorák); Etude (Chopin), Tango in D (Albeniz). Barcarole from "The Tales of Hottle mann"; On Wings of Song (Mendelssohn); Hungarian Dance No. 5 (Brahms), Solveg's Song from "Peer Gynt" (Grieg): Air for the G String (Bach); Cradie Song (Brahms); None But the Lonely Heart (Tchaikovsky); Ave Maria (Bach-Gounod): Largo from

trellita; Amapola; España.

Xerses (Handel) Steren: PS269

D'Amore Mariu: Serenade from "The Student Prince", Tonight from "West Side Story"; Musica Proibita; Core 'Ngrato: Ti Voglio Tanto Bene: Lolita; Girls Were Made To Love and Kiss. Stereo P5280 Mono-113280

SELECTION

101 Be 1630

Dancing With Tears In My Eyes.

SELECTION LP TITLE A Media Luz Tangos Abide With Me Songs Of Praise Accelerations Strauss Waltzes Adeste Fideles Christmas Carols Adios Muchachos Tangos Advise And Consent Moon River Affair To Remembe Gems Forever Agnes Waltz, The Some Enchanted Evening Ah! Sweet Mystery Of Life Music of Herbert & Romberg Air For The G String Classical Encores Alice Blue Gown American Waltzes All The Things You Are Gems Forever Almost Like Being In Love Song Hits From Theatreland Music of Berlin & Frimt Always Latin Rendezvous And This is My Beloved **Favorite Love Songs** Latin Rendezvous Andalucia Continental Encores Anema E Core Answer Me Continental Encores Apartment, The Moon River April In Portugal Continental Encores Film Encores Vol. 2 April Love Arana De La Noche Tangos Film Encares Vol. 2 Around The World As Long As He Needs Ascot Gavotte

Dear Love, My Love Waltz Encores Dear Love, My Love Greensleeves Desert Song, The Music Of Herbert & Romberg Deserted Ballroom, The Lonely Ballerina Charmaine Do Re Mi Themes From Broadway Donkey Serenade, The Music Of Berlin & Frimi Dream, Dream, Dream Waltz Encores Dream, Dream, Dream Lonely Ballerina Dream Of Olwen, The Music From The Films Dring To Me Only With Thine Eyes **Favorite Love Songs** Lonely Ballerina E lucevan le stelle (Tosca) Operatic Arias Edelma Lonely Ballerina Emperor Waltz (Strauss) Strauss Waitzes España Latin Rendezvous Estrellita Latin Rendezvous Songs Of Praise Eternal Father, Strong To Save Classical Encores Etude (Chopin) Eugene Onegin Waltz (Tchaikovsky) **Ballet Melodies** Some Enchanted Evening Fanny Morn River Far Away Places Songs To

LP TITLE SELECTION Intermezzo Film Encores Vol. 1 Intermezzo (Cavaileria Rusticana) Lonely Ballerina Operatic Arias Intermezzo (Cavalleria Rusticana) Irma La Douce Great Theme Music It Happened In Monterey Greensieeves Italia Mia Italia Mia Italian Fantasia Medley Italia Mia Includes: Tarantella, O Sole Mio, A Frangesa, Santa Lucia, Maria, Mari, Funiculi Funicula It's Wonderful Song Hits From Theatreland Song Hits From Theatreland I've Never Been In Love Before Songs To Remember Jamaica Farewell Romantic Melodies Jamaican Rumba Jealousy Tangos Songs Of Praise Jesu, Joy Of Man's Desiring Jesus, Lover Of My Soul Songs Of Praise Joy To The World **Christmas Carols** Judgment At Nuremberg Moon River June Night Lonely Ballerina Just A Wearyin' For You Music Of Stephen Foster Just For A While Charmaine Great Theme Music Kiss In The Dark, A Music Of Herbert & Romberg as In Your Eyes, The Waltz Smores

LP TITLE SELECTION Naila Lonely Ballerina Nazareth Christmas Carols Nearer, My God, To Thee Songs of Praise Gems Forever Nearness Of You, The Italia Mia Nessun Dorma (Turandot) Never On Sunday. Moon River Night And Day **Favorite Love Songs** Songs To Remember No Other Love None But The Lonely Heart Classical Encores O Holy Night Christmas Carols O Little Town Of Bethlehem Christmas Carols O Mein Papa Continental Encores 10 My Beloved Daddy (Gianni Schicci) Operatic Arias O Tannenbaum Christmas Carols Oh Maiden, My Maiden Operetta Memories Oh Star Of Eve (Tannhauser) Operatic Arias Music Of Stephen Foster Old Folks At Home Stop The World and Oliver On Wings Of Song (Mendelssohn) Classical Encores Once In A Lifetime Stop The World and Oliver One Fine Day (Madama Butterfly) Operatic Arias Music Of Berlin & Frimt Only A Rose Onward, Christian Soldiers Songs Of Praise Stop The World and Oliver Com-Pah-Pah Song Hits From Theat-

FULL FREQUENCY RANGE RECORDING

SELECTION LP TITLE Spectre De La Rose (Weber) **Ballet Melodies** Spring In Montmartre Candlelight **Favorite Love Songs** Story Of Tina, The Music From The Films Story Of Three Loves Stradivarius Candleiight Stranger In Paradise Song Hits From Theatreland Suddenly Summertime Gems Forever Summertime In Venice Film Encores Vol. 1 Swan Lake Waltz (Tchaikovsky) **Ballet Melodies** Swan, The (Le Cygne) (Saint-Saens) **Ballet Melodies** Swedish Rhapsody Romantic Melodies American Waltzes Sweetheart Of Sigma Chi Sweethearts Music Of Herbert & Romberg Music Of Berlin & Frimi Sympathy Symphony Some Enchanted Evening Tales From The Vienna Woods (Strauss) Strauss Waltzes Take My Love Candlelight Film Encores Vol. 2 Tango De La Luna Tangos Tango Delle Rose Classical Encores Tango In D ight e-- a Enchanted Evening Tell Me That Songs To Remember Tom-Italia Mia emes From Broadway

Film Encores Vol. 1

Great Theme Music

Geins Forever

Strauss Waitres

Im Encores Vol. 1 Great Love Songs

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Great Love Songs Strauss Waitzes

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Film Encores Vol. 1

Continental Encores

Songs To Remember

Songs To Remember

Continental Encores

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Gems Forever

Charmaine

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From Broadway

Berlin & Frim!

avorite Love Songs

Mone: LL758

Broadway
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(West Side
Danze (The
Re He (The
g): Till Tofoli So In
Matel; Accot
fair Lady): If
uld Leave You
Till There Was
Mare Manuel Mare Manuel Manuel

PS242 Mono: LL3250

Enceres.
Jame: La Ronde: Love,
Is My Heart: Lovely
Mousin Rauge: Greeneeves: Dream, Dream,
Oream Wyoming: Lonely Ballerina, others.
Stereo: PS119

Gems Forever

Candlelight

om Theatreland

Straufs Waltzes

Greensleeves

Ballet Melodies

Gems Forever

Charmaine

Italia Mia

Italia Mia

THIS FULL PAGE NEWSPAPER AD LAUNCHES

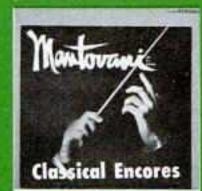
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American Waltzes. waiter whitenpool Song: ()
Waite; Let Me Ca.
Sweetheart. The SideDf New York, Clementis
Marcheta, The Waite Y.
Saved For Me: Alier BluGown Meet Me in St Laurs
others. Steres PS248 Munu: LL326:

Ballet Melodies
Waltz Of The Flowers I
The Natzzacher hout;
To the Waltz Author the Steeping Beatingle from Dance Of
Hours . Waltz from 1
Lake: The Swan from Case Of The Annuals. ut
Mono L

Candlelight. You Stepped Out Or A Dram. Gold & Si-ver Watte. Take My Love. Soring In Montmarter. Song Of Serrento, Merry Co Nound. others. Mane. 11.1502

Cancert Encores, Clair De Lune, La Boulique Fantasque Can Can, Gypsy Airs, Song Of Fedus, Schon Rusmanne, Wedstation, others

My Foolish is mained Melody; Devi - Rainbow, Summertime In Venice Three Coins in The Foundain Love is a Many Splendored Thing Laura High Noon; Hi-Lili, Ni-Lo: September Song Therme From Limitinght. Stereo PS124 Monn LL1706

ureen
us to Sum Seventy
Six Frombones : Love Paris
Mr. Wanderful, The Carbusel
Walter The Sound Of Music Steres: P\$224 Mans LL3231 Greensleaves (A Selection of Favorite Waltzes). It Mappened in Monterrey.

Lonely del Mades), Lonely Ballerina, Duss, June Night, Deserted Ballroom, Naite, Lary Connobier; Begin The Beguine; Dream, Dream, Dream, Edelma, Hesiens; In-Termesso from Cavalleria Musticana, others Musticana, others Mono: LL1258

Music from the Films.
Warsow Concerto, Serenata
D'Amore, Dream Of Olwen,
Ergend Of The Glass Mountan, Story Of Three Loves,
Cornish Rhagnode, Mantovani & His Orth, with Rawicz
Landauer dun pranish & Landauer, duo pianists. Sterep: PS112 Mong: LL1513

M Appelle (Marther, Muse)
Walte Song Ita Bohemer; valbanera (Carear, E Locaran
Le Stelle (Tosca), Intermezzo
(Cavelleria Buthicata), Brindial Ita Traviata), O My Selaved Guddy (Gunn) School

Enchanted Evening
Toke Enchanted Evening,
Tell Me That You Love Me
Tonight, After The Ball,
Symbodry, Amoureuse: The
Agnes Wallt, Schonbranner
Wastz, Crardas, When The
Lifact Bloom Again, others,
Mong. LL756 Songs to Remember.
With These Hands A Very
Precious Lowe Fenderly;
Ggs; When I Fall In Love;
No Other Love; Vays Con
Dins; Tonight, Jamaica Farewell, Faraway Places, others,
Siereo, PS193 Mung. £13149

Stereo ra ... M. Tanges Jealousy: A Media Lur, Besa-me Mucho: Tango De La Luna: Adios Muchachos: El

World's Creat Lave Sangs— Marie Del Monaca For complete listing see "New Releases" above.

Slereo PS280 Mone LL3280 Everything available on Stereo LP is also available on 4 track stereo tape

Billboard FILES OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama, Buenos Aires)

This Last Week Week

- 1 LIMBO ROCK—Chubby Checker (Fermata); Jackie (CBS)-Mann-Fermata 2 DAME FELICIDAD—Enrique
- Guzman (CBS); Siro San Roman (Music Hall)—Korn 3 ESO BESO—Paul Anka (Victor); Eduardo Cortes
- (CBS)-Spanka-Fermata 5 MUNDO CRUEL-Enrique Guzman (CBS); Aki Along (Music Hall); Pepino di
- Capri (Odeon)-Fermata BIENVENIDO AMOR-Palito Ortega (Victor)-Korn
- PORQUE LA QUISE TANTO -Miguel Montero-Mariano Mores (Odeon)—Newman SPEEDY GONZALES— Pat Boone (Dot-Music Hall); David Dante (Victor);

Jackie (CBS); Pepino di

- Capri (Odeon)-Budd-Fermata 7 SE HA PUESTO EL SOL-Adriano Celentano (Fermata); Siro San Roman
- (Music Hall)—Fermata
 9 LA PECOSITA—Pick Up
 (Music Hall)—Edami
- 10 PORQUE ME DEJAS-Gilbert Becaud (Odeon); Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips)-Smart

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin This Last

Week Week

- 1 PIPELINE-The Chantay's (London)-No publisher IN DREAMS-Roy Orbison 2 (London)-Acuff-Rose
- TELL HIM-The Exciters (U.A.)—Chappells 2 FROM A JACK TO A KING -Ned Miller (W & G)-
- Alberts 14 BLAME IT ON THE BOSSA NOVA-Eydie Gorme (CBS)-Tucon
- LITTLE BAND OF GOLD-James Gilreath (W & G)-No publisher DANCE ON—The Shadows
- (Columbia)—Alberts
 5 BUTTERFLY BABY— Bobby Rydell (Columbia) Belinda
- 8 HEY PAULA—Paul and Paula (Philips)-Chappells COME A LITTLE BIT CLOSER-*The Delltones
- (Festival)-Belinda DIAMONDS—Jet Harris 11 (Decca)—Alberts
- 10 LET'S LIMBO SOME MORE -Chubby Checker (Columbia)-Belinda ANOTHER SLEEPLESS
- NIGHT-*Tim Gaunt (CBS) -Robert Mellin WALK LIKE A MAN-The Four Seasons (Festival) -No publisher
- 13 BACHELOR BOY-Cliff Richard (Columbia)-Allans

BRITAIN

(A Special list compiled prior to publication prepared by the New Musical Express, London) *Denotes local origin

This Last

- Week Week 5 HOW DO YOU DO IT? *Gerry and the Pacemakers (Columbia)—Dick James
- Music 1 FOOT TAPPER-*Shadows (Columbia)-Elstree Music 4 FROM A JACK TO A KING
- Ned Miller (London)-Palace Music 2 SUMMER HOLIDAY— *Cliff Richard (Columbia)-
- Elstree Music 3 LIKE I'VE NEVER BEEN GONE-*Billy Fury (Decca) -Shapiro-Bernstein
- 9 SAY WONDERFUL THINGS - Ronnie Carroll (Philips) -Mutual Music 7 11 RHYTHM OF THE RAIN— Cascades (Warner Bros.)—
- E. H. Morris CHARMAINE—*Bachelors
- (Decca)-Keith Prowse 12 BROWN-EYED HANDSOME MAN-Buddy Holly (Coral)
- Jewel Music THAT'S WHAT LOVE WILL
- DO-Joe Brown (Piccadilly)-Jack Good Music 10 ISLAND OF DREAMS-
- Springfields (Philips)— Chappell PLEASE PLEASE ME-*Beatles (Parlophone)-Dick
- James Music 19 THE FOLK SINGER-Tommy Roe (HMV)-Shapiro-Bernstein

- 18 ROBOT-*Tornadoes (Decca) -Ivy Music
- 24 SAY I WON'T BE THERE-Springfields (Philips)—
- Chappell 28 WALK LIKE A MAN-4 Seasons (Stateside)-Peter Maurice
- 17 HEY PAULA-Paul and Paula (Philips)-One Four Two Music
- 21 IN DREAMS-Roy Orbison (London)—Chappell LET'S TURKEY TROT—
- Little Eva (London)-Aldon Music 26 THE END OF THE WORLD
- -Skeeter Davis (RCA)-Compass Music
 14 TELL HIM—*Billie Davis
- (Decca)—Mellin Music 15 ONE BROKEN HEART FOR SALE—Elvis Presley (RCA) -Helen Range Music 22 SO IT ALYWAYS WILL BE

-Everly Brothers (Warner

- Bros.)-Leeds 23 MR. BASS MAN-Johnny Cymbal (London)-Jewel
- Music - CAN'T GET USED TO LOSING YOU-Andy Williams (CBS)-Manor Music
- 13 THE NIGHT HAS A THOU-SAND EYES—Bobby Vee (Liberty)-Aberbach
- 27 27 CUPBOARD LOVE-*John Leyton (HMV)-Essex Music
- 28 LOSING YOU-Brenda Lee (Brunswick)-Ivan Mogull 16 THE WAYWARD WIND-*Frank Ifield (Columbia)-Lafleur
- MY LITTLE BABY-Mike Berry (HMV)-Bluebell Music

EIRE

- (Courtesy Irish Times, Ltd., Dublin) This Last Week Week
- 4 FROM A JACK TO A KING Ned Miller (London)-Alberts
- 1 SUMMER HOLIDAY— Cliff Richard (Columbia)-Elstree 2 ONE BROKEN HEART FOR
- SALE-Elvis Presley (RCA) -17 Savile Row FOOT TAPPER—The Shadows
- (Columbia)—Elstree CHARMAINE—The Bachelors (Decca)-Keith Prowse 3 THAT'S WHAT LOVE WILL DO-Joe Brown (Piccadilly)
- -Jack Good 6 ISLAND OF DREAMS-The Springfields (Philips)-
- Chappell THE FOLK SINGERS-Tommy Roe (HMV)-
- Shapiro-Bernstein PLEASE PLEASE ME-The Beatles (Parlophone)-
- Dick James Music 7 ALL ALONE AM I-Brenda Lee (Brunswick)-Leeds

FINLAND

(Courtesy Ilta-Sanomat, Helsinki)

This Weeks Week Ago

- MANZANILLA-Lil-Jorgen Petersen (Columbia)
- TANGO D'AMORE-Rocco Granata (Sonet) EMMA-The Sounds
- (Fontana) SATUMAA-Reijo Taipale
- (Scandia) TANGO D'AMORE-Eino
- Gron (Scandia) CALLIN' DOCTOR CASEY-John D. Loudermilk (RCA)
- LIMBO ROCK-Chubby Checker (Karusell)
- MUSTA RUUSU-Veikko Tuomi (Odeon)
- KAIKESSA SOI BLUES-Lasse Martensson (RCA)
- TALVEN RUUSU-Tutta Jew (Manhattan)

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Two This Weeks Week Ago

- COEUR BLESSE-Petula Clark (Vogue)-Acuff-Rose 2 EENZAAM ZONDER JOU-
- *Will Tura (Palette)-Top 4 JUNGE, KOMM BALD WIEDER-Freddy (Polydor) -Bens
- 3 CRYING IN THE WIND-Paul Anka (RCA)-Spanka 5 — SUMMER HOLIDAY—
- Cliff Richard (Columbia) ALL ALONE AM I-Brenda Lee (Brunswick)-
- 6 SANS-TOI, MAMIE-Adamo (HMV)—Rudo

- 5 THE NEXT TIME-Cliff Richard (Columbia)-Leeds
- ONE BROKEN HEART FOR SALE-Elvis Presley (RCA) -Belinda
- 10 CATOOTJE-Wim Sonneveld (Philips)

FRANCE

This Last Week Week

- 1 DONNE MOI MA CHANCE/ ON TWISTE SUR LE LOCOMOTION—Richard
- Anthony (Columbia) C'EST A L'AMOUR AUQUEL JE PENSE/LE TEMPS DE L'AMOUR-Francoise Hardy (Vogue)
- TES TENDRES ANNEES/ ELLE EST TERRIBLE— Johnny Hallyday (Philips) TOUS LES GARCONS ET
- LES FILLES-Françoise Hardy (Vogue) 5 FOR ME . . . FORMEDA-BLE/JE T'ATTENDS—
- Charles Aznavour (Barclay)
 CHANCE/IL REVIENT—
 Sylvie Vartan (RCA) 6 OUI JE T'AIME/JE NE
- PENSE QU'A L'AMOUR-Eddy Mitchell (Barclay) TELSTAR/RIDIN' THE WIND-The Tornadoes
- (Decca) BELLES, BELLES-Claude Francois (Fontana) SEVILLE-Dick Rivers (Pathe)
 - GERMANY

(Courtesy Automaten-Markt, Braunschweig) *Denotes local origin

This Last Week Week

- 1 ICH KAUF' MIR LIEBER EINEN TIROLERHUT— *Billy Mo (Decca)-Busse
- WINI-WINI-Die Tahiti Tomoures (Polydor)-Nero MADDALENA-*Rex Gildo
- (Electrola)-Gerig WENN ERST DER ABEND KOMMT-Peter Alexander
- (Polydor)-Aberbach PEPINO/PEPINO THE ITALIAN MOUSE-Vico
- Torriani (Decca)-Stahl 2 CASANOVA BACIAMI-Petula Clark (Deutsche Vogue)—Montana
 7 3 JUNGE, KOMM BALD
- WIEDER-*Freddy (Polydor)-Sikorski-Esplanade HOCHZEIT IN LOUISIANA
- -Caterina Valente (Decca)-Intro GAUCHO MEXICANO/ JALISCO-Renate u Werner
- Leismann (Ariola); John Buck (Warner Bros.)-Melodie der Welt 10 11 KLEINE MOONLIGHT LADY-Ted Herold
- (Polydor)-Aberbach 11 13 MR. CASANOVA—Siw Malmkvist (Metronome)-Montana
- 12 12 LUP-DI-LU—Caterina u. Silvio (Decca)—Melodie der Welt 13
- 10 BONANZA-*Ralf Paulsen (Electrola)—Chappell CAPITANO-Mina (Polydor)
- Gerig WENN DU GEHST-Connie Francis (MGM)-Viktoria
- WEIT WAR DER WEG NACH CALIFORNIO-Michel und die Shanties-Linda
- 15 ESO BESO—Paul Anka (RCA)—Spanka
- LIPPENSTIFT—Die Juniors (Columbia)—Acuff-Rose 16 TRAUMAN IST DAS NICHT WUNDERSCHON-Gritt
- Hi-Fi 20 FUR GABY TU' ICH ALLES -*Gerd Bottcher (Decca)-Budde; DU SCHAUST MICH AN/SHE'S NOT YOU-*Gerd Bottcher (Decca); Elvis Presley (RCA) -Aberbach

van Hogg (Telefunken)-

HOLLAND

(Courtesy Platennieuws, Amersfoort) *Denotes local origin

- Week Week 1 SOERABAYA-*Anneke Gronloh (Philips); Imca Marina (Imperial)-Basart L. C.
- CATOOTJE—*Wim Sonneveld (Philips)—Basart L. C. BACHELOR BOY/THE NEXT TIME-Cliff Richard (Columbia)-Basart L. C.
 - BLUME VON TAHITI-Gert Timmerman (Telefunken)-Holland Music

- 5 JUNGE, KOMM' BALD WIEDER—Freddy (Polydor)
- -Bens-Altona 6 LIMBO ROCK-Chubby Checker (Cameo/Parkway)-
- 7 LOOP DE LOOP-Johnny Thunder (Delta)-
- Chappell & Co. SEI RIMASTA SOLA—
- Willy & Willeke Alberti (Philips)-Ed. Lenordi-Landry Music
- MONSIEUR-Petula Clark (Imperial)-Basart L. C. AFRICA-The Jumping Jewels (Philips)—Altona

HONG KONG

This Last

- Week Week ONE BROKEN HEART FOR SALE—Elvis Presley (RCA) CRYING IN THE WIND-
- Paul Anka (RCA) BLAME IT ON THE BOSSA NOVA-Eydie Gorme (CBS) LIMBO ROCK-Duane Eddy
- (RCA) 4 LET'S LIMBO SOME MORE -Chubby Checker (Parkway)
- 2 A LITTLE BIT OF SOAP-The Fabulous Echoes (Diamond)
- THAT'S ALL-Rick Nelson (Imperial) DAYS OF WINE AND ROSES-Pat Boone (Dot)

RHYTHM OF THE RAIN-

The Cascades (Warner Bros.) THE BREEZE AND I-The Shadows (Columbia)

HUNGARY

(All recordings on Qualitone label) *Denotes local origin

Two This Weeks Week Ago

- UGYE TE IS AKAROD- Katalin Sarosi—Editio Musica
- 2 SPEEDY GONZALES-Ines Taddio-Budd COLORADO TWIST-Marta Zarai KIT ERDEKEL-*Janos Koos
- -Editio Musica 5 RITMUS 1963-*Koltai Papp Combo-Editio Musica FUITAR TWIST-*Janos
- Vamosi TWIST-Thomas Balassa and His Band-Editio Musica
- QUANDO, QUANDO, QUANDO-Marta Zarai-Ritmi et Canzoni 9 HOLD RAGYOG A DUNAN
- *Erzsi Szanto-Editio Musica SZERELMED LASSU VIZ-10 *Lehel Nemeth-Editio

ITALY

(Courtesy Musica e Dischl, Milan) *Denotes local origin

This Last

Week Week 1 COME TE NON C'E'

Musica

- NESSUNO-*Rita Pavone (RCA) BACI-*Remo Germani
- (Jolly) ALLA MIA ETA'-*Rita Pavone (RCA)
- FATTI MANDARE DALLA MAMMA-Gianni Morandi (RCA) 2 GIOVANE GIOVANE-Pino
- Donaggio (Columbia); Cocki Mazzetti (Primary) IL CLOWN-Nini Rosso
- 12 PIANGERO' PER TE-Paul Anka (RCA) ROBERTA-Peppino Di Capri (Carisch) CHARIOT-Betty Curtis

(Sprint)

- (CGD); Petula Clark (Vogue); Franck Pourcel (VdP) 7 UNO PER TUTTE-*Tony Renis (VdP); *Emilio
- Pericoli (Ricordi) 11 — IL TANGACCIO—*Adriano Celentano (Clan)
- AMORE FERMATI-*Fred Bongusto (Primary) 13 - IL RE DEI PAGLIACCI-Neil Sedaka (RCA)

UN SOLDINO PER IL JUKE-

BOX-Gene Pitney (UA) 13 TONIGHT-MARIA— Col.son.or (CBS)

MEXICO

(Courtesy by Audiomusica) *Denotes local origin This Last

Week Week 1 AL DI LA-Emilio Pericoli (Warner Bros.)-Emmi

- 2 CORAZON DE ACERO— *Sonora Santanera (CBS)-Emmi
- COSAS (Things)-Oscar Madrigal (Gamma)-Pending YA NO (I Know)-*Rebeldes
- del Rock (Orfeon)-Brambila CAMINA DERECHITO (Walk Right In)-*Oscar Madrigal (Gamma)-Pham
- VIDA-*Enrique Guzman (CBS)-Emmi LLEGO BORRACHO-*J. A. Jimenez (RCA)-
- Emmi 8 HULA HULA TWIST-Irving
- Field (Tizoc)-Pending PA TODO EL ANO-J. A. Jimenez (RCA)-Pham
- 5 EL LADRON-*Sonora Santanera (CBS)-Reimsa

NEW ZEALAND

- This Last Week Week 1 WALK RIGHT IN-The
- Rooftop Singers (HMV)-Southern WALK LIKE A MAN-
- The Four Seasons (Allied Int.)-K/A 2 RETURN TO SENDER-Elvis Presley (RCA)-
- Belinda - SUMMER HOLIDAY-Cliff Richard (Parlophone)-
- 3 FROM A JACK TO A KING -Ned Miller (Octagon)-Alberts
- 7 THE WAYWARD WIND-Frank Ifield (Columbia)-(Boosey & Hawkes 8 PLEASE PLEASE ME-
- The Beatles (Parlophone)-MCPS 6 THAT'S WHAT LOVE WILL
 - DO-Joe Brown (Pye)-CC UP ON THE ROOF-The Drifters (London)-Tucon HEY PAULA-Paul & Paula

(Philips)—Wallaby

PERU (Courtesy La Prensa, Lima) *Denotes local origin

This Last 1 AL DI LA-Emilio Pericoli (Warner Bros.); Connie Francis (MGM); Lucho Gatica (Odeon); Los

Gorrioncitos (MAG)

- 2 ESPERANZA—Pedrito Rico (RCA); Tito Alberti (Philips); Los Espanoles (Polydor); Enrique Lynch (Sono Radio); Lucho Macedo (MAG)
 3 MI ESCAPULARIO—
- Pedrito Rico (Odeon) 5 CUANDO LLORA MI GUITARRA—*Los Kipus (Odeon); Los Davalos (Sono Radio); Los Palomillas
- (Virrey) 6 PERDONAME-Duo Dinamico (Odeon); Mirla (Velvet) TWIST DE LOS OJOS
- NEGROS-Tulio Gallo (Philips); Eulogic Molina (Odeon) 7 DAME FELICIDAD-
- Enrique Guzman (Columbia) HERMOSA LAURA-Loud Jets (Columbia) BIENVENIDO AMOR— Palito Ortega (RCA); Dany

Martin (Philips)

10 10 LA POLLERA COLORA-

Lucho Macedo (MAG); Pedro Salcedo (Sono Radio)

Los Llopis (Virrey);

PHILIPPINES

- This Last Week Week 2 HOW MUCH IS THAT DOGGIE IN THE
- WINDOW-Baby Jane & the Rockabyes (UA)-Mareco 6 DEVIL WOMAN-Marty Robbins (Columbia)
- -Mareco 1 TELL HIM-The Exciters (UA)-Mareco 10 COLORING BOOK-
- Kitty Kallen (RCA)-Filipinas 3 TILL THE END OF TIME-Della Reese (RCA)-
 - Filipinas BLAME IT ON THE BOSSA NOVA-Eydie Gorme (Columbia)—Mareco FOLLOW THE BOYS—
- Connie Francis (MGM)-Mareco FROM THE BOTTOM OF MY HEART-Jerry Vale
- (Columbia)—Mareco GIRLS, GIRLS GIRLS-Elvis Presley (RCA)-Filipinas
- 10 BIG GIRLS DON'T CRY-The 4 Seasons (Alpro)
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For complete information and rates, contact:

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

COMPLETE LIST OF NARAS AWARDS NOMINEES

CATEGORY NO. 1 RECORD OF THE YEAR

1. DESAFINADO-Stan Getz and Charlie Byrd 2. FLY ME TO THE MOON BOSSA NOVA-Joe Harnell and His Orchestra

3. I CAN'T STOP LOVING YOU-Ray Charles 4. I LEFT MY HEART IN SAN FRANCISCO-Tony Bennett 5. RAMBLIN' ROSE-Nat King Cole

6. WHAT KIND OF FOOL AM 17-Sammy Davis Jr. CATEGORY NO. 2

ALBUM OF THE YEAR OTHER THAN CLASSICAL

1. THE FIRST FAMILY-Vaughn Meader and Other Artists 2. I LEFT MY HEART IN SAN FRANCISCO-Tony Bennett 3. JAZZ SAMBA-Stan Getz and Charlie Byrd 4. MODERN SOUNDS IN COUNTRY AND WESTERN

MUSIC-Ray Charles 5. MY SON, THE FOLK SINGER-Allan Sherman

CATEGORY NO. 3 ALBUM OF THE YEAR CLASSICAL

1. BACH: ST. MATTHEW PASSION Otto Klemperer conducting Philharmonic Orchestra

2. COLUMBIA RECORDS PRESENTS YLADIMIR HOROWITZ

3. THE HEIFETZ-PIATIGORSKY CONCERTS Jascha Heifetz and Gregor Piatigorsky, with William Primrose and Guests

4. MAHLER: SYMPHONY NO. 9 IN D MINOR Bruno Walter conducting Columbia Symphony Orchestra

5. STRAVINSKY: THE FIREBIRD BALLET Igor Stravinsky conducting Columbia Symphony Orchestra

CATEGORY NO. 4 SONG OF THE YEAR

1. AS LONG AS NEEDS ME-Composer: Lionel Bart 2. I LEFT MY HEART IN SAN FRANCISCO-Composers: Douglass Cross, George Cory

3. MY COLORING BOOK-Composers: John Kander, Fred Ebb

4. THE SWEETEST SOUNDS—Composer: Richard Rodgers 5. WHAT KIND OF FOOL AM 1?-Composers: Leslie Bricusse, Anthony Newley

CATEGORY NO. 5 BEST INSTRUMENTAL THEME

1. A TASTE OF HONEY-Composers: Bobby Scott, Ric Marlow

2. BABY ELEPHANT WALK-Composer: Henry Mancini 3. ROUTE 66 THEME-Composer: Nelson Riddle 4. STRANGER ON THE SHORE-Composers: Acker Bilk, Robert Mellin

5. THE STRIPPER-Composer: David Rose 6. WALK ON THE WILD SIDE-Composers: Elmer Bernstein, Mack David

CATEGORY NO. 6 BEST SOLO VOCAL PERFORMANCE FEMALE

This category is for either (1) single or track from an album, or (2) an album. Nominations are identified accordingly.

1. ELLA SWINGS BRIGHTLY WITH NELSON RIDDLE-Ella Fitzgerald (2)

2. I'M A WOMAN-Peggy Lee (1)

3. LENA ... LOVELY AND ALIVE-Lena Horne (2) 4. LOVE LETTERS-Ketty Lester (2)

5. MY COLORING BOOK-Sandy Stewart (1)

6. NO STRINGS-Diahann Carroll (2)

7. SLIGHTLY OUT OF TUNE (DESAFINADO)-Pat Thomas (1)

CATEGORY NO. 7 BEST SOLO VOCAL PERFORMANCE MALE

This category is for either (1) single or track from an album, or (2) an album. Nominations are identified accordingly

1. COMIN' HOME BABY-Mel Torme (2)

2. I CAN'T STOP LOVING YOU-Ray Charles (2) 3. I LEFT MY HEARY IN SAN FRANCISCO - Tony

4. WHAT KIND OF FOOL AM 17-Sammy Davis Jr (2) 5. WHAT KIND OF FOOL AM 1?-Anthony Newley (1)

CATEGORY NO. 8 BEST JAZZ PERFORMANCE SOLOIST OR SMALL GROUP (INSTRUMENTAL)

1. A TASTE OF HONEY-Eddie Cano (small group)

2. DESAFINADO-Stan Getz (soloist) 3. NAT KING COLE SINGS, GEORGE SHEARING PLAYS-George Shearing Quintet (small group)

4. TIJUANA MOODS-Charlie Mingus (small group) 5. UNDERCURRENT-Bill Evans, Jim Hall (small group) 6. VIVA BOSSA NOVA!-Laurinda Almeida (small group) 7. WEST SIDE STORY-Oscar Peterson Trio (small group)

CATEGORY NO. 9 BEST JAZZ PERFORMANCE LARGE GROUP (INSTRUMENTAL)

1. ADVENTURES IN JAZZ-Stan Kenton 2. BIG BAND BOSSA NOVA-Stan Getz

3. CARNEGIE HALL CONCERT-Dizzy Gillespie

4. FIRST TIME!-Duke Ellington Orchestra-Count Basie Orchestra

5. THE LEGEND—Count Basie

6. MILES DAVIS AT CARNEGIE HALL-Miles Davis with Gil Evans Orchestra 7. WALK ON THE WILD SIDE-Jimmy Smith

CATEGORY NO. 10

BEST ORIGINAL JAZZ COMPOSITION 1. CAST YOUR FATE TO THE WINDS-Composer: Vince

Guaraldi 2. DESMOND BLUE-Composer: Paul Desmond

3. FOCUS-Composer: Eddie Sauter

4. QUINTESSENCE-Composer: Quincy Jones

5. SOUNDS OF HATARI-Composer: Henry Mancini 6. TIJUANA MOODS-Composer: Charlie Mingus

7. TUNISIAN FANTASY-Composer: Lalo Schifrin CATEGORY NO. 11 BEST PERFORMANCE BY AN

ORCHESTRA-FOR DANCING 1. BIG BAND BOSSA NOVA-Stan Getz

2. BIG BAND BOSSA NOVA-Quincy Jones 3. FLY ME TO THE MOON BOSSA NOVA-Joe Harneli

4. JAZZ POP-Neal Hefti

5. THE STRIPPER-David Rose 6. VIVA BOSSA NOVA!-Laurinda Almeida

CATEGORY NO. 12 BEST PERFORMANCE BY AN ORCHESTRA OR INSTRUMENTALIST WITH ORCHESTRA-PRIMARILY NOT JAZZ OR FOR DANCING

1. THE COLORFUL PETER NERO-Peter Nero

2. HATARI!-Henry Mancini 3. HOEDOWN1-Felix Slatkin

4. STRANGER ON THE SHORE-Acker Bilk 5. WALK ON THE WILD SIDE-Elmer Bernstein

CATEGORY NO. 13

BEST INSTRUMENTAL ARRANGEMENT 1. BABY ELEPHANT WALK-Henry Mancini and His

Orchestra 2. FLY ME TO THE MOON BOSSA NOVA-Joe Harnell and His Orchestra

3. FOCUS-Stan Getz

4. QUINTESSENCE—Quincy Jones

5. ROUTE 66 THEME-Nelson Riddle and His Orchestra 6. SENSUOUS STRINGS OF ROBERT FARNON-Robert

Farnon and His Orchestra 7. THE STRIPPER-David Rose and His Orchestra

CATEGORY NO. 14 BEST BACKGROUND ARRANGEMENT

1. BORN TO LOSE-Ray Charles 2. GO AWAY LITTLE GIRL-Steve Lawrence 3. I CAN'T STOP LOVING YOU-Ray Charles

4. I LEFT MY HEART IN SAN FRANCISCO-Tony Bennett

5. JOAO GILBERTO-Joao Gilberto 6. MY 5HIP-Carol Sloane

7. WHAT KIND OF FOOL AM 17-Sammy Davis Jr.

CATEGORY NO. 15 BEST PERFORMANCE BY A VOCAL GROUP

1. A SONG FOR YOUNG LOVE-The Lettermen 2. THE HI-LO'S HAPPEN TO FOLK SONGS-The Hi-Lo's 3. IF I HAD A HAMMER-Peter, Paul and Mary

4. THE SWINGERS-The Four Freshmen 5. THROUGH CHILDREN'S EYES-The Limeliters

CATEGORY NO. 16 BEST PERFORMANCE BY A CHORUS

1. A CHORAL SPECTACULAR-Norman Luboff

2. CONSIDER YOURSELF-Pete King Chorale 3. GREAT BAND WITH GREAT VOICES SWING THE GREAT VOICES OF THE GREAT BAND-Johnny Mann

4. PRESENTING THE NEW CHRISTY MINSTRELS-The New Christy Minstrels

5. THE WARING BAND-Fred Waring and the Pennsylvanians

CATEGORY NO. 17 BEST ORIGINAL CAST SHOW ALBUM (This is a Composer's award)

1. A FUNNY THING HAPPENED ON THE WAY TO THE FORUM-Original Cast-Composer: Stephen Sondheim

2. BEYOND THE FRINGE-Alan Bennett, Peter Cook, Jonathan Miller, Dudley Moore-Composer: Dudley Moore

3. NO STRINGS-Original Cast-Composer: Richard Rodgers

4. OLIVER!-Original Cast-Composer: Lionel Hart 5. STOP THE WORLD, I WANT TO GET OFF-Anthony Newley, Anna Quayle and Cast-Composers: Leslie Bricusse and Anthony Newley

CATEGORY NO. 18 BEST CLASSICAL PERFORMANCE ORCHESTRA

(This is a Conductor's award) 1. BRUCKNER: SYMPHONY NO 7 IN E MAJOR

Otto Klemperer, Philharmonic Orchestra 2. MAHLER: SYMPHONY NO. 3 IN D MINOR Leonard Bernstein, New York Philharmonic

3. MAHLER: SYMPHONY NO. 9 IN D MINOR Bruno Walter, Columbia Symphony Orchestra 4. R. STRAUSS: ALSO SPRACH ZARATHUSTRA, OP. 30

Fritz Reiner, Chicago Symphony Orchestra 5. STRAVINSKY: THE FIREBIRD BALLET Igor Stravinsky, Columbia Symphony Orchestra

CATEGORY NO. 19 BEST CLASSICAL PERFORMANCE CHAMBER MUSIC

1. BACH: SONATAS FOR VIOLIN AND HARPSICHORD-Yehudi Menuhin and George Malcolm 2. BARTOK: COMPLETE QUARTETS-Hungarian Quartet

3. BEETHOVEN: THE LATE QUARTETS-The Budapest String Quartet 4. THE HEIFETZ-PIATIGORSKY CONCERTS-Jascha Heifetz

and Gregor Piatigorsky, with William Primrose and Guests

5. THE INTIMATE BACH-Laurindo Almeida, Virginia Majewski and Vincent De Rosa 6. RUBINSTEIN-SZERYNG-BRAHMS: SONATA NO. 1;

BEETHOVEN: SONATA NO. B-Artur Rubinstein and Henry Szeryng

CATEGORY NO. 20 BEST CLASSICAL PERFORMANCE INSTRUMENTAL SOLOIST OR SOLOISTS (WITH ORCHESTRA)

1. BRAHMS: CONCERTO IN D FOR VIOLIN-David Distrakh, Violin (Otto Klemperer, French National Radio Orchestra)

2. BRUCH: SCOTTISH FANTASY FOR VIOLIN AND ORCHESTRA; VIEUXTEMPS: CONCERTO NO. 5 FOR VIOLINS-Jascha Heifetz, Violin (Sir Malcolm Sargent, New Symphony Orchestra of London)

3. LISZT: CONCERTOS 1 AND 2 FOR PIANO AND ORCHESTRA-Sviatoslav Richter, Piano (Kyril Kondfashin, London Symphony Orchestral 4. RACHMANINOFF: CONCERTO NO. 2 IN C MINOR FOR

PIANO-Van Cliburn, Piano (Fritz Reiner, Chicago Symphony Orchestra) 5. STRAVINSKY: CONCERTO IN D FOR VIOLIN-Isaac Stern, Violin (Igor Stravinsky, Columbia Symphony Orchestra)

CATEGORY NO. 21 BEST CLASSICAL PERFORMANCE INSTRUMENTAL SOLOIST OR DUO (WITHOUT ORCHESTRA)

1. THE ART OF LEON GOOSENS-Leon Goosens, Oboe; Gerald Moore, Piano 2. BACH: THE ART OF THE FUGUE, VOL. I-Glenn

Gould, Piano 3. BACH: THE SIX SONATAS AND PARTITAS FOR VIOLINS UNACCOMPANIED-Joseph Szigeti, Violin

4. BEETHOVEN: SONATA NO. 22 FOR PIANO-Sviatoslav Richter, Piano

5. COLUMBIA RECORDS PRESENTS YLADIMIR

HOROWITZ-Vladimir Horowitz, Piano 6. FIVE PIECES FROM PLATERO AND 1-Andres Segovia,

7. FRENCH PIANO MUSIC-FOUR HANDS-Robert and Gaby Casadesus, Pianos

8. HIGHLIGHTS OF RUBINSTEIN AT CARNEGIE HALL-Artur Rubinstein, Piano

CATEGORY NO. 22 BEST OPERA RECORDING

(This is a Conductor's award) 1. BEETHOVEN: FIDELIO-Otto Klemperer, Philharmonic Orchestra and Chorus: Principal Soloists: Christa Ludwig, Jon Vickers, Gottlob Frick, Ingeborg Hallstein, Walter Berry

2. BIZET: THE PEARL FISHERS-Pierre Dervaux, Chorus and Orchestra of the Theatre National de l'Opera Comique. Principal Solists: Janine Micheau, Nicolai Gedda

3. PUCCINI: LA BOHEME-Erich Leinsdorf, Rome Opera House Orchestra and Chorus. Principal Soloists: Anna Moffo, Richard Tucker

4. R. STRAUSS: SALOME-Georg Solti, Vienna Philharmonic. Principal Soloists: Birgit Nilsson, Eberhard Wachter, Gerhard Stolze

5. VERDI: AIDA-Georg Solti, Rome Opera House Orchestra and Chorus. Principal Soloists: Leontyne Price, Jon Vickers, Rita Gorr, Robert Merrill, Georgio Tozzi

6. WAGNER: DIE WALKURE-Erich Leinsdorf, London Symphony Orchestra. Principal Soloists: Birgit Nilsson, Jon Vickers

CATEGORY NO. 23 BEST CLASSICAL PERFORMANCE CHORAL—(OTHER THAN OPERA)

1. BACH: ST. MATTHEW PASSION-Philharmonia Choir; Wilhelm Pitz, Choral Director; Otto Klemperer, Philharmonic Orchestra

2. BERLIOZ: ROMEO ET JULIETTE-New England Conservatory Chorus; Lorna Cooke de Varon, Director; Charles Munch, Boston Symphony Orchestra 3. FAURE: REQUIEM-The Roger Wagner Chorale;

Orchestre de la Societe des Concerts du Conservatoire de Paris; Roger Wagner, Conductor 4. HONEGGER: KING DAVID (LE ROI DAVID)-University of Utah Chorus, Ardean Watts, Director; Maurice

Abravanel, Utah Symphony Orchestra 5. MAHLER: SYMPHONY NO. 3 IN D MINOR-Women's Chorus of the Schola Cantorium, Hugh Ross, Director; Boys' Choir, Church of the Transfiguration, Stuart Gardner, Director; Leonard Bernstein, New York Philharmonic

6. PROKOFIEV: ALEXANDER NEVSKY, OP. 78-Westminster Choir, Warren Martin, Director; Thomas Schippers, New York Philharmonic

CATEGORY NO. 24 BEST CLASSICAL PERFORMANCE VOCAL SOLOIST (WITH OR WITHOUT ORCHESTRA)

1. FOSS: TIME CYCLE-Adele Addison, soprano (Leonard Bernstein, New York Philharmonic) 2. GREAT ARIAS FROM FRENCH OPERA-Maria Callas, soprano (Georges Pretre, Orchestre National de lar

Radio Diffusion Française) 3. SCHUBERT: DIE SCHONE MULLERIN-Dietrich Fischer-Dieskau, baritone (Gerald Moore, plano) 4. SPANISH SONGS OF THE 20TH CENTURY-Victoria

de los Angeles, soprano (Gonzales Soriano, piano) 5. R. STRAUSS: SALOME-Birgit Nilsson, soprano (Georg Solti, Vienna Philharmonic) 6. WAGNER: GOTTERDAMERUNG: BRUNNHILDE'S

IMMOLATION SCENE; WESENDONCK SONGS-Eileen Farrell, soprano (Leonard Bernstein, New York Philharmonic)

CATEGORY NO. 25 BEST CLASSICAL COMPOSITION BY CONTEMPORARY COMPOSER

1. ARCANA-Composer: Edward Varese 2. CONNOTATIONS FOR ORCHESTRA-Composer: Aaron

Copland 3. THE FLOOD-Composer: Igor Stravinsky

4. NOYE'S FLUDDLE-Composer: Benjamin Britten 5. SONG OF SONGS-Composer: Lukas Foss 6. SYMPHONY NO. 2-Composer: Sir William Walton

7. TIME CYCLE—Composer: Lukas Foss CATEGORY NO. 26 BEST ENGINEERING CONTRIBUTION CLASSICAL RECORDING

1. COLUMBIA RECORDS PRESENTS VLADIMIR HOROWITZ-Vladimir Horowitz 2. COPLAND: BILLY THE KID; APPALACHAIN SPRING-

Antal Dorati, London Symphony Orchestra 3. HOLST: THE PLANETS-Herbert von Karajan, Vienna Philharmonic

4. MAHLER: SYMPHONY NO. 3 IN D MINOR-Leonard Bernstein, New York Philharmonic 5. MAHLER: SYMPHONY NO. 9 IN D MINOR-Bruno Walter, Columbia Symphony Orchestra

6. PROKOFIEV: CONCERTO NO. 3 FOR PIANO: RACHMANINOFF: CONCERTO NO. 1 FOR PIANO-Byron Janis, piano; Kyril Kondrashin, Moscow Philharmonic 7. R. STRAUSS: ALSO PRACH ZARATHUSTRA-Fritz Reiner,

CATEGORY NO. 27 BEST ALBUM COVER—CLASSICAL 1. BARTOK: THE MIRACULOUS MANDARIN;

Chicago Symphony

SHOSTAKOVICH: THE AGE OF GOLD-Robert Irving, Philharmonia Orchestra 2. BEETHOVEN: FIDELIO-Otto Klemperer, Philharmonia Orchestra and Chorus

3. FAURE: REQUIEM-Roger Wagner, Roger Wagner Chorale, Orchestre de la Societe des Conservatoire de

4. THE INTIMATE BACH-Laurindo Almeida, Virginia Majewski, Vincent De Rosa 5. OTTO KLEMPERER CONDUCTS (WEILL: THREE PENNY OPERA AND OTHERS)-Ofto Klemperer, Philharmonia

6. WAGNER: PRELUDE AND LOVE DEATH; R. STRAUSS: DEATH AND TRANSFIGURATION-Erich Leinsdorf, Los Angeles Philharmonic CATEGORY NO. 28

1. ANOTHER DAY, ANOTHER WORLD-Jonathan Winters 2. BEYOND THE FRINGE-Alan Bennett, Peter Cook, Jonathan Miller, Dudley Moore 3. THE FIRST FAMILY-Vaughn Meader and Other Artists

BEST COMEDY PERFORMANCE

4. MY SON, THE FOLK SINGER-Allan Sherman 5. NICHOLS AND MAY EXAMINE DOCTORS-Elaine May and Mike Nichols

CATEGORY NO. 29 BEST DOCUMENTARY OR SPOKEN WORD RECORDING (OTHER THAN COMEDY)

1. CARL SANDBURG READING HIS POETRY-Carl Sandburg

2. ENOCH ARDEN (MUSIC BY R. STRAUSS; POEM BY ALFRED TENNYSON)-Claude Rains, reader (Glenn Gould, planist)

3. FIRST PERFORMANCE: LINCOLN CENTER FOR THE PERFORMING ARTS-New York Philharmonic, Leonard Bernstein, Cond.; and others

4. MAMA SANG A SONG-Stan Kenton 5. SIR MICHAEL REDGRAVE READS CHEKOY STORIES-

Sir Michael Redgrave 6. SIX MILLION ACCUSE (DOCUMENTARY)-Yehuda Lev,

narrator 7. THE STORY-TELLER: A SESSION WITH CHARLES

LAUGHTON-Charles Laughton 8. THIS IS MY BELOVED-Laurence Harvey

CATEGORY NO. 30 BEST ENGINEERING CONTRIBUTION OTHER THAN NOVELTY AND OTHER THAN CLASSICAL

2. GREAT BAND WITH GREAT VOICES SWING THE GREAT VOICES OF THE GREAT BANDS-Si Zentner Orchestra, Johnny Mann Singers

1. ADVENTURES IN JAZZ-Stan Kenton

3. HATARII-Henry Mancini 4. I CAN'T STOP LOVING YOU-Ray Charles 5. JONAH JONES AND GLEN GRAY-Jonah Jones and

Glen Gray 6. ROUTE 66 THEME-Nelson Riddle 7. STEREO SPECTACULAR-Various Artists CATEGORY NO. 31

NOVELTY 1. THE CHIPMUNK SONGBOOK-David Seville 2. THE CIVIL WAR, VOL. I-Frederick Fennerl conducting

BEST ENGINEERING CONTRIBUTION

the Eastman Wind Ensemble; Martin Gabel, narrator 3. THE FIRST FAMILY-Vaughn Meader and Other Artists 4. MY SON, THE FOLK SINGER-Allan Sherman 5. PEPINO THE ITALIAN MOUSE-Lou Monte

CATEGORY NO. 32 BEST ALBUM COVER OTHER THAN CLASSICAL 1. THE COMEDY-The Modern Jazz Quartet

2. THE FIRST FAMILY-Vaughn Meader and Other Artists. 3. THE GREAT YEARS-Frank Sinatra

4. JAZZ SAMBA-Stan Getz 5. LENA ... LOVELY AND ALIVE-Lena Horne 6. LONELY WOMAN-The Modern Jazz Quartet 7. MY SON, THE FOLK SINGER-Allan Sherman

8. POTPOURRI PAR PIAF-Edith Plaf

CATEGORY NO. 33 BEST RECORDING FOR CHILDREN

1. THE CAT WHO WALKED BY HERSELF-Boris Karloff 2. THE CHIPMUNK SONGBOOK-David Seville 3. GRIMM'S FAIRY TALES-Danny Kaye 4. SAINT-SAENS: CARNIVAL OF THE ANIMALS; BRITTEN: YOUNG PERSON'S GUIDE TO THE ORCHESTRA-

Leonard Bernstein conducting the New York Philharmonic 5. SJARI IN STORYLAND-Shari Lewis

6. THROUGH CHILDREN'S EYES-The Limeliters (with children's chorus)

7. YOU READ TO ME, I'LL READ TO YOU-John Ciardi CATEGORY NO 34

BEST ROCK AND ROLL RECORDING 1. ALLEY CAT-Bent Fabric 2. BIG GIRLS DON'T CRY-4 Seasons

3. BREAKING UP IS HARD TO DO-Neil Sedaka 4. TWISTIN' THE NIGHT AWAY-Sam Cooke 5. UP ON THE ROOF-The Drifters

6. YOU BEAT ME TO THE PUNCH-Mary Wells CATEGORY NO. 35 **BEST COUNTRY & WESTERN**

RECORDING 1. DEVIL WOMAN-Marty Robbins 2. FUNNY WAY OF LAUGHIN'-Burl Ives

3. IT KEEPS RIGHT ON A-HURTIN'-Johnny Tillotson 4. P. T. 109-Jimmy Dean 5. SHE STILL THINKS I CARE-George Jones

6. WOLVERTON MOUNTAIN-Claude King CATEGORY NO. 36 BEST RHYTHM & BLUES RECORDING

1. BRING IT ON HOME TO ME-Sam Cooke 2. COMIN' HOME BABY-Mel Torme 3. I CAN'T STOP LOVIN' YOU-Ray Charles 4. LOCO-MOTION-Little Eva

5. NUT ROCKER-B. Humble and the Stingers

6. WHAT'D I SAY-Bobby Darin CATEGORY NO. 37 BEST FOLK RECORDING

1. THE BALLAD OF JED CLAMPETT-Lester Flatt and Earl Scruggs 2. BOB DYLAN-Bob Dylan

New Christy Minstrels

3. IF I HAD A HAMMER-Peter, Paul and Mary 4. JOAN BAEZ IN CONCERT-Joan Baez 5. THE MIDNIGHT SPECIAL-Harry Belafonte 6. PRESENTING THE NEW CHRISTY MINSTRELS-The

7. SOMETHING SPECIAL-Kingston Trio CATEGORY NO. 38 BEST GOSPEL OR OTHER RELIGIOUS RECORDING

1. BLACK NATIVITY-Professor Alex Bradford 2. GREAT SONGS OF LOVE AND FAITH-Mahalia Jackson 3. HYMNS AT SUNSET-Ralph Carmichael

4. I LOVE TO TELL THE STORY-Tennessee Ernie Ford 5. INSPIRATION-Norman Luboff Choir, Leopold Stokowski conducting New Symphony Orchestra of

6. MARIAN ANDERSON-HE'S GOT THE WHOLE WORLD IN HIS HANDS-Marian Anderson 7. SAVE ME-The Clefs of Calvary

CATEGORY NO. 39

BEST NEW ARTISTS OF 1962 1. THE 4 SEASONS

2. ROBERT GOULET 3. VAUGHN MEADER

4. THE NEW CHRISTY MINSTRELS 5. PETER, PAUL AND MARY 6. ALLAN SHERMAN

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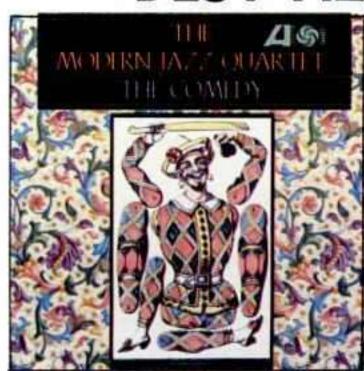
The Year's NARAS Album Cover Nominees

The covers shown below represent the final nominations for Best Album Cover by members of the National Academy of Recording Arts and Sciences (NARAS). They are divided into two categories: classical and other than classical. The first two

rows are the finalists in the pop and jazz album cover category; the bottom two rows consist of finalists in the classical album cover division. Record Academy members start voting today in these and 37 other categories to determine the winners of

this year's "Grammy" Awards. These winners will be announced at the NARAS functions, to be held simultaneously at NARAS presentations in New York, Hollywood and Chicago on Wednesday, May 15.

BEST ALBUM COVER—OTHER THAN CLASSICAL



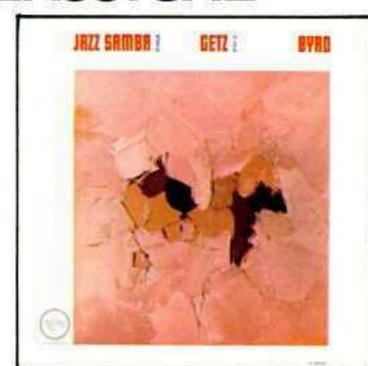
The Comedy— Modern Jazz Quartet



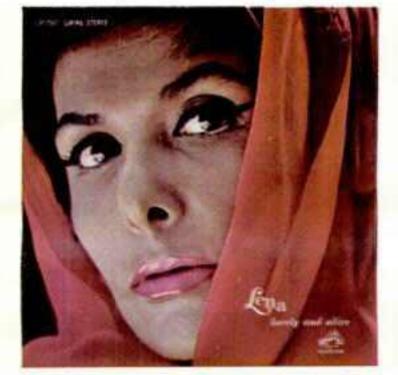
The First Family— Vaughn Meader



The Great Years— Frank Sinatra



Jazz Samba— Stan Getz and Charlie Byrd



Lena . . . Lovely and Alive—Lena Horne



Lonely Woman— Modern Jazz Quartet



My Son, the Folk Singer—Allan Sherman

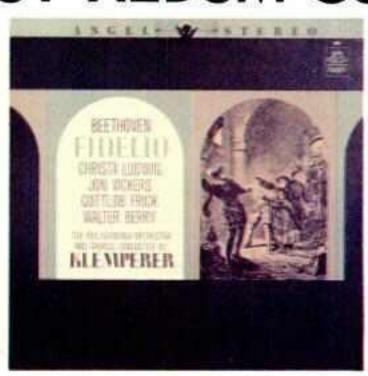


Potpourri Par Piaf— Edith Piaf

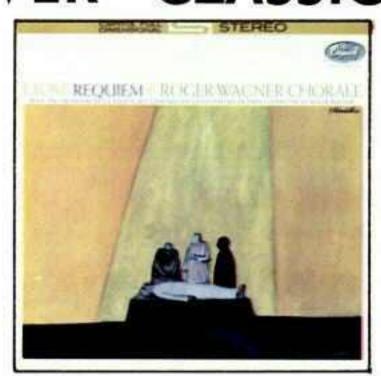
BEST ALBUM COVER—CLASSICAL



Bartok: The Miraculous Mandarin



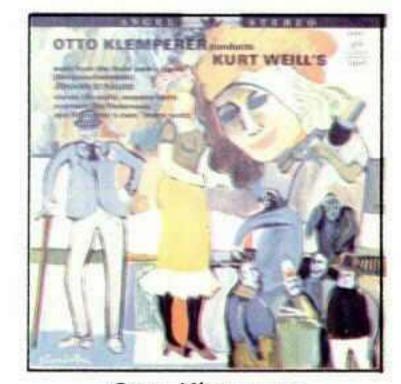
Beethoven: Fidelio



Faure: Requiem



The Intimate Bach



Otto Klemperer Conducts



Wagner: Prelude and Love Death

A Coveted Honor

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

150 BEST SELLERS-MONAURAL

his	Las		This Week	Las	
T	2	Account to the control of the contro	(51)	38	CHUBBY CHECKER BIGGEST HITS 17
9	1	TANGE I TIME AN THE	\tilde{a}	45	OUR MAN IN HOLLYWOOD
2)	71	JACKIE GLEASON SHOW	(52)	33	Henry Mancini, RCA Victor LPM 2604 1962's GREATEST HITS BY
3	3	MOVING Petor, Paul & Mary, Warner Bros. W 1473	(53)	~	BILLY VAUGHN
4	4	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	(54)	34	STEVE LAWRENCE WINNERS! 11
5)	5	RICHARD CHAMBERLAIN SINGS 12	(55)	65	TWO OF US
6	6	MGM E 4088 PETER, PAUL & MARY	(56)	48	THE SOUND OF MUSIC
3	7	I LEFT MY HEART IN SAN FRANCISCO. 42	(57)	39	
		Tony Bennett, Columbia CL 1869 KINGSTON TRIO #16 Capital T 1871	(58)	60	HAIL THE CONQUERING NERO
9)	11	VAC 10 00 (G1)	(59)	57	THE VENTURES PLAY TELSTAR
\leq	9	Sten Getz & Charlie Byrd, Verve V 8432	0	044	THE LONELY BULL & OTHERS 16
(0)		Philips PHM 200078	(60)	54	DEAR LONELY HEARTS
	12	Tony Bonnett, Columbia CL 2000 THE FIRST FAMILY	(61)	88	BOBBY VEE'S GOLDEN GREATS
12)		THE FIRST FAMILY	62)	72	AMM CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND
3)		Allan Sherman, Warner Bres. W 1487	63	_	DAYS OF WINE AND ROSES
14)		THE BOSSA MOVA POPS	(64)	55	BOSSA NOVA U. S. A
15)	17	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC	(65)	67	
16)	15	MY SON, THE FOLK SINGER	(6)	66	FOLLOW THE BOYS
17)		JOAN BAEZ IN CONCERT	\sim	56	Connie Francis, MGM E 4123
18)		BIG GIRLS DON'T CRY	67)	HAVE	RUSTY Warren, Jubilee JLP 2029
19)	18	SINATRA—BASIE	(68)		TIME OUT
•	32	JAZZ WORKSHOP REVISITED 4	(69)	58	OLIVER Original Cast, RCA Victor LOCD 2004
	74	Riverside RM 444 BACK AT THE CHICKEN SHACK	70	68	HATARII Henry Mancini, RCA Victor LPM 2559
21)	25	Jimmy Smith, Blue Note 4117	1	70	RAPTURE 2 Johnny Mathis, Columbia CL 1915
22)		PEPINO, THE ITALIAN MOUSE &	12	90	NO STRINGS
23)		OTHER ITALIAN FUN SONGS	73	87	100 100 100 100 100 100 100 100 100 100
24)	27	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II	74)	62	JOSE JIMINEZ-OUR SECRET WEAPON . 9
25)	41		75	71	BIG BAND BOSSA NOVA
26)	40		76	84	RAMBLIN' ROSE
27)	14	STATE OF STA	1	82	DION SINGS HIS GREATEST HITS 19
28)	30		Û	100	THINK ETHNIC
9	21		79	95	MY FAIR LADY
30)	20	SINCERELY YOURS	180	110	1963's EARLY HITS Lawrence Welk, Bet DLP 3510
31)		ALL ALONE AM I	81	92	Jerry Vale, Columbia CL 1797
12)	26	ROY ORBISON'S GREATEST HITS. 34	82	75	THE LONELY BULL
3)	22	SHIRELLES GREATEST HITS	B	118	Columbia CL 2007
4)	37	ARRIVEDERCI, ROMA 9 Jerry Vale, Columbia CL 1955	(84)	100000	WILD WEEKEND
5)	44		(85)	91	OUR MAN FROM ITALY. 1' Sergio Franchi, RCA Victor LM 2657
6	36	RAY CHARLES GREATEST HITS	188	97	OUR WINTER LOVE Felix Statkin, Liberty LRP 3207
•	89	ABC-Paramount ABC 415	(87)	63	Mary Wells, Motown 607
38)	28	the state of the s	(88)	105	Dinah Washington, Roulette R 25189
9	80	120 240 42 42 42 10 14 10 14 10 10 10 10 10 10 10 10 10 10 10 10 10	(89)	103	ALWAYS YOU
١	52	Vanguard VRS 9078	190	150	IT HAPPENED AT THE WORLD'S FAIR I
-	49	Buddy Holly, Coral CRL 57426	91	150	END OF THE WORLD
3	43		92	11	SURFER'S CHOICE 13
12)	31	GIRLSI GIRLSI GIRLSI	93	101	ANDY WILLIAMS BEST
4)	47	I'VE GOT A WOMAN	94)	64	BIG BAND BOSSA NOVA
5		YOU'RE THE REASON I'M LIVING 6	95	83	THE NEW CHRISTY MINSTRELS 27 Columbia CL 1872
	85	BLAME IT ON THE BOSSA MOVA	96	114	VEGAS THUNDERBIRD
17		Eydle Gorme, Celumbia CL 2012 HEAVENLY	d	125	BROOK BENTON GOLDEN HITS, VOL. 2 2
9		Johnny Mathis, Columbia CL 1351	98)	108	BUDDY HOLLY STORY
9		ALLEY CAT	(99)	111	E L'Al Maria de la company de
an .	-	Count Treet Wasses Beer 0 1400			Annual Column 1 1919

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This Week	Las	Wks. on Chart Chart
(101)	69	JOHNNY'S GREATEST HITS259 Johnny Mathis, Columbia CL 1133
(10)	79	BREAKFAST AT TIFFANY'S
(13)	86	THE NEW CHRISTY MINSTRELS IN PERSON 9
(104)	98	COLLEGE CONCERT
(165)	102	RUSTY WARREN IN ORBIT
(66)	74	Jubilee JGM 2044
0	116	ALL SERIOUSNESS ASIDE 7 Dave Gardner, RCA Victor LPM 2628 YOUNG MEN, SI—OLD MEN, NO
(107)		Moms Mabley, Chess LP 1477
108	-	Johnny Mathis, Columbia CL 2016
109	136	ANDY WILLIAMS MILLION SELLER SONGS 15
110	73	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759
(11)	103	STOP THE WORLD-I WANT TO GET OFF. 22 Original Cast, London AM 58001
(112)	106	OUR MEN IN SAN FRANCISCO
(113)	99	BLOOD, SWEAT & TEARS
(114)	117	BLUE HAWAII 78
面	133	HARD TRAYELIN' Lester Flatt & Earl Scruggs, Columbia CL 1951
(116)	81	DANCE WITH THE GUITAR MAN. 14
(11)	137	THE BEST OF JOLSON
0	96	Al Johan, Decca DXA 169 LET'S LIMBO SOME MORE
(118)	istiTi	Chubby Checker, Parkway P 7027
(119)	104	THE MUSIC MAN 37 Sound Track, Warner Bros. B 1459
(120)	127	Mario Lanze, RCA Victor LM 2607
121	119	JUMBO
122	109	DEAN (TEX) MARTIN—COUNTRY STYLE. 4 Reprise R 6061
(123)	61	SHERRY AND 11 OTHERS
124	130	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661
(125)	139	COLLEGE STANDARDS Lettermen, Capital T 1829
120	-	ROGER WILLIAMS COUNTRY STYLE 1
(127)	112	HERBIE MANN AT THE VILLAGE GATE 39
(128)	140	BEYOND THE FRINGE
(129)	131	THEMES OF THE GREAT BANDS 12 Glen Gray & Casa Loma Ork, Capitol T 1812
(m)	132	BLACK & BLUE
0	113	Lou Rawis, Capitol T 1824
(131)	115	Platters, Mercury MG 20472 SAMMY DAVIS JR. AT THE COCOANUT GROVE 6
	149	Reprise R 6063/2 CHAD MITCHELL TRIO IN ACTION 2
TEST OF THE PERSON NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN COLUMN TWO IS NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN COLUMN TWO IS NA	94	Kapp KL 1313
(34)	129	Sam Cooke, RCA Victor LPM 2673
(135)	135	OUR WINTER LOVE
(136)	144	THE STRIPPER & OTHER FUN SONGS
(m)	145	David Rose & Ork, MGM E 4062 THE BEST OF SAM COOKE
(138)	121	RCA Victor LPM 2825 THE TWO SIDES OF THE SMOTHERS BROTHERS
<u></u>	122	Mercury MG 20675
(140)	123	WALTZ TIME 7 Lawrence Welk, Det DLP 3499 RAY CHARLES STORY 37
(4)	141	Atlantic 2-900
(142)	107.55E() 107.55E()	Original Cast, Columbia KOL 5870
(143)	143	JUST TURN ME LOOSE
(144)	147	THE NIGHT HAS A THOUSAND EYES 2 Bobby Vee, Liberty LRP 3285 LOVE FOR SALE
(145)	HPOUT	Arthur Lyman, Hi Fi L 1009
(146)	120	MUTINY ON THE BOUNTY
(147)	128	BOSSA NOVA PELOS PASSAROS 5 Cherlie Byrd, Riverside RM 436
(148)	134	TELSTAR 16 Tornadoes, London LL 3279
(149)	142	OUR MAN IN NASHVILLE
(150)	-	RHYTHM OF THE RAIM

50 BEST SELLERS— **STEREO**

Wks. o Week Title, Artist, Label Char	Last	nis eek
1 WEST SIDE STORY	on office	1
5 MOVING Peter, Paul & Mary, Warner Bros. WS 1473	5	2
2 JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	2	3)
8 MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	8	<u></u>
6 SINATRA—BASIE	6	5)
	12	6
4 LAWRENCE OF ARABIA	4	7
7 FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	7	8
3 SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	3	9
T KINGSTON TRIO #16	21	0
1 JALOUSIE Arthur Fiedler & the Buston Pops, RCA Victor L5C 2661	31	
9 I LEFT MY HEART IN SAN FRANCISCO	9	12)
Pater Nero, RCA Victor LSP 2638	38	P
Enoch Light & His Ork, Command RS 844	10	4
Original Cast, Columbia 05 2001	11	5)
Dave Brubeck Quartet, Columbia CS 8798	23	16)
9 PETER, PAUL & MARY	19	17)
Warner Bros. WS 1449 4 BACK AT THE CHICKEN SHACK	24	
8 RICHARD CHAMBERLAIN SINGS	18	0
MGM SE 4088	20	
	15	2)
3 OUR MAN IN HOLLYWOOD	13	3)
Henry Mancini, RCA Victor LSP 2604 6 MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II	26	4
	22	5)
3 I WANNA BE AROUND	33	6
	17	
Vince Guaraldi Trio, Fentusy 8089	43	8
Lawrence Welk, Der DLP 25510		1
8 THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columb CS 8749	28	0
S NEW FRONTIER	45	1
6 ALLEY CAT	16	2)
0 WARM & WILLING	30	3
Philips PHS 600078	35	4)
Andy Williams, Columbia CS 8815 7 VIVA BOSSA HOVA	27	6)
Stars, Capital ST 1759		9
Sound Track, Warner Brus. BS 1480	25	1)
- WALTZ TIME Lawrence Wolk, Dat DLP 23499		8
O JAZZ WORKSHOP REVISITED Cannanbell Adderley Sextet, Riverside RM9-444	50	7
- HOW THE WEST WAS WON	-	0
OUR WINTER LOVE	41	1
2 ROMAN GUITAR 2 Tony Mottela, Command RS 816 SD	32	2)
IT HAPPENED AT THE WORLD'S FAIR	=	
Oick Schory's Percussion Pops Ork, RCA Victor LPS 2612	-	
7 OUR WINTER LOVE Bill Pursell, Columbia CS 8792	37	5)
	47	(3
en a filosopia di a ci a la cina di Canada	42	7)
Denny Lee Coulted or seem		5
4 THE MUSIC MAN 3	44	0.7
	29	9

A POP Smash Coast To Coast!



WRITTEN & SUNG BY





AUBUNI FIRMS



BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

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



POP SPOTLIGHT

JUDY HENSKE Elektra EKL 231 (M); EKS 7231 (S)

Here's a wild and unfettered new singer who has great native talent and sound. For once, there is a new performer who does not surrender to forced, contrived effects. Miss Henske has a growling, belting, deep quality and she knows how to give her songs meaning in both the singing and in the frank, unshy intros she gives to an appreciative audience. Backings here range from simple guitar-based combo to a happy Dixie sound. "Empty Bed Blues," "Ballad of Little Romy" and "Lilac Wine" are among the better tracks. Watch this gal.



POP SPOTLIGHT

BYE BYE BIRDIE Sound Track. RCA Victor LOC 1081 (M); LSO 1081 (S)

Here's a set that's full of the rousing good fun of "Birdie" as projected by a madeto-order cast, Featured in the track are Bobby Rydell, Ann-Margret, Dick Van Dyke, Janet Leigh, Maureen Stapleton and Jesse Pearson, and name value like this added to a score that gets better the second time around, and dealers have a sock package. Ann-Margret scores particularly well, having achieved a solid musical comedy sound. "Put on a Happy Face," "Kids," "The Telephone Hour" and "A Lot of Livin' to Do" are all here.

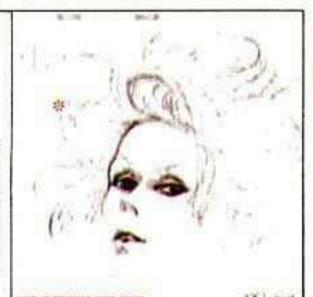


POP SPOTLIGHT

THE UNMISTAKABLE TAMMY GRIMES

Columbia CL 1984 (M); CS 8784 (S)

A most scintillating performance from Miss Grimes who returns to material well-suited to the small, intimate night club act, after strong stints in the legitimate theater. The album is delivered in striking style with dramatic build and top-flight material the order of the day. The wide wealth of tunes are shown in "Toot Tootsie," "Gonna Build a Mountain" and "Java Jive." Jazz and string-flavored backing are by Luther



POP SPOTLIGHT

THE CHIFFONS

Laurie LLP 2018

This newest of the girl vocal groups is also the hottest of the moment with "He's So Fine," at the top of the charts. The album contains the hit, plus what the label regards as a pair of new hits, "Lucky Me" and "My Block," the titles of which are printed in big type on the cover. Others include "Will You Still Love Me Tomorrow, "Why Do Fools Fall in Love" and "Why Am I So shy." Strong wax





POP SPOTLIGHT

MARION WORTH'S GREATEST HITS

Columbia CL 2011 (M); CS 8811 (5)

Marian Worth recently scored her initial pop chart success with "Shake Me I Rat-tle," following a series of other successes limited to the country field. Now the gal is out with another single, "Crazy Arms," another top performance and both these recent titles are here. In addition, there are "Tennessee Teardrops," "Worried Mind," "Imitation" and other strong ballad offerings. This package could win lots of new attention for the thrush, who, though she sounds like Patti Page, has her own disfinctive touch.





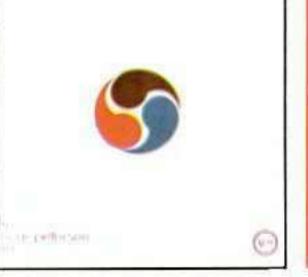
JAZZ SPOTLIGHT

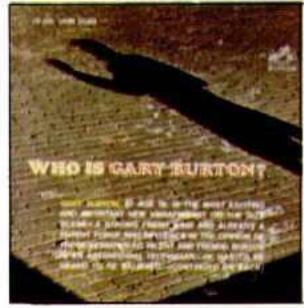
AFFINITY

Oscar Peterson Trio

Verve V 8516 (M); V6-8516 (S)

Oscar Peterson and Trio have won themselves a large following mainly on the basis of Peterson's strong jazz work and his extraordinary technique. On this album he shows off his fine musicanship with striking readings of "Waltz for Debbie," "Tangerine," "Baubles Bangles & Beads," and "Six and Four"







JAZZ SPOTLIGHT

WHO IS GARY BURTON?

RCA Victor LPM 2665 (M); LSP 2665 (S)

Gary Burton is the young vibe player on the label whose first album a few months ago won him critical huzzahs. This album will bring him more accolades and will also bring cheers for the other men on the date, Clark Terry, Phil Woods, Tommy Flanagen, John Neves, Joe Morello and Chris Swanson, They all aguit themselves nobly on such originals as "Storm," "Con-ception" and "Fly Time Fly."



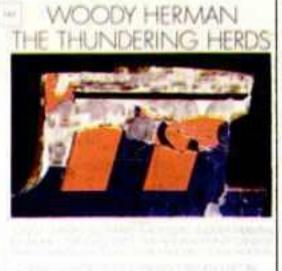


JAZZ SPOTLIGHT

BACK IN BEAN'S BAG

Coleman Hawkins/Clark Terry Columbia CL 1991 (M); CS 8791 (5)

Tenor saxist Hawk and trumpet-flugelhorn specialist Terry make most deligiful jazz together on this album. The sound is tight, swinging, and full of exceptional perform-ances by both artists, and remarkable piano work from Tommy Flanagan. Here's an album for both the modern and swingslanted jazz listener.





JAZZ SPOTLIGHT

THE THUNDERING HERDS (3-12")

Woody Herman Columbia C3L 25 (M)

Here they are, the thundering herds of the 1940's: the first herd of the 1944-'46 era, with tunes like "Apple Honey," "Caldonia" and "Northwest Passage," and the Second Herd of 1947, with its big ones, like "Four Brothers" and "Summer Sequence," Parts , II, III and IV. This is the definitive Woody Herman story-the early years, that is. They were great years and his many jazz fans will enjoy this exciting three PL set, properly annotated.





CLASSICAL SPOTLIGHT

RICHTER IN ITALY

Sviatoslav Richter

Angel S 36104 (S)

One of Richter's finest recordings, this is devoted exclusively to works by Schumann, including "Papillons," "Carnival of Vienna" and the seldom played Sonata No. 2 in G minor. The latter shows off Richter's brilliant technique as well as his emotional depths. With no major competition on the Sonata, the disk fills a major need and should win a substantial audience.



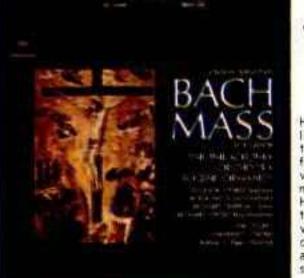


CLASSICAL SPOTLIGHT

MAHLER: SYMPHONY NO. 2 IN C MINOR "RESURREC-TION" (2-12")

Philharmonia Orchestra and Chorus (Klemperer, Cond.) Angel 3634 B (S)

This is an enormously satisfying performance of the Mahler "Resurrection." The 2-LP set with the Philharmonia under Klemperer is a huge voice full of sonority and brooding excitement and reverence. The cho-rus adds its voice, and poignant vocal work is contributed by Elisabeth Schwarzkopf and Hilde Rossi-Majdan which should please many classical buyers.





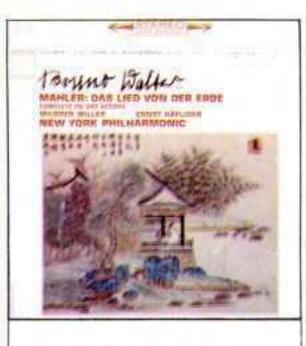
CLASSICAL SPOTLIGHT

BACH MASS IN B MINOR

(3-12") Philadelphia Orchestra (Ormandy). Columbia M3L 280

(M); M35 680 (S) Here is the winning combination that estab-

lished something of a new sales record in terms of rate-of-sale last fall with a power-ful Christmas album. Hewing to the sacred vein, the choir and orchestra offer a work, much in keeping with the spirit of the Holy season, and all concerned distinguish themselves in the effort. Texts of the various segments of the work, along with detailed commentary on the music and the artists, are also included. A package that should have impact.





CLASSICAL SPOTLIGHT

MAHLER: DAS LIED VON DER ERDE

New York Philharmonic (Bruno Walter). Columbia ML 5826 (M); MS 6426 (S)

The well-known and honored Bruno Walter version of Mahler's great song cycle has been repackaged onto a single LP by Columbia, which deserves a vote of thanks for its consideration of the consumer's purse. This remains a version of great beauties, one of the finest of Mahler's most popular work, and the big bargain aspects of the onerecord packaging will prove a major sales incentive.



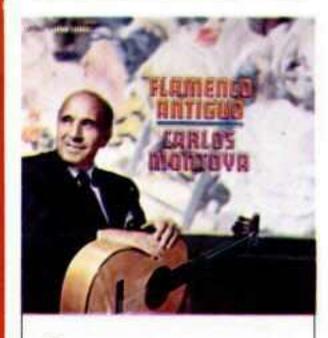


INTERNATIONAL SPOTLIGHT

YVES MONTAND PARIS RECITAL

Philips PCC 602 (5)

This is a live performance by Yves-Montand, recorded at Le Theatre D'Etoile in Paris. It is one of the best LP's waxed by the performer in recent years, displaying his winning way with a song and some wonderful songs that should appeal to Montand fans throughout the country, even those who don't understand French. His songs deal with life, with love and anything else that might matter, and he does them with meticulous care.



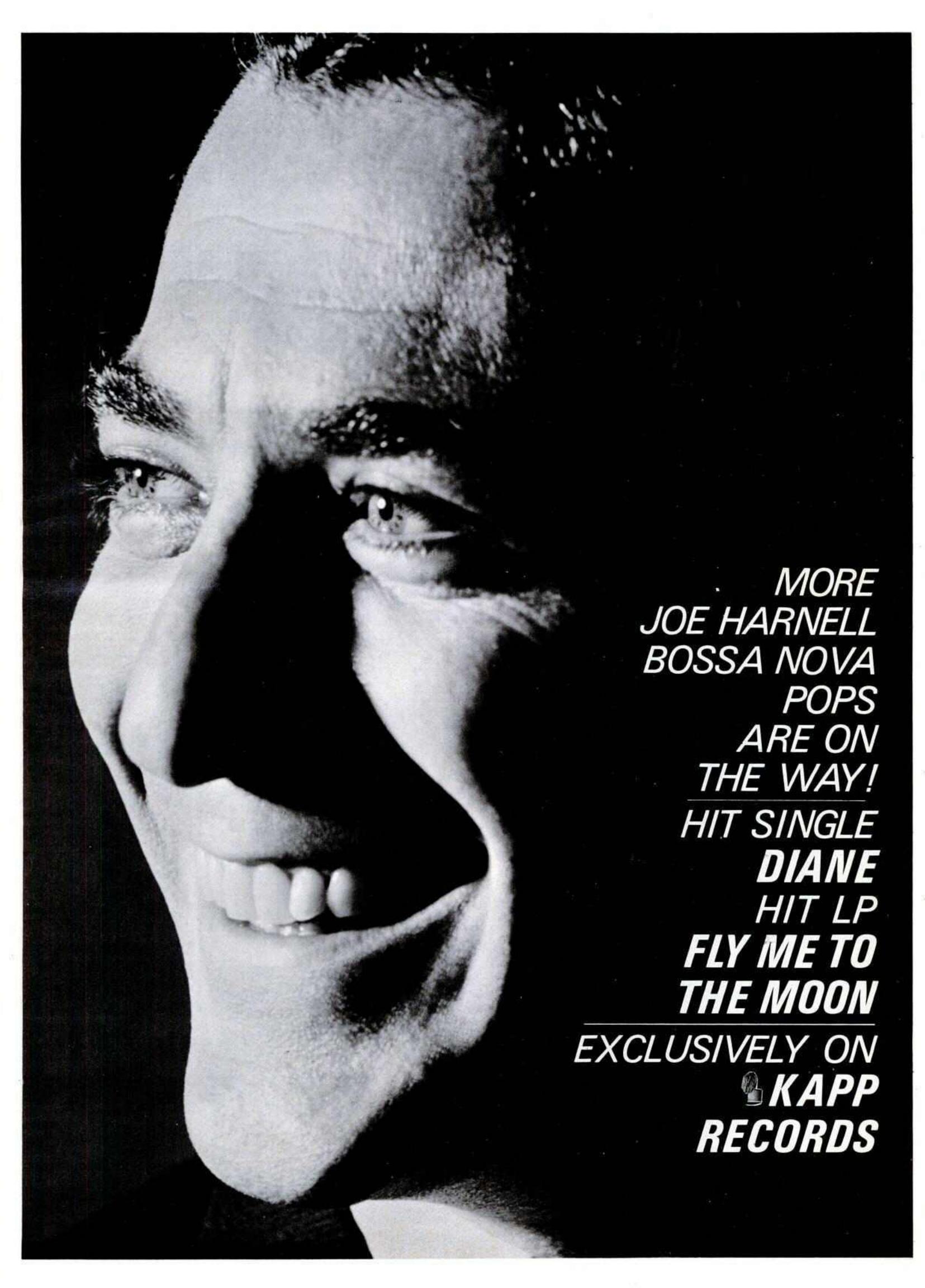


FLAMENCO SPOTLIGHT

FLAMENCO ANTIGUO

Carlos Montoya. RCA Victor LPM 2653 (M); LSP 2653

For fans of flamenco music this is a most rewarding album. The set contains only pure flamenco music, performed by one of the leading practitioners of the art, Carlos Montoya. The works include ancient airs, gypsy tunes, and original compositions by Montoya based on traditional melodies. On one of the sides Montoya's son, Carlitos, irins his father. Best tracks are "Se-guiriya," "Tango Antiguo" and "Le-vante."



ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.





LATIN SPOTLIGHT TROPICO JAVIER SOLIS SONGS OF THE TROPICS Various Artists. Columbia EX 5096 (M); ES 1796 (S)

Javier Solis, one of Mexico's top male singers, should continue his reign with this fine album of Augustin Lara songs. They include songs of the tropics, like "Clave Azul," "Vera Cruz," "Luna, Luna, Luna," and "Noche Criolla." Winning performance should help this sell well in all Latin mar-

B. T. "Clave Azul," Peer, ASCAP, 3:16





SACRED SPOTLIGHT ON STAGE! THE BLACK-WOOD BROTHERS QUARTET

RCA Victor LPM 2646 (M); LSP 2646 (S)

Here's a great, live performance by the famous group, taped during an appearance at the Municipal Auditorium, Long Beach, Calif. They put on a top-notch show for the fans, full of faith, spirit and jollity. There's no doubt of the impact of the live audience on the effect of the performance as the lads go all out with "I Want to Know More About My Lord," "Old Time Religion," "He'll See You Through" and "Somebody Loves Me." It was a great meeting, and disk fans will quickly agree.



Ella Fitzgerald

(2)

converts.

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FESTIVAL 1963 Various Artists

it a sought-after item.

LIVE! LIVE! LIVE!

The Travelers 3

ELLA SINGS BROADWAY

Verve V 4059 (M); V6-4059

Ella has added heavily to her LP catalog

during the past year or so and there is ac-

cordingly, much to choose from already,

which includes this newest dash of solid show writer offerings, for which the gal has perhaps become best known in recent

years. Here the selections are by such as Rodgers and Hammerstein, Lerner and Loewe,

Adler and Ross and Frank Loesser, and show music fans in general and those of Miss F. in particular will dig it. Good for spinners

POP SPECIAL MERIT

Here's one of the slickest of the newer

neo-folk groups doing their third album for

the label, this time a live performance, done

at the Troubadour, a folk club in Holly-wood. With a good bit of the usual slick talk material sandwiched in, the boys per-form in various of the folk media, such ditties as "Fargo Lines," "Run, Come, See Jerusalem," "Lonesome Traveler" and the interesting "Winsboro Cotton Mill Blues."

A smart album that can gain the lads new

POP SPECIAL MERIT

RCA Victor LPM 2602 (M); LSP 2602 (S)

The languid, langourous flavor of the Islands (Pacific, that is) is eloquently captured in this warm, exotic program. The Luboff Choir, having journeyed virtually around the

world in earlier albums, seems much at home with their arrangements of "Sweet Leilani," "Moon of Manakoora," "Ha-waiian Wedding Song" and "Aloha Oe." There are several Tahitian songs as well.

Package is done with exceptional taste

and rates strong mood programming and

POP SPECIAL MERIT

TWELVE GREATEST HITS SAN REMO

Whoever was charged with merchandising

this album did a great cover job to get things started. Pictured in full color is a delightful bikini clad Miss, typical of the Riviera scene. On the disk itself are

performances by a variety of different art-

ists of the dozen tunes which rated the

highest attention at the San Remo Festival

this past year. Vocals are handled in Italian by Gianni Sanjust, Lando Fiorini,

Luisa Carpentieri and others. A well put

together product with the elements to make

POP SPECIAL MERIT

RCA Victor LPM 2660 (M); LSP 2660 (S)

A delightful album production of a score

that continues to get increased exposure,

with at least one tune, "As Long as He Needs Me," already taking on standard status. The Melachrino group presents the

score almost in show form with an overture and a finale done in overture or

medley style, with all the key numbers, like "I'd Do Anything," "Consider Yourself" and "Where Is Love," given their own spe-

cial spotlighting. Strong package that could

ALL THE HITS FROM OLIVER!

Melachrino Strings & Ork

Epic LF 18024 (M); BF 19024 (S)

ALOHA FROM NORMAN LUBOFF

Norman Luboff Choir

Elektra EKL 236 (M); EKS 7236 (S)

SPECIAL MERIT PICKS

POP SPECIAL MERIT POP SPECIAL MERIT

> IN MEMORIAM PATSY CLINE Everest 1217 (M); 5217 (S)

These are not the greatest tracks ever done by Miss Cline, but in view of events, the memorial aspect can be expected to take hold and produce a certain amount of activity. Perhaps the best-known tune in-cluded is "Walkin" After Midnight," the thrush's first pop hit, and other titles like "Never No More," "Cry Not for Me," "Walking Dream" and "Pick Me Up on Your Way Down" are also here.



POP SPECIAL MERIT

PRESENTING DIONNE WARWICK Scepter 508

Dionne Warwick has a sound and a style and she has a chance to get attention with this, her first album for the label. She sells in a warm and tender way both origi-nals and standards that should interest the teen and the adult crowd. Best tracks are "Don't Make Me Over," "Empty Place" and "Wishin" and Hopin"."



POP SPECIAL MERIT

RITCHIE VALENS-HIS GREATEST HITS Del-Fi DFLP 1225

Since his death four years ago, Valens has remained a force through his earlier singles and albums. Here Del-Fi has put together some of the best of these earlier selections into a Valens memorial set which should stir good action from his fans, "Donna,"
"La Bamba," "Bluebirds Over the Mountain" and "Rockin' All Night" are all included. For interested buyers, information on the Valens International Fan Club is also on the Valens International Fan Club is also



POP SPECIAL MERIT

THE FABULOUS SOUND OF MAXINE BROWN Wand 656

Pop jockeys across the country are going to find plenty to play on this LP. The pop stylings of Miss Brown make for great programming material here for the Top 40 format station. The album contains Maxine's two big ones, "All in My Mind" and "Funny," and such fine items as "Am I Falling in Love," "I Don't Need You No More" and "Promise Me Anything."



POP SPECIAL MERIT

LET'S DANCE AND SOME KINDA' FUN Chris Montez Monogram MLP 100

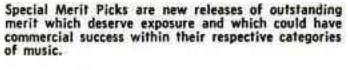
Montez sings his big hit "Let's Dance" and a number of the fine follow-ups like "Some Kinda Fun" and "I Ran" along with ballads that show classy string backgrounds. Should the kids get a hold of this one it could do business. It's got that teen sound, and there are "Limbo" and twist sides to burn.



POP SPECIAL MERIT

YOUNG AT HEART Lorne Greene

RCA Victor LPM 2661 (M); LSP 2661 (S) Pa Cartwright, of "Bonanza" fame, turns to singing in this, his first album. Earlier, a single (not included here) was released and received a good trade response. This set features Greene doing soft, reflective ballads usually with a good message built in. These would include "September Song," "Young at Heart," "I'm Glad I'm Not Young Any-more" and "Second Time Around." Good wax that can draw good sales, resulting from the constant TV exposure of the artist.



MILES DAVIS & JOHN COLTRANE

JAZZ SPECIAL MERIT

PLAY RICHARD RODGERS Moodsville MV 32

This interesting album spotlights some won-derful work by Miles, good work by Col-trane in an earlier style than his current mode. Davis' best is "It Never Entered My Mind" and "Funny Valentine," while Trane stands out on "Spring Is Here." Wilbur Hardin, Red Garland, Tommy Flanagan, Paul Chambers and Philly Joe Jones are heard on some of the tracks.



JAZZ SPECIAL MERIT

A NIGHT IN TUNISIA Art Blakey's Jazz Messengers RCA Victor LSP 2654 (e) (S)

Here's an album originally released on the Vik label five years ago. The album still has a contemporary sound and should rack up even more sales in striking new package and reprocessed stereo sound. The original tracks are included with the title track showcasing Blakey's drumming to a fare-thee-well. Sam Dockerty is on piano and Bill Hardman and Johnny Griffin are on trumpet and tenor sax respectively. Jackie McLean plays alto.



JAZZ SPECIAL MERIT

THE GARY McFARLAND ORCHESTRA Verve V 8518 (M); V6-8518

The McFarland orchestra, playing the music of the leader, is an eloquent showcase for planist Bill Evans. The music is of a soft texture with an overall quality not too unlike the Modern Jazz Quartet. The string quartet sound which is coupled with vibes and Jim Hall's guitar playing counterpoint to the improvisations of Evans, make a most lyrical package.



JAZZ SPECIAL MERIT

MILES DAVIS-THE ORIGINAL QUINTET (First Recording) Prestige PR 7254 (M)

Certainly from a historical point of view, the tracks that make up this LP should be in the modern jazz collector's library. These are among the first recorded by Davis and his now historic quintet of John Coltrane,
Paul Chambers, Red Garland and Philly Joe
Jones. "Just Squeeze Me," "There Is No
Greater Love," "How Am I to Know,"
"5"Posin," "The Theme" and "Stablemates," are the tracks, all recorded in 1957.



CLASSICAL SPECIAL MERIT

MOZART: COSI FAN TUTTE (4-12") Various Artists

Angel S 3631 D/L (S)

Mozart's gemlike comic opera, "Women Are Like That," is given a performance that reflects the brigtness and good humor required. The cast includes such luminaries as Elisabeth Schwarzkopf, Christa Ludwig, Hanny Steffak, Alfredo Kraus, Giuseppe Taddei and Walter Berry. Conductor Karl Bohm is an eminent Mozartean who welds the production into a choice set.



CLASSICAL SPECIAL MERIT

SCHUBERT: DIE WINTERREISE (2-12") Gerard Souzay; Dalton Baldwin

Philips PHM 2-510 (M); PHS 2-910 (S) A strong competitor for the recently issued DGG set, this has the added bonus of eight songs from Schubert's "Schwanengesang." Souzay has grown to star status in the past few years, and his work in the lieder field is exemplary, as indicated here. Danton Baldwin's accompaniment is tasteful and adds to the lustre of the set.



* NATIONAL BREAKOUTS

MONO

DAYS OF WINE AND ROSES . . . Andy Williams, Columbia CL 2015

IT HAPPENED AT THE WORLD'S FAIR . . . Elvis Presley, RCA Victor LPM 2697

JOHNNY'S NEWEST HITS . . . Johnny Mathis, Columbia CL 2016

STEREO

DAYS OF WINE AND ROSES . . . Andy Williams, Columbia CS 8815

WALTZ TIME . . . Lawrence Welk, Dot DLP 25499

HOW THE WEST WAS WON . . . Sound Track, MGM 1SES

IT HAPPENED AT THE WORLD'S FAIR . . . Elvis Presley, RCA Victor LSP 2697

SUPERCUSSION . . .

Dick Schory's Percussion Pops Ork, RCA Victor LSP 2613

* NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major mar-

MONO

UP ON THE ROOF . . . Drifters, Atlantic 8073

WATERMELON MAN . . . Mongo Santamaria, Battle 6120

ONLY YOU . . . Mr. Acker Bilk, Atco 150

MIDNIGHT SUN . . . Earl Grant, Decca DL 4338

TELL HIM . . .

Exciters, United Artists UAL 3264

DON'T LET ME CROSS OVER . . . Carl Butler, Columbia CL 2002

HOW THE WEST WAS WON . . . Sound Track, MGM 1E5

SUPERCUSSION . . . Dick Schory's Percussion Pops Ork, RCA Victor LPM 2613

TEENAGE TRIANGLE . . . James Darren, Shelley Fabares,

Paul Petersen, Colpix CP 444 DOIN' THE BIRD . . .

Rivingtons, Liberty LRP 3282

SOUNDPOWER! . . .

Marty Gold & His Ork, RCA Victor LPM 2620

OUR DAY WILL COME . . . Ruby & the Romantics, Kapp KL 1323

I COULD GO ON SINGING . . . Sound Track, Capitol W 1861

GRAVY WALTZ & 11 CURRENT HITS . . . Steve Allen, Dot DLP 3515

PLENTY OF PETE . . .

Pete Fountain, Coral CRL 57424

STEREO

THE CASCADING VOICES OF HUGO & LUIGI CHORUS . . . RCA Victor LSP 2644

ALL ALONE AM I . . . Brenda Lee, Decca DL 74370

THIS IS MY COUNTRY . . . Robert Shaw Chorale & RCA Victor Symphony Ork, RCA Victor LSC 2662

JOHNNY'S NEWEST HITS . . . Johnny Mathis, Columbia CS 8816

PUCCINI: MADAME BUTTERFLY . . . Various Artists, RCA Victor LSC 6160



CLASSICAL SPECIAL MERIT

BEETHOVEN SONATAS FOR VIOLIN & PIANO, NOS. 3, 4 & 5 Zino Francescatti, Robert Casadesus

Columbia ML 5827 (M); MS 6427 (S) The second LP of Beethoven violin sonatas

by this team, this one affirms the felicity of the partnership and the artists' affinity for these works. They supply a spirit and drive which few can match, as exemplified in their efforts on Sonata No. 5 (Spring). Truly an example of inspired musicianship. When complete, their performances of the complete Sonatas could well approach the



CLASSICAL SPECIAL MERIT

RAVEL: SHEHERAZADE; BERLOIZ: CLEOPATRE Jennie Tourel; New York Philharmonic

(Bernstein) Columbia ML 5838 (M); MS 6438 (S)

Miss Tourel is contrasted most poignantly on opposite sides of this LP. Her voice takes on the fine, liquid shadings of the Ravel music effortlessly. The music's transpar-encies are beautifully illulminated by Bernstein and the orchestra. On the reverse side the strident romanticism of Berlioz is most dramatically performed by singer and accompanying orchestra.



CLASSICAL SPECIAL MERIT

1903 GRAND OPERA SERIES (2-12") Various Artists Columbia M2L 283

A packaging that's bound to have strong ap-peal for collectors of the very earliest in operatic recording. These 33 arias were re-corded by the Columbia Phonograph Com-pany shortly after the turn of the century and include the voices of Mme. Schumann-Heink, Charles Gilbert, Suzanne Ad-ams, Antonio Scotti, Marcella Sembrich, Giuseppi Campanari and Edouard De Reszke, and actually comprise the first operatic re-cordings ever made. A facsimile of the original brochure announcing the series is also included, giving the package an authentic



CLASSICAL SPECIAL MERIT

SVIATOSLAV RICHTER AT CARNEGIE HALL, VOLUME IV (2-12") Columbia M2L 282

The fourth set of recordings from Richter's memorable Carnegie Hall concerts of 1960 is devoted to the full Prokofiev program, which included two Rachmaninoff preludes as encores. Highlighted by Sonatas No. 6 and 8, the pianist's skill as a Prokofiev interpreter is very much on display here. Four shorter Prokofiev works also are given the same brilliant treatment.



COUNTRY SPECIAL MERIT

THE PORTER WAGONER SHOW RCA Victor LPM 2650 (M); LSP 2650 (S) Here's Porter Wagoner's whole TV gang, including thrush Noram Jean, funny man Curly Harris, the Wagonmasters group and Wagoner himself, doing a show just as they would on the air. Opening up is "Company's Comin" " (by Wagoner), followed by solos for him, and Norma Jean, a duet, a medley, comedy spots for Harris and several effective sacred items. A bright pro-duction for a good group of country art-



COMEDY SPECIAL MERIT

HE'S IN CHARGE HERE Martin Adam Willson

Atlantic 8074 (M) Here's another Kennedy record based on the best selling book of political photos and funny captions, "Who's in Charge Here?" The script for this series of sketches and take-offs on the President's phone calls with everybody from Mrs. Kennedy on down the line, was written by Gerald Gardner, creator of the best seller. The voice of the President is handled adeptly by Martin Adam Willson, with skits like "The Fire-side Chat," "State of the Union Address" and "Cabinet Cabals" included.



SACRED SPECIAL MERIT

SONS OF THE PIONEERS SING HYMNS OF THE COWBOY

RCA Victor LPM 2652 (M); LSP 2652 (S) An appealing Westernish approach to the sacred song here in a program by the boys which includes inspirational material as well. They turn in a revertent feeling of the plains and the great outdoors with a highlight being "The Place Where I Wor-ship (Is the Wide Open Spaces)." Others, done with effect, are "Star of Hope," "The Mystery of His Way" and "How Will I Know Him (When He Walks By)." An agreeable package with good market cross-over possibilities.



CLASSICAL LOW-PRICE SPECIAL MERIT

TCHAIKOVSKY: SWAN LAKE **BALLET SUITE**

Minneapolis Symphony Orchestra (Antal Dorati, Cond.)

Mercury Wing MGW 14025 (M); SRW 18025 (S) An elegant reissue from the healthy Mercury catalog of classical warhorse favorites.

This is an electronic stereo reprocessino job of a strong item from the immediate pre-stereo era and it teams one of the winningest combinations in batoneer Dorati the Minneapolis Symphony. Strong budget wax that could shake up plenty of



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

A JOLLY THEATRICAL SEASON Robert Morse and Charles Nelson Reilly. Capitol ST 1862 (S); T 1862

ENCORE! Chuck Jackson. Wand 655 (M)

THE FOUR FRESHMEN IN PERSON-VOL. TWO Capitol ST 1860 (S); T 1860 (M)

THE VERY BEST OF THE OLDIES Various Artists. Del-Fi DFLP 1227

CIAO

Al Caiola. United Artists. UAS 6276 (S); UAL 3276 (M)

MY FOOLISH HEART Demensions. Coral CRL 57430 (M): CRL 757430 (S)

LET'S STOMP AND WILD WEEKEND Bobby Gregg and His Friends. Epic LN 24051 (M); BN 26051 (S)

GOLDEN HAWAIIAN HITS The Banjo Barons. Columbia CL 1983 (M); CS 8783 (S)

TO MY SOMEONE Marty Bronson. Norman NL 108 (M) NS 208 (S)

THE GROUP RCA Victor LPM 2663 (M); LSP 2663 (S)

SURF DRUMS The Lively Ones. Del-Fi DFLP 1231 (M); DFST 1231 (S)

BOSS The Rumblers, Dot DLP 3509 (M): DLP 25509 (S)

HIGH LIFE Olatunji, Columbia CL 1996 (M); CS 8796 (S)

BIG BEAT SPECIAL Frank De Vol's Rocking Big Band. Columbia CL 2003 (M); CS 8803 (S)

THE MELODIES OF BROADWAY BY ROGERS AND HART Various Artists. United Artists UAS 6273 (S); UAL 3273 (M)

I JUST DON'T KNOW WHAT TO DO WITH MYSELF Tommy Hunt. Scepter 506

JAZZ

ANITA O'DAY AND THE THREE SOUNDS Verve V 8514 (M); V 6-8514 (S)

GERRY MULLIGAN '63 Verve V 8515 (M); V 6-8515 (S)

KENNY BURRELL AND JOHN COLTRANE New Jazz NJ 8276

CURTIS FULLER WITH RED GARLAND New Jazz 8277 (M)

PONY POINDEXTER PLAYS THE BIG ONES New Jazz 8285 (M)

FIVE FEET OF SOUL Jim Rushing. Colpix CP 446 (M); SCP 446 (S)

KILIMANJARO Quartette Tres Bien. Norman NL 107 (M); NS 207 (S)

NEW GROOVE Pee Wee Russell. Columbia CL 1985 (M); CS 8785 (S)

MATING CALL John Coltrane with Tad Dameron. Prestige PR 7247

STRAIGHT AHEAD Terry Gibbs Quartet. Verve V 8496 (M); V 6-8496 (S)

CLASSICAL

PROKOFIEB: THE UGLY DUCKLING, OPUS 18; CINDERELLA BALLET SUITE

Stadium Symphony Orchestra (Leopold Stokowski, Cond.). Everest 3108 (S)

FOLK

THE SONGS OF MARK SPOELSTRA Folkways FA 2444

FOLK SONG FESTIVAL Walter Forbes. RCA Victor LPA 2670 (M); LSP 2670 (S)

INTERNATIONAL

GLOCKEN DER HEIMAT Bruce Low. Fiesta FLP 1379

SPOKEN WORD

MOBY DICK Robert H. Chapman. Spoken Arts 850 (M)

ROBERT SPEAIGHT READS GOLDSMITH, GRAY, COLLINS Spoken Arts 849 (M)

LATIN AMERICAN

LOS RUBIES Columbia EX 5097

SPECIALTY

TEN DUETS FOR TWO GUITARS Carl Kress, Music Minus One MMO

A DOUBLE BARREL BLAST Cook 1078

COUNTRY

SING ME A HEART SONG Buddy Meredith, Starday SLP 225

MARRIAGE IS FOR DINOSAURS Muriel Landers, Stanley Adams. Big Top 1307 (M)

RELIGIOUS

TWO SERMONS BY GERALD KENNEDY Word W 3245

CHILDREN'S

BEST LOVED FAIRY TALES BY PERRAULT Eve Watkinson, Christopher Casson. Spoken Arts 847

LOW PRICE CHILDREN'S

SING ALONG WITH JIMMY DODD Disneyland DQ 1235

LOW PRICE CLASSICAL

TCHAIKOVSKY: SYMPHONY NO. 6 "PATHETIOUE"

Chicago Symphony Orchestra (Rafael Kubelik, Cond.). Mercury Wing MGW 14020 (M); SRW 18020 (S)

DVORAK: "NEW WORLD"

SYMPHONY Chicago Symphony Orchestra (Rafael Kubelik, Cond.). Mercury Wing MGW 14021 (M); SRW 18021 (S)

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NEWS REPORTS

U. S. Disks Cop 8 Dealer Poll Awards

LONDON—Three LP's—Capitol's "George Shearing and Nat Cole," HMV's "Black and White Minstrels on Stage" and Reprise's "Sinatra and Strings"—tied as the best light vocal disk of the year in a poll of dealers. Called the National Record Awards, they will be presented to the artists or representatives of the labels concerned at the annual dinner April 22 of the Gramophone Record Retailers Association, the closing event of its annual convention.

Eight of the 18 categories open to the world's product, went to American and three to other foreign disks. The remainder were British.

There were few surprises, though in the Light Orchestral section dealers polled for Acker Bilk's "Stranger on the Shore" (Columbia) album rather than the single of the same name—probably Britain's biggest selling record of last year.

There were many runaway

Cook's Tour To Hit Many Europe Spots

NEW YORK—In addition to speaking at the Gramophone Record Retailers Association in London, Billboard publisher Hal B. Cook will make an intensive investigation of the European record market, and conduct a multitude of talks with leading disk executives on the Continent.

On Monday and Tuesday (15-16), Cook will be in Milan at the Francia Europa Hotel; Wednesday (17) he will be in Rome at the Flora Hotel; Thursday (18) Zurich and the Ascot.

The paper's publisher arrives in London on Friday (19) and he will be at the Carlton Towers until Monday (22) when he enplanes for Stockholm where he will be staying at the Continen-tal through Wednesday (24). While in Stockholm, Cook expects to present a high Swedish government official with a United Nations award for selling the most "All Star Festival" albums in Europe. On Thursday (25) Cook will be in Hamburg staying at the Vier Jahreszeiten and moves on the Amsterdam Friday (26) at the Hilton. He then returns to the United States.

victories, particularly in the Sound Track or Original Cast section, which went to CBS with "West Side Story" polling almost three-quarters of the total promotion. It won with the over-all stimulus given to its low-price Golden Guinea line, particularly for its posters and television advertising. This nomination is clearly a controversial one. Pye introduced a scheme last year in conjunction with a chocolate firm which led to consumers being given tokens to buy reduced price albumsthrough dealers but at reduced profits. "Record Retailers" own award goes to Pye artist Joe Brown.

Other winners were:

POP: Singles: "I Remember You," by Frank Ifield (Columbia)

Children's: "Pinky and Perky"
(Columbia)

Non-English Language: "Al Di La" Emilio Pericoli (WB)

Spoken Word Albums: "The Living Bible," by Sir Laurence Olivier (HMV)

Humor: "The First Family," by Vaughn Meader (London-Cadence)

Dance: "Must Be Madison," by Joe Loss (HMV)

Folk: "College Concert," by the Kingston Trio (Capitol)

Jazz: Trad: "The Best of Ball," by Barber and Bilk (Pye-Golden Guinea)

Modern: "Time Further Out," by Dave Brubeck (CBS) CLASSICAL

Orchestral: "The Planets," by the Vienna Philharmonic (British Decca)

Vocal: "Victoria de Los Angeles and Fischer Dieskau" (HMV)

Opera: "Fidelio," by Otto Klemperer (Columbia)

Chamber: "Concertos Back, Vivaldi, Handel," by Menhuin-Goosens (HMV)



THEY ALL SMILED: When the deal was set for the release of the Brazilian RGE label in Argentina through Fermata, all concerned relaxed at a cocktail party. Shown at the event here are (left to right): singer Miltinho; director of Radio Belgrano, Carmelo Mileo; singer Agostinho dos Santos; president of RGE, Jose Scatena; singer Rosana Toledo, and general manager of Fermata, M. S. Brenner.

EMI Plan for Classical Disks May Stir Hassle at London Meet

By DON WEDGE

LONDON — EMI Records' new bid to extend classical LP sales by direct supply is expected to be one of the most controversial issues facing the new executive of the Gramophone Record Retailers' Association which will be appointed April 22 during the annual convention.

a "Music to Live With" scheme with an offer of 12 classical albums in a special bookshelf box, with payment extended over a year. Advertising in national newspapers will launch the plan. The public will be offered a booklet listing 48 LP's from which to choose. Disk buyers will also be asked to indicate their record dealer, who will be credited by EMI with 25 per cent of the normal profit.

Previously, EMI launched a similar scheme with its "Living Bible" promotion. It produced rumbles from dealers, but was generally regarded as a special case. The present GRRA executive has come out firmly against the classical LP scheme and has asked to meet EMI Records' top brass to protest. The Music Trader Association has also protested.

From the sidelines, Decca has intervened. In a statement clearly aimed at enraged dealers but not directly mentioning the EMI project, it points out that "Decca does not sell direct to the public" and "upholds re-

Seek End to Aussie Tale Of Two Cities

SYDNEY — For sometime, Sydney and Melbourne music men have been concerned at the "Iron Curtain" being erected between Melbourne, capital of the State of Victoria, and Sydney, capital city of the State of New South Wales, resulting in the output of each city receiving little or no support in the other. Not only have big Australian successes been cold-shouldered by the rival cities, but in addition the exchange of TV and recording artists has reached an all-time low.

With this situation damaging to the prospects of local works overseas, Norman Whiteley of the Belinda organization flew to Melbourne to confer with leading executives in the recording and publishing fields, and with TV producers.

Proposals were discussed for a complete change in relations between the two centers and announcements can be expected soon which could have far reaching effects on the future of Australian and New Zealand recordings both at home and overseas. On his return Norman Whiteley commented that he believed it possible to establish a co-operation between Melbourne, Sydney, Brisbane and Wellington such as the business had never known, and was ready to go ahead as soon as he got the green light from Melbourne. With that established he was then ready to bring in Adelaide, Perth and Hobart to the "Common Front."

sale price maintenance on all group records."

The existing GRRA executive's attitude to this is bound to come under close scrutiny.

The results of its appeal to members for information on the various low price offers and participation schemes of the past year will also get close scrutiny, in addition to the regular officers' statements, financial reports and the elections.

AUSTRALIA

Contest to Send Franchi Winging

By GEORGE HILDER 19 Todman Ave., Kensington Sydney, N.S.W.

RCA launched a nationwide competition April 1 to promote Sergio Franchi's album "Our Man From Italy." The competition will continue for two months, and the first prize will be a cruise for two on the new Lloyd Triestino liner Galileo and \$200 spending money. There will be additional prizes of 50 RCA albums.

Ken Kragen currently on a

world tour representing the Limeliters while in both Australia and New Zealand said that both countries will have a visit from this group in August.... W & G reports initial interest in their Starday-originated Gem album entitled "Opry Time in Tennessee." The firm believes this style of U. S. recording is best priced at \$2 and W & G is releasing a series of c.&w. LP's from the Starday catalog including several two-al bum sets.

Jim Sutton, former sales manager for ARC, has joined the executive staff of Radio Station 5AD Adelaide. . . . Ian Crawford, Sydney vocalist who left Australia 15 months ago to try his luck overseas, spent six months in America at La Vegas and San Francisco appearing in various night spots before going to England. Danny Batesh of Kennedy Street Enterprises bought his contract from his former agent for \$1,000. He has also signed a long-term contract with Decca Records and he has signed up to go on tour of the English Isles with Duane Eddy

MARECO LP OF MacARTHUR

MANILA-Mareco, Inc., one of this country's largest record manufacturers, has introduced the first spoken word album made locally. Appropriately enough, the company has chosen General of the U.S. Army, Douglas MacArthur for its first spoken word disk. The LP contains speeches made by Mac-Arthur during his last visit to this country two years ago. The MacArthur album was cut from tapes recorded during his visits to Philippine battlefields during 1961.

for three weeks commencing May 1.

Philips Records has a campaign tying in with Fred Astaire Dance Studios to promote their dance series released on the imported Polydor label and Mercury's David Carroll albums. . . . Phillips released the first single from the Riverside label late in March, Charlie Byrd's "Medita-

tion."

In a search for new talent for the CBS label, ARC now holds auditions on the first Tuesday of every month. So far Sven Libaek, a.&r. manager, has discovered Kelly Green, the Atlantics and his latest addition Jerry Wilder. . . . Bob Rogers, Sydney disk jockey, who recently joined Station 2SM, has announced that he will be associated with the debut of the first national Top 100 chart in Australia. In conjunction with 2SM Sydney and 3AK Melbourne, the chart will be distributed in both cities by EMI to all record bars in N.S.W. and Victoria.

Bill Robertson of London Records has scheduled the first Ritchie Valens album from Del-Fi for release in April. This artist is not well known in this country and it will be interesting to see if the disk will take with the teen-age record buyers. . . . HMV is releasing "I Will Follow You" by Frank Pourcel from the Danish HMV label. Also the first Cardigan Brothers single from Chairman Records on London "Let's Go to the Movies" hit radio stations early in April.

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

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

LONDON—There will be a strong international flavor for the first time about this year's convention of the Gramophone Record Retailers' Association here April 21-22. First American ever to speak in the four-year history of the event will be Billboard publisher Hal B. Cook.

He will be talking on the "American Retail Scene" at the session on Sunday afternoon, April 21. Cook is on his first visit to Europe and after the convention he takes off on a swing around the Continent.

B. W. Pratt, general manager of the Mechanical Copyright Society, will speak on the growing spate of American disk imports and their legal problems. Others speakers will cover shop design, staff selection and training, the deficiencies of dealers and the improvement of stereo sales. There will also be a film show, an open forum and a trade exhibition.

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

unusal record to be released here this year is "Little Band of Gold" sung by James Gilreath, licensed from Joy Records by W & G. Vera Lynn was presented with a gold record for "Auf Wiederseh'n Sweetheart." The record has sold in Australia the equivalent to two million disks. The record was also the first disk by an English artist to sell a million copies in the United States.

Johnny Devlin's sensational composition "Surfside" which has topped the charts throughout Australia and is being released world wide has now had a vocal setting. Arranged by young disk jockey Graham Webb of 2GB Sydney, the instrumental hit has now been retitled "I Watch the Surf." The song has been recorded by Festival Records featuring Darryl Stewart. . . . An English film "Just for Fun" is creating much interest here among teen-agers. Distributed by Columbia Pictures it features many English and American record artists. Included in the cast are Bobby Vee, Mark Wynter and the Crickets. EMI is releasing a single to coincide with the flick "Teardrops Fall Like Rain" by the Crickets on Liberty and an album featuring all English Decca artists who perform in the movie.

Excitement is being aroused throughout the trade by the forthcoming tour of Acker Bilk. His tour of stadiums will commence April 13 in Brisbane. He is scheduled for Sydney April 19 and 20. To tie in with the visit, EMI is releasing the album "Above the Stars" and "Beau Jazz" plus a single. All material will be issued on the local Columbia label.

RCA continues release of the "Our Man Series." However, two of the albums have been placed on restriction, "Our Man on Broadway" and "Our Man in Hollywood," as both disks feature items from musical shows on forthcoming movies. . . . Festival's Promo Manager Roy Atkinson reports that Eydie Gorme's single "Fly Me to the Moon" is to be packaged as an EP. Numbers bubbling under at the moment which coincide with the States release include "Preacherman" from Diamond on London, "Puff" by Peter, Paul and Mary on WB and the Kapp single "Mr. Bass Man."

BRAZIL

Composers Settle With Musicians

By MAURICIO QUADRIO Rua Visconde da Gavea, 125

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

Many international businessmen have been visiting Rio de Janeiro. Among them was Rolf Marbot, manager of the French Peer International (SEMI). After a short stay in Rio he left for Argentina. Also CBS's international directors as Harvey Schein, Edmund W. Pugh Jr., Robert McColgin and Maria Esther Davis.

Brazilian Odeon has just released "Sambossa" (Samba and
Bossa) by singer Elsa Soares.
Another record released by
Odeon (EMI group) is "Dois
Amegios" (Two Friends), with
Ernani Filho singing Ary Barroso's tunes. "A Grande Revelacao" is on Odeon with the new
singer Altemar Dutra. Lucho
Gatica has scheduled his tour
for South America and this includes Rio and Sao Paulo.

Plaza Discos has its first bossa nova production "Bossa Espetacular" recorded with Os Saxsambistas Brasileiros, produced by H. Gandelman and to be released through the world by CBS and affiliates. . . . RGE President Jose Scatena left for Buenos Aires to promote the first Argentinian release of his label represented there by Fermata. Traveling with him the singers Miltinho, Rosana and Agostinho Dos Santos. . . . The gay march "Po de Mico" sung by Emilinha Borba and released by CBS was the winner of the Carnival Music Contest in 1963. BRITAIN

Reprise Seeking Heath-Davis LP

By DON WEDGE News Editor New Musical Express

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

Visitors

John Sturman, manager of the record administration division of EMI's Australian company, was on a two-week visit to Hayes headquarters-the first time he had been in Britain. . . . Stig Anderson of Bens Music and Sweden Music, Stockholm, was here discussing acquisition of Scandinavian rights of a major U. S. catalog. He also saw Decca's Palace Music and other publishers. . . . Another Swedish visitor was Sven Lindholm of Sonet Grammofon, Stockholm. He was here arranging details for singer Jerry Williams . . . Michael Stewart of United Artists Music was back in London after visting the Continent with British chief Noel Rogers and before returning to New York. . . . BunnyLewis left for New York to set up publishing deals and to arrange releases of his Ritz Record product. . . . Andy Williams does a Palladium TV show when he is in Britain for the May 6 premiere of "55 Days to Peking." . . . The Kingston Trio set for Sunday's (14) Palladium show and due to be one of the attractions with Nana Mouskouri at the Thursday (18) opening of the London Hilton Hotel. . . . Hank Locklin was due in before dates in Eire but had a TV appearance in BBC's "6.25 Show"-usually a showcase for new talent. . . . Scottishborn Johnny Cymbal, currently in the British chart with "Mr. Bassman," may get a glimpse of the old country as a British tour is being set up for him from June 8. . . . Decca set an April 19:issue date for the single Anthony Newley recorded in New York—"There's No Such Thing As Love."

Record Business

Philips recorded Dolores Gray's act at "Talk of the Town" April 5—the second disk to be made there. . . . EMI's projected deal with Imperial for U. S. rights on Johnny Leyton's records failed to materialize. Instead a deal with Jamie is likely Leyton is due in Hollywood about April 11 with his manager, Robert Stigwood, for film talks. . . . Pye launched a new r.&b. series April 16 with two LP's "Chuck Berry" and "Hey Bo Diddley," and four singles. Julie Grant's "Count on Me," which has been a chart entry here, has been acquired from Pye by Dot. . . . Decca is issuing a piano record made by Barry Alldis, senior disk jockey in Radio Luxembourg's English service.

After some union difficulty which delayed the project a week, RCA was recording the British cast of "How to Succeed" for rush release. . . . Decca has taken an hour each Saturday morning in Radio Luxembourg's new midnight service in English. Two of its existing programs are being repeated. . . . Pickwick Records now operating as an independent firm here is planning to step up its international advertising and promotion. Pickwick president Cy Leslie was recently in London for talks with British head Monty Lewis.

World Record Club claims a world premiere for the release of Ferde Grofe's Piano Concerto, conducted by composer and played by Jesus Maria Sanroma. It is coupled with Grofe's "Grand Canyon Suite." ... Dee Dee Sharp (Pye-Cameo-Parkway) has been covered on "Do the Bird" by the Vernons Girls (Decca). . . Peter Lane left Lorna Music to head the American reportoire unit in EMI Records' promotion department. He replaces Harry Norton. Tommy Loftus has left the unit to take charge of the Fontana promotion at Philips, taking the place of Denis Berger who has become assistant to Philips label a.&r. manager, Johnnie Franz.

CHILE

Kids Dig That Spanish Sound

By RICARDO GARCIA Radio Mineria, Moneda 973, Santiago

The juvenile public is all for songs in Spanish, slow rocks and twists. A year ago songs in English were favorites, today the young singers choose to sing North American hits with Spanish words. Nevertheless, Paul Anka, Elvis Presley, Chubby Checker and Brenda Lee maintain their enormous popularity.

Pino Donaggio's "Pera Madura" in a Spanish version written by Rafaelmo, is the new Sergio Inostroza hit. This 18-year-old lad is working for Demon. . . RCA's great hopes are tied to two new singers: Carlos Amador and Raul Aguilera. . . Phillips has already recorded Arturo Millan's first record. Millan was the winner of the 1961 Benidorm Festival.

Luis Dimas on Phillips, called (Continued on page 42)



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Billboard, April 13, 1963

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The Miami Herald, March 27, 1963

"... it has sold so rapidly it is hard to find a copy in Miami. . . ."

Associated Press

"... an immediate best-seller...."
The London Times, April 7, 1963

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1963
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AND
EXHIBITION
PROGRAMME

Gramophone Record Retailers Association

 Peckham Park Road, London, S.E. 15

APRIL 21st AND 22nd, 1963

HOTEL NEW AMBASSADORS

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

24					,	7
23	25	36	37	48		6
22	26	35	38	47		7
21	27	34	39	46		8
20	28	33	40	45		9
19	29	32	41	44		10
18	30	31	42	43		11

CONFERENCE PROGRAM

Sunday, April 21st, 1963—Gold Room

11:30 a.m.

Welcome Address to Delegates

11:45 a.m.

The importance of staff selection and staff training
1:00 p.m.

Luncheon
2:30 p.m.

The American Retail Scene

An illustrated talk given by

An illustrated talk given by
HAL B. COOK
Publisher of Billboard, International
Music-Record Newsweekly, New York, U.S.A.
Followed by discussion
4:00 p.m.

Tea
4:30 p.m.
Open Platform
Where retailers may raise any subject they
wish for discussion
5:30 p.m.
Film Show
ARTISTS IN CAMERA—
Decca Records, Ltd.

THE FLOOD—C.B.S., New York
IT'S THE TONE THAT MAKES THE MUSIC—
Philips of Holland
6 p.m.-9 p.m.
Trade Exhibition

Trade Exhibition Retailers and Staff only—Society Suite Monday, April 22nd-Gold Room

10:00 a.m.
The Importance of Shop Design, Lighting,
Presentation and colour
Given by David Rock, A.R.I.B.A.

11:00 a.m.
What is Wrong with Record Retailers
Given by Richard Bruce
"Record Retailer" Magazine

12 noon
How to Improve Your Stereo Sales
Given by D. W. Aldous
Technical Editor, Audio and Record

chnical Editor, Audio and R Review 1:30 p.m. Luncheon 3:00 p.m.

1963 Annual General Meeting

1. Acting President's Address
2. Chairman's Statement
3. Secretary's report
4. Financial Statement
5. Election of Executive Committee

6. Resolutions
7. Any other business
7:30 p.m.
Annual Dinner of G.R.R.A.

Annual Dinner of G.R.R.A. 9 p.m. National Award Presentations 9:45 p.m. Cabaret

Sunday, April 21st, 10 a.m.-9 p.m. — Monday, April 22nd, 10 a.m.-4:30 p.m. EXHIBITION

The following companies are participating:

WALKEN TRANSPORTED TRANS	Stand No.
ARAL RECORDS, LTD	19
ASSOCIATED RECORDINGS, LTD.	46
BILLBOARD	
COSMOCORD, LTD	
R. J. DARLINGTON, LTD	20
DECCA RECORDS, LTD	1
DELTA RECORD CO., LTD	16
DELYSE RECORDING CO	
DEUTSCHE GRAM (G.B.), LTD.	14
E.M.I. RECORDS, LTD	48
EMBER RECORDS (INT.), LTD	24
G.R.R.A	
ISLAND RECORDS, LTD	

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April 21 & 22

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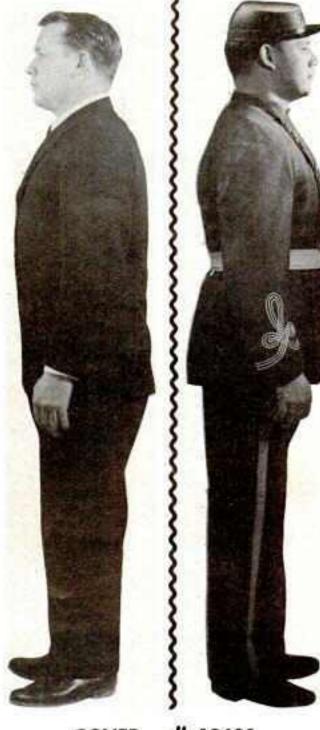
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KWAM, Memphis — ". . . a two-sided hit! Our "Bullseye pick!" Eddie Bond, PD.

WMPS, Memphis — "... greatest musical legend since the 'Davy Crockett' fad. Flip is fine!!" Hal Smith, PD.

. . . and getting a big spin-off from top deejays in St. Louis, Chicago, Detroit, Nashville, Cleveland.



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International News

Continued from page 39

the Chilean twist king, is an exceptional showman and his song "Penas Juveniles" is among the better sellers. . . . Odeon released a second LP of Lorenzo Valderrama, who is Chile's most popular singer.

GERMANY

Connie Takes 'Otto' Again

By JIMMY JUNGERMANN 102 Ismaninger St., Munich 27

Germany's most popular fan magazine Bravo awarded its Golden Otto to Connie Francis the most popular disk star for the second time. Her German songs, "Paradiso" and "Wenn Du Gehst," topped the German hit lists for months. The Golden Otto for the most popular TV star goes to Edward (Kookie) Byrnes of "77 Sunset Strip" fame. This success is most unusual for the TV show is on the air only once a month. Bavarian radio scheduled a special show with Edward Byrnes singing "You're the Tops" and "Kookie" on WB record, and German singing star Gitta Lind singing "Ballad for Kookie." German record star Freddy also got the Bravo award as most popular male disk singer.

Warner Bros. world rep Bobby Weiss visited music publisher Rolf Budde and lyricist Hans Bradtke in Berlin, went to Hamburg for important talks with Teldec, is now in Amsterdam.

Visitors

The French artist Maxim Saury from Pathe Marconi in Paris appeared for the first time with his band in the German TV show "Visit From Paris." The Electrola label released "A Taste of Honey" and "Marvel-ous Lie" by this group. . . . Ella Fritzgerald and Oscar Peterson guest starred in cities all over Germany. . . . Berlin composer Heino ("Calcutta") Gaze and assistant Sabine Specht visited Munich for a meeting with directors of the Bavarian radio and TV stations. Gaze will visit the States next month.

Ariola, Colpix Distrib

Ariola Sonopress has the release of Colpix label for Germany, Austria and Switzerland Top Colpix executive Herb Homes visited Gutersloh to meet Ariola Sonopress reps there. The first Colpix records for Germany under the Ariola Sonopress banner will be "My Dad" by Paul Petersen, "Diamond Head" by James Darren, "My Coloring Book" by Sandra Stewart, "New Beat Bossa Nova" by Zoot Sims and the sound-track albums of "Barabbas" and "Lawrence of Arabia."

HOLLAND

Brothers Four Special Disk Due

By SKIP VOOGD Editor, "Platennieuws" Joh. Camphuysstre. 189, The Hague

The Brothers Four appeared on TV in the VARA Rudi Carrell show. This show is the No. 1 TV show in Holland and was also relayed to the Flemish part of Belgium. NCRV radio will arrange a 20-minute radio pera formance April 6. The Brothers Four arrived in Brussels April 3 to make a telerecording for the French part of Belgium TV. "The Brothers Four Songbook" has been released in Holland and they expect to re-release "Greenfields" and "Green Leaves of Summer" on one single and the LP "Greatest Hits."

Every 10 thousandth movie fan in this country who visits the West Side Story film receives an LP sound-track album from CBS Records. . . . Laguestra and his orchestra are on CBS with "Turkish Coffee" and "The Flying Carpet." . . . CBS just released two Mahalia Jackson singles and three EP's.

CBS also released "Our Winter Love" by Bill Pursell and "Who Stole the Keeshka" by Frankie Yankovic and His Yanks.

U. S., Motown-Tamla Records, B. Gordy and B. Ales had business discussions with Bovema's President Gerry M. Oord. . . . Bovema's Imperial label this week rushed out a very fine recording by Hammond organist Cor Steyn, "Lover" and "Dans Om De Rinkelbom" (an old Dutch folksong). . . . Imperial also launched "Music for You," an LP series which will take off very soon with a combined version of the U. S. musicals "Guys and Dolls" and "West Side Story." His Master's Voice label this week released the initial recording of a Dutch rock 'n' roll combo from

Leyden, Tony Light and the Bellboys.

Vera Lynn, still very popular in Holland, has another hit on His Master's Voice, "Hits of the Blitz." On March 22 and 23 Bovema's management, staff and reps assembled for a two-day conference at De Bilderberg. Artone Gramophone has a promising disk in the Elvisstyled Vince Everett recording "I Ain't Gonna Be Your Low Down Dog No More." The ABC-Paramount record is clicking now with the teen-age crowd. Other hits released by Artone Gramophone on the same label are by Ray Charles and Brian Hyland.

Artone has recorded "De

Speeldoos" (The Music Box), Dutch entry in the Eurovision Song Contest 1963, by the Selvera's. . . . Artone's new releases on the Cameo-Parkway label include Bobby Rydell, Chubby Checker, the Orlons and Dee Dee Sharp. Just out of the planning stage are two more 10inch packages with superselections from new LP material by Chubby Checker and Bobby Rydell. With Roulette's Joey Dee currently doing the rounds in Europe for S.R.O. houses, Bernhard Mikulski of SID, Roulette licensee for Western Germany, asked Artone Gramophone to press and pack a special Joey Dee LP album entitled "A Portrait of Joey Dee." The set features standouts like "C.C. Rider," "Slippin' and Slidin'" and "Starlight Special."

Robert Casadesus was welcomed in Amsterdam by CBS Sales Manager Hemmy Wapperom at the Concertgebouw. CBS people in Holland are also very happy about the two "Records of the Month" platters, "Tribute to Lotte Lehmann" and Bruno Walter conducting "Mahler's 9th Symphony."

Bovema's His Master's Voice label released Tony Renis's "Perche, Perche," Johnny Jordaans's latest waxing of "White Roses," also "Twistin' Patricia" and "Ruby Ann" by Tony Light and the Bellboys.

Young Italian singer Carlo (16) added a new side to his chain of popular Italian recordings made in Holland. They are "Giovane" and "Occhi Neri E Blu," both from the San Remo Song Festival. Fred Hartog of L.C. Phonogram has taken Carlo under his management for Holland and abroad. . . . Young songwriter-singer Peter Koelewijn from Eindhoven (23) is back again in record business. He wrote two songs: "Doe, Caramba, De Bossa Nova" and "Speel Die Dans" and recorded them for Decca.

John Ros, of Dutch Decca, reported an increasing interest in Holland for young American artist Jerry Lee Lewis. . . . "Too

EXTRA INDUSTRY SERVICE

THIS ISSUE OF BILLBOARD IS BEING DISTRIBUTED AT THE

1963 Conference & Exhibition of the Gramophone Record Retailers' Association

IN LONDON

Billboard

The International Music-Record Newsweekly

Close to Heaven" is the title of a London EP from an American recording of the Rev. Alex Bradford and His Bradford Singers from the gospel song play "Black Nativity." The Black Nativity theater production was a great success in Holland. . . . Mel Torme's return to the hit parade and some albums by Mel in the jazz field makes him news again in the Dutch musical press. His latest album is "Comin' Home Baby!" (with the Shorty Rogers Band).

ITALY

Eight Versions Of Remo Topper

By SAM'L STEINMAN Piazza S. Anselmo 1, Rome

World-wide success for "Amor, Mon Amour, My Love," second-place song at San Remo, is predicted by R. P. Iversen, vice-president of Southern Music, which is introducing it in eight versions on seven American labels in U. S., in addition to a p.a. by Joe Sentieri on the Ed Sullivan show to sing it. Caterina Valente and Vera Lynn have done London's two versions while Decca hasn't announced its singer. Others are Dean Martin, Reprise; Edyle Gorme, Columbia; Jane Morgan, Kapp; Gogi Grant, MGM; Di Mara Sisters, Roulette.

Second rhythmic - symphonic competition of Cava de Tirreni under direction of Lino Procacci and Nello Segurini will take place August 2, 3 and 4, with final evening televised via Eurovision. Prizes will be \$1,600, \$800 and \$320. Last year's competition drew 126 entries of which 23 were performed in the competition and recorded. Italy with 53, U. S. with 19 and Germany and England with 12 each were leading entrants. Last year's top three prizes went to England, U. S. and Italy in that order. June 10 is closing date for 1963 entries to rhythmic-symphonic competition, Social Tennis Club, Cava de Tirreni (Salerno), Italy.

SAAR has launched seven artists with 45's in what it has termed "Operation Happy Springtime." Heading the list are Tony Dallara and France's upand-coming Francoise Hardy with Fausto Leali, Remo Germani, Giannisella, Ernesto Milandri and Jerry. . . . Unusual feature of successful new Italian film, "The Girl From Parma," is that 14 pop disks from various labels are featured throughout the film. Credits are given for all of them at end of picture. . . . Miranda Martino, who has just completed singing in an NBC telefilm made here, will appear in her first theatrical musical show, "Masaniello" (Neapolitan term for a growing youth), with Nino Taranto and Erminio Macario next fall.

Unusual case of a song with Italian name being imported from U. S. is "Gina" which Johnny Dorelli will introduce on his new TV show and on CGD disks. . . . Rosella Mas-seglia Natali, who appeared with Tony Renis on the "Very Light" TV show is now with him on Voce del Padrone disks. Her first is "What a Moon" and "Story of a No." . . . Columbia's latest American imports are Louis Lane conducting the Cleveland Pops in Tschaikowsky waltzes and "The Best of the Golden Gate Quartet."

After three monthly issues "Tuttamusica" has become an eight-page weekly trade talboid. . . . Russia's Aran Khatchaturian will direct his music in Rome and

Milan shortly. . . . Following the success of the three-part Garinei - Giovannini musical, "Rinaldo on the Battlefield," with Domenico Modugno on TV, the same duo is preparing "Enrico '61" with Renato Rascel in three parts for June release. . . . Graz, lots!

MEXICO

Fill Air With Flying Brass

By OTTO MAYER-SERRA Apartado 8688, Mexico City

Disk executives were busy flying to and from here in the past few weeks for meets. Juan Campo, vice-president of Musart Records, is spending the month of April on a holiday in Tokyo, where he will visit EMI representatives. Hans Gerig, owner of Musikverlage Gerig, Cologne, had business talks with several Mexican publishers on his first trip to Latin America. From Mexico, he flew to Argentina and will spend the last week of April in Brazil. Tomas Munoz, assistant general manager of Gamma Hispavox, will stay the second week of May at the headquarters of the company in Madrid.

The following U.S. recordings have been locally pressed: "Monk's Dream" by Thelonious Monk (CBS); "Memories Are Made of These" by George Chakiris, "Themes of Great Bands" by Glen Gray, "Percussion Stages for Stereo" by the Mallet Men and "Stainways Staged for Stereo" by Henry Rose (Capitol-Musart); the sound track of the picture "Phaedra," with Melina Mercouri (U. A .-Gamma), and "1962's Greatest Hits" by Billy Vaughn (Dot-RCA Victor Mexicana).

NEW ZEALAND

Wren Opens Japan Package

By FRED GEBBIE Box 5051, Auckland

Australian entrepreneur Harry Wren is visiting New Zealand with his latest variety show "The Cherry Blossom Show." The all-Japanese package has opened in Wellington and reports indicate another successful touring season for Wren.

Louis Armstrong was the biggest gross package ever brought to New Zealand by Harry Miller, according to his office. Harry has taken off to London via Hong Kong where he played the Armstrong troupe for one day. He will also head Stateside: New York, Chicago and Los Angeles before returning here in about six weeks. Before departure he told Billboard of future U. S. visitors under his banner, including Connie Francis and Eartha Kitt. . . . Victor Borge due here this month for J. C. Williamson Theaters.

Acker Bilk recently completed a tour with his trad band. . . . Reports filtering back from Australia tell of bad houses for the recently New Zealand-toured Vera Lynn show. She had a great tour throughout New Zea-land and packed houses everywhere. New Zealand does not have the great television competition which faces artists in Australia and this could be a governing factor. . . Christchurch pop bands have moved to Auckland in the last

couple of weeks. Ray Columbus, who appeared with his own show on TV some months back, is here for engagements with dance promoter Phil Warren. Other group from the South is Max Merritt and his Meteors who are currently featured at Auckland's latest teen night spot, "The Top 20." Songster Antoni Williams now in Australia.

PHILIPPINES

Tupas Triumphs As 2d Winner

By LUIS MA. TRINIDAD 264 Escolta, Manila

Benjamin Tupas was awarded the Beethoven medal for piano, which is second prize, in London by the Harriet Cohen International Music Awards. Firstplace winner is Russia's Vladimir Ashkenazy.

The city of Manila has instituted a competition for teenage artists under 21 years of age. The contest will be in various areas around the city with preliminary prizes and a grand first prize of 500 pesos.

PUERTO RICO

Local Executives Returning Home

By ANTONIO CONTRERAS 26 Gertrudis St., Santurce

Joe Madrazo, veteran record and radio man, just returned from Spain and Germany. Madrazo is owner of Casa Victor, one of Puerto Rico's oldest record stores and of radio Station WMDD. Lino Fragoso, another old-timer Puerto Rican record man, returned from New York. He has remodeled his San Juan store and also has a fast-growing rack operation. Fragoso reports big plans for his own label, Fragoso, with about 30 LP's in its present catalog.

Nat King Cole, Gordon and Sheila MacRae and Marguerite Piazza are currently appearing at three of the big tourist hotels.

. . . Pedro Vargas (RCA Victor), veteran Mexican singer and perennial favorite of Puerto Ricans, appearing at local hotel, radio and television. Vargas is booked by Empresas Chiroldes. . . .

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the local charts. E.M.I. has been firmly established throughout Scandinavia for many years.

Skandinavisk Grammophon Aktieselskab is the E.M.I. company in Denmark

with a highly efficient factory (pictured below) in Copenhagen from which it exports a large proportion of its output to the other Scandinavian countries.

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Norway and Finland too as well as active distribution and promotion.

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sponsored by P. R. Institute of Culture through a \$30,000 government grant. This orchestra will be under direction of Kachiro Figueroa.

Alegre Recording Corporation of New York has opened offices in Santurce. According to Prexy Al Santiago, big operation are planned in the Caribbean area. Santiago just signed contracts with Felipe Rodriguez, Cesar Concepcion Orchestra and Johnny Rodriguez Trio, all top Puerto Rican stars.

Business News

Juan Usich, distributor of GEMA records for many years in Puerto Rico, recently acquired distribution of Seeco singles for this market. Seeco-Tropical albums will continue to be shipped from New York. . . . Franklin Stores (women's specialty shops) of New York, with about 10 outlets in Puerto Rico, have added record racks in many of their units. Operation is under the direction of A. Landsman in New York and Jerry Kaufer in Puerto Rico.

Allied Wholesale, local rack jobbers, is expanding operation to over 300 locations and is

adding three new trucks, exclusively for records, to their transportation fleet. Mark Conty is director of record sales and Moe Frastoy, his rack manager. Allied's main business is reconditioned refrigerators. Everybody is selling records.

Sears, Roebuck, new luxury store in suburban Hato Rey, has a new head saleslady, Aida Hernandez. Miss Hernandez was for years star saleswomen in one of San Juan's oldest record shops.

SOUTH AFRICA

Laryngitis Crabs Connie's Plans

By HARRY KLEIN

Francis is the latest of the bigtime stars to visit South Africa. Connie's tour has been timed to coincide with the nation-wide showing of her film "Follow the Boys." A bout of laryngitis cre-

ated an initial setback in tour plans, but replacement shows for those canceled in Johannesburg and Durban kept the fans

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

SPAIN

Eurovision Song

By RAUL MATAS 32 Av. Jose Antonio, Madrid 13

in 11th place in the Eurovision contest. Jose Guardiola record the new melody for HMV.

Ella Fitzgerald has been voted as the favorite performer of the "Desafinado" bossa nova hit on the daily radio show "Discomania." . . . Manuel Pizarro paid a visit to Spain from Paris.

URUGUAY

Folk Fest Draws From Many Lands

By ALBERTO MARAVI La Manana, Montevideo

A folk festival in the province of Paysandu April 11 and 12 will feature appearances by Eduardo Falu, Zarco Alejo, Hnos. Abrodos and Rodolfo Ovejero from Argentina, Also on hand will be Tarateno Rojas and the Taraenitas from Bolivia, Samuel Aguayo from Paraguay, Antonio Pantoja of Peru, Amalia de la Vega and Roberto Rodriguez Luna from this country.

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

Philips will launch the "All-Star Festival" LP for the benefit of refugee children around the world April 18. This coincides with same release date in Argentina. The first purchasers of disks will be the nine members of the Nation Council of the Government. Dealers are cutting their usual profit to a third and are donating the remainder of the money to the refugee agency of the UN.

VENEZUELA

Serfatty Rep For Belair Firm

By ALVARO PENALVER C. Editor of Canciones Magazine Apartado 3066, Caracas

Commercial Serfatty has acquired representation for Belair labels of U. S. A. . . . Chucho Sanoja to Mexico for three weeks and recording Orfeon labels. . . . Billo Frometa (Fonograma-Billo labels) has re-signed Felipe Pirela and Cheo Garcia. . . . Fabrica Venezolana de Discos issued eight LP's from the Warner Bros. catalog. . . . Miguel Itriago will record on Vel-

vet label. Emilita Dago, Trio Venezuela

and Billos Caracas orchestra have already recorded the La Pollera Colora Colombian folk group. . . . Tito Rodriguez orchestra returns to Venezuela in April. . . . A new company, Ronde de Venezuela, has been formed by Mara Musical and Stanley Steinhauss. The new company will locally press and distribute the catalogs of Puerto Rico, New York and Italian labels. Eduardo Esparragoza, general manager of Fonograma de Venezuela, leaves for Buenos Aires to obtain labels for the new firm. . . . Kari Hoffman visited Caracas of Deutschen Grammophon of Alemania.

Grabaciones Antor acquired new Deutschen Grammophon recording press plant. Antor Antor, general manager of Grabaciones Antor (Orfeon), went to Mexico and discussed with Dicos Mexicanos the launching of its catalog in Venezuela. . . . "Cantos de Aves Venezolanas" (Palacio); "Tres Estrellas" by Edith Salcedo, Silvio Lemar and Anibal Velazquez (Canciones); "A Bailar Bossa Nova" by Cesar Costa (Orfeon); "Chelique con Arpa y Orquesta" by Jose Enrique Sarabia (Palacio); "La Noche de Tu Partida" by Marco Antonio Muniz (RCA), with four songs recorded in Venezuela. New musical dance, the "bimbi" of Eduardo Davidson (Mr. Pachanga), is a hit with "Un Domingo Sin Ti" by Lila and Emilita Dago in records. CBS released "El Bimbi" in EP by creator Eduardo Davidson.

Fonograma recorded a new LP by the Billos Caracas Boys' Orchestra, "Billo en Fonograma." . . . Armando Palacios, disk jockey of the Radio Continente, returned from Mexico and Spain. . . . A new recording by local singer Mirla is "Quiero Cantar Contigo" and "El Barquito" bossa nova version.

Velvet's Trio Venezuela recorded a new LP of tropical songs with orchestra. . . . Anibal Velazquez, Colombian folk singers, recorded in Venezuela with Discomoda and Canciones labels.

The LP's leading sales this season are "Cumbia Sobre el Mar" by Climaco Sarmiento on Fuentes, "Que Gente Averigua" by Emilita Dago and Los Melodicos on Discomoda, "Un Domingo Sin Ti" by Lila on Gema, "Cita con Mario Suarez" on Gema, and "La Pollera Colora" by Alfred Gutierrez on Fuentes.

Mario Suarez is in negotiation to return to the Puero Rico Theater, New York, in the fall. . . . Cesar del Avila, Venezuelan folk singer, returns from Chile, Argentine and Uruguay. . . . C. Frederich, general manager of RCA Victor of Venezuelan, was appointed to RCA Victor Argentina.

P. O. Box 1604, Johannesburg First reaction by Connie

Gets a Waxing

"Algo Prodigioso," the Spanish song written by Camilo Murillo and Fernando (Maria Dolores) Garcia Morcillo, finished

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28

29

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HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 20

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by

This Las Week Wee	t 2_	eeks on hart
① 1	HE'S SO FINE	. 7
② ²	CAN'T GET USED TO LOSING YOU	. 4
3 5	I WILL FOLLOW HIM	. 3
4) 8	PUFF (The Magic Dragon)	. 4
5 6	BABY WORKOUT	. 5
6 3	SOUTH STREET By Mann-Appell—Published by Kalmann (ASCAP)	183 185 1
7) 9	YOUNG LOVERS	
8 4	THE END OF THE WORLD	. 9
9 12	PIPELINE By Spickard-Carman—Published by Downey (BMI)	. 3
10) 14	DON'T SAY NOTHIN' BAD ABOUT MY BABY By King-Goffin—Published by Aldon (BMI)	. 4
11) 11	DO THE BIRD	. !
12) 7	OUR DAY WILL COME	. 5
13) 23	ON BROADWAY	
14) 10	IN DREAMS	
15 -	WATERMELON MAN	gS)
16 17	TWENTY MILES	. 3
17 19	FOLLOW THE BOYS	. 4
18 29	MECCA	
19 16	MR. BASS MAN	. 4
20) 27	YOUNG AND IN LOVE	. 7
21) 28	By DiMucci-Brandt—Published by Disal-Schwartz (ASCAP)	. 2
22) –	SURFIN' U. S. A	,S.
23) 25	OVER THE MOUNTAIN (Across the Sea)	
<u> 24</u>) –	CHARMS	, T
25 24	OUT OF MY MIND	
26 26	DON'T BE AFRAID, LITTLE DARLIN' By Mann-Weil—Published by Aldon (BMI)	. 3
27) 15	OUR WINTER LOVE	

ECORDINGS AVAILABLE st Selling Record Listed in Bold Face)

HE'S SO FINE - Chiffons, Laurie 3152.

CAN'T GET USED TO LOSING YOU-Andy Williams, Columbia 42674.

I WILL FOLLOW HIM-Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Joe Sentieri, Vesuvius 1068.

PUFF (The Magic Dragon) -Peter Paul & Mary, Warner Bros.

BABY WORKOUT-Jackle Wilson, Brunswick 55239.

SOUTH STREET - Orlons, Cameo 243.

YOUNG LOVERS - Paul & Paula, Philips 40096.

THE END OF THE WORLD-Skeeter Davis, RCA Victor 8098;

PIPELINE - Chantays, Dot

Mills Brothers, Dot 16451.

DON'T SAY NOTHING BAD ABOUT MY BABY-Cookies, Dimension 1008.

DO THE BIRD-Dee Dee Sharp, Cameo 244.

OUR DAY WILL COME -Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.

ON BROADWAY - Drifters, Atlantic 2182.

IN DREAMS - Roy Orbison, Monument 806.

WATERMELON MAN-Xavier Cugat, Mercury 72108; Herbie Hancock, Blue Note 1862; Mongo Santamaria, Battle 45909.

TWENTY MILES — Chubby Checker, Parkway 862.

FOLLOW THE BOYS-Connie Francis, MGM 13127.

MECCA-Gene Pitney, Musicor

MR. BASS BAN - Johnny Cymbal, Kapp 503.

YOUNG AND IN LOVE -Dick and Deedee, Warner Bros.

SANDY-Dion, Laurie 3153.

SURFIN' U. S. A .- Beach Boys, Capitol 4932.

OVER THE MOUNTAIN (Across the Sea)-Bobby Vinton, Epic 9577.

CHARMS-Bobby Vee, Liberty 55530.

OUT OF MY MIND-Johnny Tillotson, Cadence 1434.

DON'T BE AFRAID, LITTLE DARLIN'-Steve Lawrence, Columbia 42699.

OUR WINTER LOVE-Anita Bryant, Columbia 42739; Hi-Lites, King 5730; Bill Pursell, Columbia 42619.

28. I WANNA BE AROUND -Tony Bennett, Columbia 42634.

29. I GOT WHAT I WANTED-Brook Benton, Mercury 72099.

30. FOOLISH LITTLE GIRL -Shirelles, Scepter 1248.

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30 I GOT WHAT I WANTED

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ETTA JAMES

Argo #5437

"HEART

Ьу

THE RADIANTS Chess #1849

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Chess #1848

"HOT

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Radio Keeping News Heavy, Though Papers Back

By GIL FAGGEN

CLEVELAND—The extended newspaper strikes just recently ended in Cleveland and New York resulted in expanded news schedules on six Cleveland and three New York City radio stations.

In both cities the local radio outlets absorbed many of the unemployed newspaper reporters and columnists. KYW, the Westinghouse station in Cleveland, increased its news staff to 30 during the strike and has only pared 10 from its ranks since the strike ended. WJRZ, Newark, has made a permanent addition to its programming as a result of the strike, an interview program conducted by

newspaper columnists called "Celebrity Column."

WJMO, Cleveland, has added five-minute newscasts six times daily to its log and has expanded its 30-second headlines on the half hour to two minutes across-the-board.

WHK, MetroMedia's station, has upped its "Banner Lines" aired at 25 past the hour from two to five minutes six times each day.

WDOK has increased its fiveminute reports aired 7, 8 and 8:30 a.m. and 4:30 p.m. to a permanent 10 minutes. The station has, however, cut back its other newscasts from 10 to five minutes and dropped a two-hour Sunday night weekend roundup since the strike ended.

KYW, which broadcasted a total of 774 hours of news during the strike—an increase of 384 hours above normal, will continue to devote the added hours to its news coverage of the Northern Ohio area.

WERE announced that it has returned to broadcasting regular hourly five minute reports with the 8 a.m., noon and 6 p.m. news programs resuming their usual 10 minutes in length.

The Storer outlet, WJW, reported that it maintained its usual complete news coverage during the strike with no additions or subtractions in the schedule. In New York, WLIB, a Negrooriented station, was the first to report a policy of expanded news resulting from the newspaper stoppage. The outlet which initiated a five-minute newscast on the hour in addition to its regular five minutes on the half hour, is continuing this policy. WLIB will continue its special events coverage of special interest to the Negro community inaugurated with the Gotham newspaper blackout.

WINS, Westinghouse Broadcasting's New York powerhouse, increased its total time devoted to news during the strike from 17 to 35 hours a week and upped its staff from 16 to 32 full-time newsmen. WINS is holding on to its expanded news operation in the post-strike period though a number of the newspaper people the station had added have returned to their papers.

The ABC flagship station, WABC, indicated it will retain a 20-minute addition to its daily New York Newscope aired 6 to 7 p.m. Monday through Friday.

Virtually all of the Cleveland and New York stations reported that though they received increased revenues attributed to their expanded news programming, increased operating costs resulted in financial loss for some, break even for others and in a few cases—a modest profit.

Radio-TV

PROGRAMMING



TURNTABLE TIPS

By MIKE TURNTABLE

week trade publications, a.&r. men, promotion men and others try to select the big money winners of tomorrow. We all know it's in the grooves — but who knows what grooves?

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

When it comes to picking a hit that's the guy who knows a lot more than all of us experts do. That is why a few disk jockeys and radio stations have been operating music opinion polls.

Now, the only problem with an opinion poll is to keep it operating fairly and squarely. We have discovered a good many markets where unscrupulous distributors and promotion men have hyped a telephone survey, either by employing their immediate families to stay on the phone and vote for a hype record or by involving a dozen or two dozen kids.

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

HERE & THERE: Changes in the business: At Jamie-Guyden, Gunter Hauer has been named promotion man for the labels. Paul Fien will continue to handle sales and administration. . . . We like the classic line of a man who recently hit it lucky in the business: "I think I'm a millionaire." He's a pretty nice guy and gave his employees a retroactive raise. . . . At Amy and Mala the new man in charge of promotion is the former WINS librarian during the Freed regime, Johnny Brantley. . . . A well-known disk jockey at a 50,000-watt station is about to upset the apple cart at said station when he joins the competition when it starts to "Rock."

VOX JOX

By GIL FAGGEN

CONTESTS & PROMO-TIONS: WHK, Cleveland, is looking for "Mrs. WHK." The gal who best typifies the average Cleveland area housewife will receive \$100 and will be hired to represent the station in various outside promotions. . . . NBC's WJAS, Pittsburgh, is in the throes of a "News Personality of the Hour" contest -with a total jackpot of \$1,000. Listeners are called on the air and asked to identify the "News Personality of the Hour," who is quoted on all local newscasts. Each call placed builds the jackpot by \$10, and the winner takes all at the time of the call. . . . WWVA's (Wheeling) corny joke contest features a tie-in with Homer and Jethro. The two corniest jokes received each day are read on the air by Roy West and Richard S. Paul and a box of Kelloggs Corn Flakes awarded to each-listener that

ON THE GO IN RADIO: Ned Powers in at WIP, Phila., 1 to 4 p.m. daily replacing Marty O'Hara upped to sister station WNEW. . . . Here's current line-up at CHEC, Canada: Jim Waddell (6-9 a.m.), Bob Wilson (9-noon), Jim Elliott (noon -4 p.m.), Tiger Todd (4-8 p.m.), Barry Parker (8-1 a.m.) and Jack Thomas (till dawn). . . . John Henry Faulk, WINS "Program PM" host, exits station in May in order to devote time to writing. . . . Jay Mack to KIMN, Denver, from KOL, Seattle. . . . Ed Baker in at WTSN, Dover, N. H., from WFEA, Manchester. . . . Bill Burns, formerly of WQAM, Miami, joins WCPO, Cincinnati, staff.

programming newsletter

By BILL GAVIN .

Billboard Contributing Editor . Publisher, Bill Gavin's Record Report

A CONSIDERABLE AMOUNT of our mail comes from people in medium and smaller markets—cities of under 250,000 population. Unfortunately, it isn't possible for me to answer each letter individually. Instead, this and the

each letter individually. Instead, this and the next two Newsletters will be devoted to the problems of radio programming in smaller markets as a composite answer to the many inquiries. Each station has its own unique problems.

No two are quite alike. No set of rules will work equally well for all. What is offered here is based on successful operations in various localities. It is not necessarily a guide for any individual station, although it is hoped that some suggestions may be appropriate.

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

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

Don't limit your school contracts to students. Your station's audience must rest on a solid base of adult as well as teen-age acceptance. Teachers and parents are important parts of the schools, and they respond loyally to attempts toward helping them with their young people. Your support of school bond campaigns, or of other worthy projects, will win good friends for your station.

Churches, service clubs and civic improvement groups should all come within your scope of activity. Your news should feature local items—especially local names. Attention should be given to constructive local news, not just to crime, violence and conflict. Take the initiative in co-operating with law authorities. Suggest how you'd like to work for traffic control, highway safety, crime prevention, etc. There is no better source of local news "beats" than a friendly police department.

At all times strive to create the image of being proud of your community and of working for its betterment.

NEXT WE COME to the music. You'll need an adequate and continuing supply of records. Playing the right music makes a critical difference in a station's ratings and revenues. Obtaining the right music at the right time, plus selecting and discriminating between the right and the wrong music, is the job of your music director. This may be the program director or someone else. Whoever it may be, it's just about the most important job on the staff—and this does not exclude the sales manager.

In the interest of economy you'll want to be services with free promotion records from distributors. Since you are in a smaller city, with a smaller audience, you can hardly expect the prime consideration from record people that they lavish upon the big town powerhouses. You have to work for and deserve the attention you get from them.

No matter what your music policy, keep your distributors and local retailers well informed about what you're doing. Acknowledge receipt of LP mailings. You don't need to be a salesman for the record business, but record people are entitled to know that their product is being treated with understanding and respect.

If you are unable to obtain the free records you need, there are several other ways to get them. Many record companies have subscription services for singles and albums. Independent organizations, such as R.S.I., offer their own subscription services. Charges are moderate and usually well worth while.

BEFORE YOU GO AFTER your records, you'll naturally have some sort of music policy in mind. In determining this policy

Continued on page 48

Focus on the Deejay Scene



THOSE BUNNIES ARE EVERY-WHERE . . . How much does a rabbit eat in 16 days? WERE's Jack Riley is sampling the rabbit's eating habits while Jeff Baxter looks on. The pair (bunnies excluded) comprise the Baxter & Riley Show, 10 a.m.-1p.m., daily on the Cleveland station. The boys conducted an Easter promotion for benefit of Cleveland orphanage. Listener who guessed how much the rabbit consumed received a four-foot high, 85-pound chocolate Easter bunny. A second bunny, same size, goes to the orphanage named by the contest winner. The other bunny is model Beverly Gruendler.

MORTON DOWNEY, JR.*

*Tower Ticker By Herb Lyon
Chicago Tribune 3/10/63
Chicago (Doc) Downey, Jr. On
Morton (Doc) Downey, Jr. A...
WYNR Chicago is...Ring...A...
DING...Welcome Back to
The "Young Star"

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"ROCK JOCK"

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nation's great D.J.'s.

Archie Bleyer,
President,
Cadence Records

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KUDL has a big feather in its
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WYNR Winner.

Jack Fine
National Promotion Dir.
Atlantic Records

AND

Unsolicited Testimonial
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Groovy, Swingin', A Real
Hippy? . . . It's A Lie He's
Morris D.

Morris Diamond, Nat'l Promo Dir.

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America's swingin'est Nat'l Promo Dir.

Ben Wood, Nat'l Promo Philips Records

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Stations Eye Award Nominees As Likely Programming Idea

NEW YORK-Program directors and air talent have a golden opportunity for special programming with the announcement of the 1962 National Academy of Recordings Arts and Sciences 'Grammy" Awards nominations.

The final nominations include 39 catagories of music encompassing everything from comedy to classical (a total of 240 records).

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

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Christine Farnon, executive director of NARAS Los Angeles chapter.

Appearing most often on this year's lists of outstanding artistic achievements awards nominations are three vocal records, two comedy albums and one instrumental performance in the pop and jazz field, and a recording of violin selections, plus two symphonies in the classical segment. (See listings on page 30.)

Battling for "Record of the Year" and also named in several other categories are singers Tony Bennett with "I Left My Heart in San Francisco," Ray Charles with "I Can't Stop Lovin' You" and Sammy Davis Jr. with "What Kind of Fool Am I?" plus saxist Stan Getz and guitarist Charlie Byrd and their bossa nova version of "Desifinado," Nat King Cole's "Rambling Rose" and Joe Harnell's "Fly Me to the Moon Bossa Nova" complete the record of the year nominations.

Five Finalists

Bennett, Charles and the Getz-Byrd duo are also listed among the five "Album of the Year" finalists along with two omni-present comedy albums, Vaughn Meader's "The First Family" and Allan Sherman's "My Son, the Folk Singer."

The final lists of NARAS nominations were determined after two preliminary rounds of voting that took place over a period of four months. The

Continued from page 46

station.

PROGRAMMING NEWSLETTER

it is wise to make a careful evaluation of your market. For instance, can you buck an established top 40 operation? In a smaller community there is seldom room for more than one profitable top 40

pop sounds-or classical music-or country music. Before you plunge ahead with a swingin' top 40, better tune in on your community. Check with various local merchants on their attitudes, which

will vary considerably from one town to another. Those places

where radio advertising has never been vigorously sold are more

to be all things to all listeners. Time blocks of polkas, show tunes,

country music, top pops and jazz simply deprive your station of an

identifiable image with your audience, as well as with your ad-

Whatever your decision on policy, make it consistent. Don't try

Next week we'll continue this composite answer to your many

Los Angeles (Don Anti-KFWB): Smashing take off for: "El

Seattle (Pat O'Day-KJR): New chart items: "Last Leaf" (Cas-

Chicago ("Doc" Downey-WYNR): Big: "Mess Around" (Scotty

Philadelphia (Larry Justice-WIBG): Selling: "Prisoner of Love"

Erie, Pa. (Ronnie Cash-WJET): Sales: "When I Fall in Love"

Trenton, N. J. (Kal Rudman-WAAT): One of the biggest:

Knoxville (Dave Diamond-WKGN): Sales: "Patty Baby" (Freddy Cannon-Swan). Pick: "A World Full of Women" (Archie Campbell-

Cincinnati (Jim Dandy-WCPO): Gaining: "Two Kind of Tear-

drops" (Del Shannon-Big Top). Pick: "Memphis" (Lonnie Mack-Fra-

"What a Guy" (Raindrops-Jubilee). Likes: "Dear" (Toni Jones-

(James Brown-King) and "Bill Bailey" (Ella Fitzgerald-Verve).

(Johnny Crawford-DeFi). Pick: "Let Go" (Roy Hamilton-MGM).

McKay-Philips). Sales and requests: "Needles and Pins" (Jackie

cades-Valiant) and "Little Latin Lupe Lu" (Righteous Brothers-

Watusi" (Ray Barretto-Tico). Pick: "Let's Go Steady Again" (Neil

apt to reflect advertiser prejudice against rock and roll.

questions about radio in smaller markets.

Breaking: "Ann Marie" (Belmonts-Sabina).

Bert-Melody . . . by two local lads).

"WEST SIDE STORY"

Sedaka-RCA Victor).

DeShannon-Liberty).

Veejay).

Smash).

Starday).

ternity).

Perhaps your community is not well served with the smoother

voting membership, consisting of vocalists and singers, leaders and conductors, a.&r. men and producers, songwriters and composers, engineers (mixers), instrumentalists and musicians, arrangers, art directors, photographers, artists, designers, annotators and literary editors.

Others, including spoken word, documentary, children's educational and comedy vote on more than 2,400 records on the NARAS "eligibility" list. Special nominating committees comprising recognized authorities in each music category also figure in on the voting.

Sales and mass popularity are not considered by the NARAS voting membership. They are rather concerned with the phonograph record as an "art form"; judging is on the basis of sheer artistry, and artistry alone.

Three Stages

Winners of the 39 "Grammys" which are to the recording field what Oscars are to the movies and Emmys to TV, will be announced on May 15 at simultaneous Record Academy presentations in New York, Hollywood and Chicago.

NARAS awards scholarships to students in the fields of music, audio engineering and the graphic arts. It has established grants at the Eastman and the Manhattan Schools of Music, the School of Jazz, the Massachusetts Institute of Technology and at Pratt Institute.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk lockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

THE CHIFFONS-(Laurie LLP 2016) "Why Am I So Shy?"

BYE BYE BIRDIE-Track (RCA Victor LOC 1081) (M); (LSO 1081) (S) "How Lovely to Be a Woman" (ASCAP) (2:37)

MARION WORTH'S GREATEST HITS -(Columbia CL 2011) (M); (CS 8811) (S) "Imitation" (BMI)

THE UNMISTAKABLE TAMMY GRIMES-(Columbia CL 1984) (M); (CS 8784) (S) "My Man" (Feist, ASCAP) (3:00)

JUDY HENSKE-(Elektra EKL 231) (M); (EKS 7231) (S) "Ballad of Little Romy" (Nina, BMI) (2:30)

JAZZ

AFFINITY-Oscar Peterson Trio (Verve V 6516) (M); V6-8516) (S) "Waltz for Debbie" (BMI) (5:53)

WHO IS GARY BURTON? - (RCA Victor LPM 2665) (M); (LSP 2665) (S) "I've Just Seen Her" (ASCAP) (4:15)

BACK IN BEAN'S BAG - Coleman Hawkins-Clark Terry (Columbia CL 1991) (M); (CS 8791) (S) "A Tune for the Tutor"

INTERNATIONAL

YVES MONTAND PARIS RECITAL-(Philips PCC 602) (S) "Fumer I' Cigare" (B.I.E.M.) (4:03)

LATIN

TROPICO JAVIER SOLIS SONGS OF THE TROPICS—(Columbia EX 5096) (M): (ES 1796) (S) "Clave Azul" (Peer, ASCAP) (3:16)

FLAMENCO

FLAMENCO ANTIGUA-Carlos Montoya (RCA Victor LPM 2653) (M); (LSP 2653) (S) "Seguiriya" (4:17)

SACRED

ON STAGE: THE BLACKWOOD BROTHERS QUARTET—(RCA Victor LPM 2646) (M); (LSP 2646) (S) "Old Time Religion"

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Hot 100
1 1	1	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42	674 8
2	3	PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros.	5348 6
3	4	YOUNG LOVERS, Paul and Paula, Philips 40096	
2 3 4 5	2	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	13
5	17	WATERMELON MAN, Mongo Santamaria, Battle 45909	6
6	16	MECCA, Gene Pitney, Musicor 1028	5
7	8	FOLLOW THE BOYS, Connie Francis, MGM 13127	
8 9	5	IN DREAMS, Roy Orbison, Monument 806	11
9	14	YOUNG AND IN LOVE, Dick and Deedee, Warner Bros. 5342	
10	12	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9	
11	11	OUT OF MY MIND, Johnny Tillotson, Cadence 1434	
12	13	DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia	42699 7
11 12 13 14	7	OUR WINTER LOVE, Bill Pursell, Columbia 42619	12
14	15	I GOT WHAT I WANTED, Brook Benton, Mercury 72099	
15	10	I WANNA BE AROUND, Tony Bennett, Columbia 42634	
16	-	LOSING YOU, Brenda Lee, Decca 31478	
17	6	RHYTHM OF THE RAIN, Cascades, Vallant 6026	15
18	19	DAYS OF WINE AND ROSES, Andy Williams, Columbia 42674.	6
19	9	ALL I HAVE TO DO IS DREAM, Richard Chamberlain, MGM 1312	
20	-	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120.	13

YESTERYEAR'S HITS

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

POP—Five Years Ago April 21, 1958

1. Twilight Time, Platters, Mercury 2. He's Got the Whole World In His Hands, L. London, Capitol

3. Teguila, Champs, Challenge 4. Believe What You Say, R. Nelson,

Imperial 5. Witch Doctor, D. Seville, Liberty 6. A Wonderful Time Up There, P. Boone, Dof

7. Book of Love, Monotones, Argo 8. Lollipop, Chordettes, Cadence 9. Wear My Ring Around Your Neck,

E. Presley, RCA Victor 10. Catch a Falling Star, P. Como, RCA Victor

POP-Ten Years Ago April 18, 1953

1. Doggle in the Window, P. Page, Mercury

2. I Believe, F. Laine, Columbia 3. Prefend, N. K. Cole, Capitol 4. Tell Me a Story, F. Laine-J. Boyd,

Columbia 5. Till I Waltz Again With You, T. Brewer, Coral

6. Tell Me You're Mine, Gaylords, Mercury 7. Song From Moulin Rouge, P. Faith, Columbia

8. Your Cheatin' Heart, J. James, M6M

9. Wild Horses, P. Como, RCA Victor

10. April in Portugal, L. Baxter, Capitol

RHYTHM & BLUES-5 Years Ago, April 21, 1958

Tequila, Champs, Challenge Twilight Time, Platters, Mercury He's Got the Whole World in His Hands, L. London, Capitol Sweet Little Sixteen, C. Berry, Chess Book of Love, Monotones, Argo

Lollipop, Chordettes, Cadence Don't You Just Know It, H. Smith, Ace Witch Doctor, D. Seville, Liberty Believe What You Say, R. Nelson, Imperial Who's Sorry Now, C. Francis, M6M

(Solomon Burke-Atlantic). Taking off: "Another Saturday Night" (Sam Cooke-RCA Victor).

Washington, D. C. (Dean Griffith-WBGC): Looking very hot: "Stranger in Your Town" (Shacklefords-Mercury). Pick: "Love of My Man" (Theola Kilgore-Seroc).

Minneapolis (Red Jones-WDGY): Gaining: "Gravy Waltz" (Steve Allen-Dot). Pick: "Pearl, Pearl, Pearl" (Flatt & Scruggs-Columbia).

Fort Worth (George Erwin-KFJZ): Gaining: "The Bachelor" (Little Julius-Diamond). Looks like a giant: "The Interview" (Brice &

Copyrighted material

St. Louis (Dave Dixon-KATZ): Gaining fast: "If You Need Me"

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a monthlong 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 different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

PHONOS LISTING UNDER \$30

2013	POSITION		A RELEASE	
This Issue	1/19/63	10/20/62 Issue	BRAND	% OF TOTAL POINTS
1	2	1	Decca	23.2
2	1	3	Masterwork	16.4
3	4	5	Capitol	11.7
4	3	=	RCA Victor	8.1
5	5	2	Symphonic	4.9
6	8	6	Voice of Music	(V-M) 4.8
7	5	4	General Electric	4.1
8	7	7	Webcor	3.5
9	-	-	Majorette	3.0
			Others	20.3

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 many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

1/19/63 Issue: All brands represented in current chart.

10/20/62 Issue: All brands represented in current chart.

DISK DEALS FOR DEALERS

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

KING-Expires April 23, 1963. Started March 1, 1963.

One free country LP for every three purchased on entire catalog of both King and low-priced Audio Lab line. Covers 124 sets in all on both labels. This is an extension of deal which originally expired March 31, 1963.

CAPITOL—Expires April 30, 1963. Started March 4, 1963.

For dealers, one Kingston Trio album at 62 cents with one at regular price, as part of Greenback Dollar Days promotion, which applies to all Kingston Trio LP's.

ANGEL—Expires April 30, 1963. Started March 1, 1963.

Entire Angel catalog of orchestral stereo LP's, one free album for every t

Entire Angel catalog of orchestral stereo LP's, one free album for every two purchased. Plan goes under title "Angel Spring Stereo Bonus."

ATLANTIC—Expires April 30, 1963. Started April 1, 1963.

April is Ray Charles month. Dealers offered one free Ray Charles album for every two purchased, with 30-60-90-day delayed billing. Applies to 17 Charles albums.

ATCO—Expires April 30, 1963. Started April 1, 1963.

April is Bobby Darin month. Dealer is offered one free Bobby Darin album for every two purchased, with 30-60-90-day delayed billing. Applies to 11 Darin albums.

BLUESVILLE—Expires April 30, 1963. Started March 15, 1963.

On "Lightnin' Hopkins with Sonny Terry" album, \$3.98 for regular \$4.98 album, plus extra 10 per cent discount. Also special 15 per cent discount on a selection of Bluesville 45 r.p.m. singles.

COLPIX—Expires May 10, 1963. Started March 20, 1963.

"Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.

MERCURY-Expires May 14, 1963. Started April 1, 1963.

On Perfect Presence Sound Series. Dealers get one album at 63 cents with one purchased at the regular price.

LIBERTY-Expires May 31, 1963. Started April 15, 1963.

A 15 per cent cash discount on all April releases. A 100 per cent exchange privilege after September 1. One-third payments due first of July, August, September. Deal also covers all Bobby Vee LP's and all Ventures LP's on Dolton. Also 15 per cent discount and six-month deferred billing, with full exchange on three recent LP's by the Ventures. Dave Pell and repackaged Marketts set.

COTTON TOWN JUBILEE—Expires May 15, 1963. Started April 1, 1963.

A 15 per cent discount on complete catalog plus all new releases.

PRESTIGE—Expires May 31, 1963. Started April 1, 1963.

Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

NEW JAZZ-Expires May 31, 1963. Started April 1, 1963.

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

EPIC—Expiration indefinite. Started April 1, 1963.

A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

CAPITOL—Expiration indefinite. Started April 1, 1963.

Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

All-Star Tape Line-Up Set By Columbia

NEW YORK — An all-star line-up of new tape releases has been announced by Columbia for the spring sales period. highlighted by "The Sound of Horowitz," in the Masterworks group and three by Robert Goulet in the pop area.

Goulet appears on two of his own, "Sincerely Yours" and "The Two of Us," and with Doris Day in the re-creation of "Annie Get Your Gun." Also featured is a tape version of the recently released disk package, "The Sound of Genius," with 10 performances by 18 top classical artists.

Also included in the releases are tape sets by Andre Kostel-anetz, the late Terry Snyder, Jerry Vale, Eugene Ormandy and the Philadelphia Orchestra, pianist Philippe Entremont, Bruno Walter, the Mormon Choir, Andre Watts and Leonard Bernstein and the New York Philharmonic Orchestra.

1st Stereo Kit Ready to Go

PLAINVIEW, N. Y.—Harmon-Kardon has produced what it calls "the first FM stereo receiver kit." The package is designated as Award model FA 300XK, and is a combination of stereo tuner, preamp and power amplifier on a single chassis.

The new unit incorporates many extra features, including zero to infinity balance control, variable blend control, ganged bass and treble tone controls and a dynamic loudness contour control. The Award assembly and instruction manual, spiral-bound and easeled, contains simple instructions keyed down to the novice level. Price of the kit is \$169.95. Walnut enclosure is \$29.95 extra while a metal enclosure is \$12.95 additional.

Booklet Full of Home Tape Ideas

BLOOMINGTON, Ind. —
"Lower the Cost of Fun With
Tape Recording," is the title
of a new, 32-page booklet, put
out by the Magnetic Tape Division of Sarkes Tarzian Inc.,
manufacturers of Tarzian Tape.
The publication contains a host
of ideas and tips for the experienced as well as the novices
in the use of tape.

Subjects range from proper tape selection for various purposes and types of equipment to a discussion of many uses for the recorder. Recording times for various lengths and types of tape are also included along with a set of tape quality tests. Single copies are free and quantities are available to schools, clubs and other interested groups.

Needle Selection Chart Prepared

ATTLEBORO, Mass.—Transcriber Company here, is making available a complete cross-reference diamond needle selection chart for dealer use. The wall chart lists all Transcriber diamond needle models, cross-referenced to the needles of other manufacturers. Dealers can obtain further information by writing the firm in Attleboro.

Phono-Tape MERCHANDISING

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor . Managing Editor, Television Digest

EQUIPMENT TRENDS, 1963-1964: The market for music reproduction equipment has become largely a replacement market. There are now phonographs in perhaps 40 million of the nation's 55



million homes. Last year alone, nearly one family in every 10 bought a phono. Though we think of stereo as a new field, relatively unsaturated, there are now at least 14 million stereo phonos in use. To sell the public on the idea of buying a new music system, the trend this year will be even more toward superior reproduction, greater convenience and novel features. The mass-market phono industry will move even further from the nuts-and-bolts approach to selling which was so disastrous in the

years before 1962. You won't hear much about decibels or about power output as selling points, except for audiophile equipment. The stress will be on the music itself, and the consumer who isn't interested in the numbers game won't be burdened with the task of comparing horsepower.

NON-AUDIOPHILE COMPONENTS: Even as the Institute of High Fidelity plans to launch its biggest promotion campaign for the audiophile component approach to high fidelity, an intensification of the "components-for-everyman" trend is shaping up.

We're referring to the sale of "component systems" (generally in two-step distribution) through outlets which haven't previously handled audiophile components. One of the pioneers in this field is V-M, which has been marketing its line of "compatible components" in two-step distribution for about a year now. With special displays, the customer is encouraged to assemble his own system from a complete line of V-M components, from changer through speaker.

Webcor is following a somewhat similar plan. While both V-M and Webcor are traditionally two-step houses which have in the past emphasized the packaged approach (although both started in the component field by making record changers), now a dyed-in-the wool audiophile component manufacturer is planning to try its hand in component packages aimed at non-audiophiles.

The manufacturer is Paco Electronics Corporation, which is planning to offer three groupings of components—record changers, amplifier and two speakers—at around \$130, \$200 and over \$300. Paco is quite frankly aiming at the non-audiophile who has heard somewhere that "components are better" but who is scared and confused by audio stores. Paco's packages, soon to be test-marketed, will be geared to selling by non-hi-fi dealers. Paco will continue to deal through its regular electronic parts store customers, too.

As time goes on, we think you'll see more "non-audiophile" components being merchandised through more non-audiophile outlets. We'll report more fully on this trend in a future column.

We see little possibility of any serious move in the opposite direction—that is, by packaged goods manufacturers into the audiophile components field. In the past year, both RCA and Westinghouse made some mild forays into this area, and GE has been in and out of it from time to time. Zenith recently surveyed the field, with an eye to merchandising an audiophile version of its record changer (and perhaps other components) through hi-fi dealers. However, it made a negative decision, according to Zenth Sales Corporation President Leonard C. Truesdell, because of the "miserable pricing situation" in the audio field. It is offering its standard record changer at retail—but only through regular retailers who handle other Zenith products.

NOVEL STYLING. At the other end of the spectrum from components, manufacturers will be offering more and more unusually styled furniture pieces. Motorola's low-priced cocktail-table stereo unit was a big hit last year, for example. Already GE is introducing its own coffee-table stereo—and there will be more similar items.

One of the most successful phono console designs in years, of course, was GE's on-the-wall stereo, and now—two years later—we're seeing many phonographs in hang-up configurations, including versatile units which can be hung on the wall, used as table models, or (with the addition of legs) placed on the floor.

The drop-down record-changer design, now almost universally accepted by manufacturers for both portables and slim consoles, makes possible some unusual designs—for example, Zenith's compact room-divider console, which is less than 12 inches deep, and Merson's newly introduced 10½-inch-thin stereo. There'll be more unusual and compact designs based on the drop-down changer this year.

ADDING FM STEREO. This year you'll see an increasing number of stereo phonographs which also contain FM stereo and AM radio, including, quite possibly, several portable radio-stereo combinations. Radio is a natural sell-up feature for phonographs, and the availability of stereo broadcasting in most areas of the country provides an added stereo program source, and a strong selling point for adding AM-FM to any packaged phono.

(Continued on page 50)

Frictionless

Tape Ready

TOLEDO, Ohio — Cousino

Electronics Corporation here has

introduced a new "friction-free"

magnetic recording tape, with

special applications for tape

cartridge. The tape is available

for use in any cartridge system

using one-quarter inch tape. It

can also be used on standard

tape equipment to eliminate

"tape squeal," often encoun-

COLORSOUND ADDS NEW FACET TO HOME UNITS

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

DYNA-PRUVE

Dynamic Groove Control has been operating at COOK for years, in all Cook records, be-

The Automatic Continuously Variable Spectrum Equalizer is covered in Cook US patent 2,603,720. Proof!

The Recording Volume Indicator – first described 15 years ago by Cook in Audio Eng. magazine. Proof!

Cook operates a special noise-free solid-state mastering channel (all speeds, 30 i.p.s. incl.) open to 30Kc on the master at hi level, standard mastering and processing rates. You can press with Cook too, and nail down inventory problems. Positively lowest prices for first quality pressings. Come visit us and see for yourself. You'll be most welcome. Your albums will hit hard and fast on Cook DGC and Vector-Stereo recordings. Be dynasure, and run your next release with:

COOK

Labs - 2nd St. - Stamford, Ct.

avail themselves of new delights in the home entertainment arena, through a new product known as Colorsound.

The new unit, through special wiring circuits with lighting fixtures, in effect, translates sound into light impressions of varying colors. Some have ventured the theory that the continuously changing light colors would be something like having the shimmering northern lights in one's own living room.

According to Colorsound, Inc., here, the effect is created by an electronic translator (model 3500) which is housed in a cabinet with much of the look of a standard amplifier cabinet. The unit has three separate A.C. outlets, one for each color channel. The unit can be installed with any phono system, through a series of phono output jacks at the rear of the unit, Price is \$225 audio net.

Everest Gets Olay

Was signed last week to a threeyear record contract by Everest. She will be recorded next week with a 36-piece ork for her first release on the label. Murray Cohen, Everest vice-president will a.&r. the session.

EQUIPMENT NEWSLETTER

• Continued from page 49

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

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

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

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

Hub Firm Moves

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

NEW DEALER PRODUCTS

AM-FM Transistor

The Masterworks equipment division of Columbia Records has produced this neatly packaged AM/FM transistor radio, Model 2810. The 10-transistor unit has a three-inch permanent magnet speaker, slide-rule tuning dial, cowhide carrying case, and is powered by four penlight batteries. Price is \$49.95 complete.

VHF, FM Amplifier

Blonder-Tongue Labs of Newark, N. J., prominent component manufacturer, has introduced this new broadhand amplifier,



model MLA-FM, which covers all VHF channels plus the entire FM band. Purpose is to overcome losses in TV and FM master antenna systems. Price is \$101.

Scott Kit

H. H. Scott is marketing a new FM stereo tuner kit, identified as Model LT 111. The tuner kit includes Scottdeveloped "time switching" mul-



tiple circuitry, a precision tuning indicator and separate level controls for channel balancing. A full-color instrument book is included. List price is \$109.95.

Boy for Linicks

HOLLYWOOD—Hal Linick, vice-president and treasurer of Liberty Records, and his wife Madaline, last week became the parents of a son, Steve Allen, their first child. The baby weighed five pounds and was born at Cedars of Lebanon Hospital in Hollywood.

A non-shedding, high lubricity, long-wearing graphite coating is bonded to the back surface of the tape. The new product is being supplied on

reels of 300, 600, 1,200, 1,800 and 3,600 feet.

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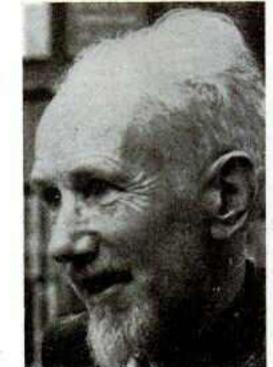
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PREPUBLICATION OFFER-only \$ 7.95

Tapes in Review:

by R. D. Darrell



TAPES IN REVIEW 1963 Edition ...

now in preparation, will bring you in one convenient book the pre-recorded tape reviews —about 500—which appeared in HIGH FIDELITY during 1962 and 1961. All were written by R. D. Darrell, contributing editor of HIGH FIDELITY, pioneer in the art of discography, author of The High Road to Musical Enjoyment and Good Listening.

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

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

enlighten and entertain every musically minded reader.

It will measure 6½" x 9½". Soft cover. We judge it will come close to 100 pages. First shipments planned for late April.

Although the cover price is \$2.50, until May 1, 1963, you may buy a copy for only \$1.95, payment with order. Use the handy order form below.

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Send me a copy of Ta	pes in Rev	iew: 1963 E	dition fo
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Address			

BWAY and RADIO CITY

Erich Leinsdorf

• Continued from page 16

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

DISCOGRAPHY

With the Boston Symphony Orchestra: Bartok—Concerto for Orchestra; LM/ LSC-2643. Mahler—Symphony No. 1; LM/LSC-

2642. Operas:

Puccini—Madama Butterfly; Price, Elias, Tucker, Moero; RCA Italiana Opera Orchestra and Chorus; LM/LSC-6160. Puccini—La Boheme; Moffo, Costa, Tucker, Merrill; Rome Opera Orchestra and Chorus; LM/LSC-6095.

Puccini—Madama Butterfly; Moffo, Elias, Valetti, Cesari; Rome Opera Orchestra and Chorus; LM-LSC-6135.
Puccini—Tosca; Milanov, Bjoerling, Warren; Rome Opera Orchestra and Chorus; LM/LSC-6052.

Puccini—Turandot; Nilsson, Tebaldi, Bjoerling, Tozzi; Rome Opera Orchestra and Chorus; LM/LSC-6149.

Donizetti-Lucia di Lammermoor; Peters, Peerce, Maero, Tozzi; Rome Opera Orchestra and Chorus; LM-6055; LSC-6141.

Wagner—Die Walkure; Nilsson, Brouwenstijn, Gorr, Vickers, London, Ward; London Symphony Orchestra; LD/LDS-6706.

Mozart—Don Giovani; Nilsson, Price, Ratti, Siepi, Valetti, Corena; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LM-LSC-6410.

Mozart—The Marriage of Figaro; Della Casa, Peters, Elias, Tozzi, London, Corena; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LM/ LSC-6408.

R. Strauss—Ariadne Auf Naxos; Rysanek, Peters, Jurinac, Peerce; Vienna Philharmonic Orchestra, Vienna State Opera Chorus; LD/LDS-6152. Rossini—The Barber of Seville; Peters, Merrill, Valetti, Corena, Tozzi; Metropolitan Opera Orchestra and Chorus; LM/LSC-6143.

Verdi—Macbeth; Rysanek, Warren, Bergonzi; Metropolitan Opera Orchestra and Chorus; LM/LSC-6147.

With the Chicago Symphony Orchestra: Brahms—Piano Concerto No. 2 in B flat; Sviatoslav Richter, pianist; LM/ LSC-2466.

Pitts Symphony

Continued from page 16

in the minimum wage scale from the present rate of \$152.50 per week to the new minimum scale of \$162.50 in a three-year period. At the same time, the 1963-1964 concert season will be increased from 28 to 29 weeks, and the 1964-'65 and 1956-'66 seasons will be in creased to 30 weeks.

Denby pointed out that the 1963 Maintenance Fund Campaign is now being waged by approximately 1,500 volunteers who will seek to raise \$450,000 for the support of the orchestra during the 1963-1964 season.

Classical Outlet?

• Continued from page 16

the new one when the time arrives. However, this frequently
results in a last-minute chase
to find a copy, which naturally
disrupts our whole schedule. But
we think it's worth the try,
anyway.

"It's our job as programmers to keep our public's attention. A big part of this depends upon keeping up with new releases which have built-in interest value."

J-G Names Howe

PHILADELPHIA — Gunter Howe has been named promotion manager of the Jamie-Guyden labels in this city. He will exploit all Jamie and Guyden product, and will be getting in touch with distributors and deejays. Harold Lipsius, who heads the Jamie-Guyden labels, made the appointment.

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FOLK SONG ARTISTS — FREE LEAD copies to vocal groups, "My Dream of Peace," our No. 1 song. Others sent, comedy, etc. Write today. Fanwood Music Publ. (BMI), Fanwood, N. J.

WANT TO BUY FOR EXPORT — SURplus classical, jazz, popular LP's. Enclose listings, quantities, prices. We send check with order. Harbor Record Export, 8701 Shore Rd., Brooklyn N. Y.

WANTED TO BUY: Harp Records, all labels. Only clean stock at close-out prices accepted. Please state quantity and prices in first letter. Reply to Don Henry, International Music Service, 43 W. 61st St., New York 23, N. Y. ap20

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Company Name		-Authorized by
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City		Zone State — bill for classified ads.

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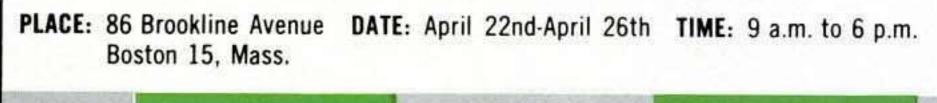
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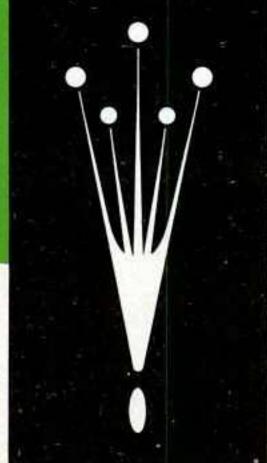
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NEW CELLER BILL TOUGHEST YET

Kansas Ruling On Pinballs to Be Appealed

TOPEKA, Kan.—Roy Cook, attorney for 64 Kansas City location owners, said he would appeal the recent Kansas Supreme Court decision which holds that the municipal pinball control ordinance is valid. Cook said he will carry the fight to the U. S. Supreme Court if that becomes necessary.

The State Supreme Court decision holds that Kansas City has the right to outlaw any coin-operated device which is subject to the federal \$250 gaming tax.

Cook's plan is to file for a rehearing in the Kansas Supreme Court, and if this is denied apply for a writ of cer-

(Continued on page 60)



CLAYTON BALLARD

Clayton Ballard Named Head of Wurlitzer, L. A.

LOS ANGELES — Clayton Ballard has been named to head the Wurlitzer factory branch here. Ballard, a veteran music machine operator, joined the Wurlitzer Los Angeles branch as a salesman in 1960 and later became sales manager.

From 1936 to 1941 he had been a service instructor, and he operated a route in Glendale, Calif., for six years.

He will work closely with Gary Sinclair, Wurlitzer's West Coast sales manager.

COIN UJA FETE

SET FOR JUNE 4

NEW YORK - The Victory Dinner for the United Jewish Appeal's Coin Machine Division will be held June 4 at the Americana Hotel. Committee members selected the date and place at a meeting here Thursday (11). Guest of honor will be William Cahn, Nassau County district attorney. Speaker will be New York State Attorney-General Louis Lefkowitz.

Coin Machine OPERATING

. MUSIC MACHINE PROGRAMMING RECENT STEREO RELEASES

BULK VENDING

EDITORIAL

MOA to Fore Again

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

What many operators fail to realize is that were it not for the efforts of the Music Operators of America and its legal counsel, the late Sidney Levine, operators would be paying these royalty fees today. Levine and George Miller, former MOA president, at times averted disaster for the juke box operator by their persistent efforts to argue against this legislation. And Nick Allen, current MOA counsel, is continuing the tradition.

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

Seems Reasonable

On May 2 a House Judiciary subcommittee opens hearings on the latest version of the Celler Bill. On the surface, the new Celler Bill sounds like a reasonable piece of legislation. The intial annual fee would be \$5 per machine, a sum that is not calculated to drive any operators out of business. A federal agency would be set up to collect and distribute the money. And Congress would set the rates each year, thereby depriving the performance rights societies of the opportunity to set their own prices.

Acceptance of this package on the part of the operators would be the same as getting a little pregnent. While the \$5 fee won't work too great a hardship on operators, there is no guarantee that the fee won't be upped to \$10 or \$20 by succeeding Congresses. Once a fee is established it generally increases.

Thus, if the fee were 5 cents instead of \$5, the danger to the

music machine industry would be just as grave.

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

We know that the Music Operators of America will make its voice heard at the public hearings. In the past, MOA has been able (Continued on page 60)

Calls for Fee of \$5 Per Machine

By MILDRED HALL

WASHINGTON-A major assault on the juke box performance royalty exemption will be launched May 2-3 when a House subcommittee holds hearings on a new bill introduced by Rep. Emanuel Celler (D., N. Y.). While the Brooklyn Congressman has introduced measures to end the exemption in virtually every session during the last decade, the 1963 effort will probably be the most dangerous threat ever faced by music machine operators in the legislative field.

H.R. 5174, Celler's new bill, would end the exemption and impose an annual fee of \$5 per machine. A Performing Rights Administration Office in the Copyright Office would collect the money and distribute it among the performance rights societies. An earlier version of the measure, which would have set up a three-man trusteeship for the collection and distribution, has been abandoned.

The \$5 fee and an application specifically identifying the machine covered would go to the Performing Rights Administrator in the Copyright Office. The music performance license received in return would be good for one year. If the bill passes, it would take effect by January 1, 1964, for those boxes licensed and paid up some time between July 1, 1963, and December 31, 1963. Location owners are exempted from liability unless they own the machines.

Annual Reports

The Performing Rights Administrator will make annual reports to the House and Senate Judiciary committees, reviewing the licensing and distribution arrangements, and accounting for all fees received and paid out.

This means that the matter will come before Congress annually, and only Congress could raise or lower the fee stipulated in the Celler bill, depending on the effects of the charges on the

industry. The surface features of the upcoming juke box hearings are familiar: Rep. Edwin Willis (D., La.), chairman of the House Judiciary Subcommittee on Patents, Trademarks and Copyright, will preside. The line-up of witnesses representing juke box operators and manufacturers, versus spokesmen for the

Library of Congress, American Bar Association, ASCAP, BMI and SESAC, will be familiar.

No doubt the old arguments will prevail: Composers and performing rights groups will plead the rights of composers to royalty on all public performance for profit, as called for in the Copyright Act, with this one (Continued on page 61)



CROSS COUNTRY

Novel Angle in **Bally X-Country**

CHICAGO—A novel method of delivering extra balls is featured in Bally's new Cross-Country flipper-type pinball

The free ball gate on Cross-Country lets the ball escape by the player's control. First, the player must open the gate by a double skill shot, shooting the ball to hit "Skill Rebound" at the top of the playfield and immediately rebounding the ball across a "Blue Top Roll-Over."

(Continued on page 60)

MUTOSCOPE

FOR TOKYO FAIR

TOKYO - Three coin machines made by the International Mutoscope Corporation are on exhibit at the International Trade Fair which opened here Tuesday (16). The exposition runs until May 6. Machines are the 60's Photomatic, the Plasti Magic and the Snack Bar. Selection of equipment to be exhibited was made by the U. S. Commerce Department. The government flew the equipment from New York to San Francisco, where it is being shipped by boat to Tokyo.

Copyrighted materials

Five new members were (Continued on page 60)

MOA's Rosy Spring Outlook: Soon May Have All Big Mfrs.

Continued from page 1

hand in playing for record manufacturer exhibitors at the conclave.

Shot in Arm

This together with the increased operator attendance that the juke box and record manufacturers would naturally be expected to attract, could be the shot in the arm the association so badly needs.

In an exclusive interview with Billboard following the board meeting, MOA President J. Harry Snodgrass said that a "ground swell of support is gathering daily." Snodgrass said he was confident that the convention next fall would have the largest attendance in MOA's his-

Snodgrass' statement appears to hold water since the rescheduling of the MOA convention to fall immediately preceding the giant National Automatic Merchandising Association major equipment vending conclave will be a big boost for attendance.

More Diversification Juke box operators have taken

an increasing interest in diver-

sification in recent years, and vending has been the most logical avenue for them to explore. Being able to attend the two conventions with a single travel expenditure should be a draw.

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

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

Guessing When

The big guessing game now is just when MOA will be able to spring the news about one of the three juke box manufacturers - Seeburg, Wurlitzer or Rock-Ola-entering the con-

Timing, of course, is becoming more and more critical. With the September 4-6 convention dates less than five months away, MOA has to start building its exhibitor list now.

About the only thing it has to go on so far is a tentative

commitment from several game manufacturers and a "hope" that Rowe-AC Services and United will follow their plans of the last two years. Even this could fall through if the other juke box manufacturers turn thumbs down on the whole thing.

Break in Dike

On the other hand, a "break in the dike" from Seeburg, Rock-Ola or Wurlitzer in the next couple of weeks could be all the impetus the association needs.

MOA's board meeting last week had peak attendance from members from around the country and all the bubbling enthusiasm of a winning ball club.

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

'Hot' in Chi—Only Lukewarm

ment arcades. The under-18 ban

deprives the arcades of the age group toward which major ap-

peal is directed, according to the

is being asked with the reserva-

tion that they be subject to an

operating law patterned after the

"model law" in force in West

Germany, which rigidly controls

PARIS—Now it is the soccer

game producers who are moving

to exploit the Continent's new

sense of gamesmanship uncov-

ducer, Georges Clerge, is organ-

izing team competition for his

Kopa soccer game, which is

named after a famous French

Following the bowler com-

petition format, Clerge is organ-

izing district Kopa competition,

which builds into regional and

finally national competition. His

next move will be to interna-

tionalize the Kopa matches, be-

ginning with West Germany "in

the spirit of the Franco-German

friendship treaty," Clerge says.

ZERMATT-Juke box oper-

ators with equipment idled by

the typhoid epidemic at this re-

sort are shipping most of their

machines to other areas of

Seeburg Adds to

Little LP Catalog

week added 10 more Little LP

Albums to its catalog, bringing

to 62 the number of seven-inch

albums released by the firm since

Sweet Chariot," Leontyne Price;

"Our Man in Hollywood,"

Henry Mancini, and "The Hon-

est-to-Goodness Country Hits,"

the Reason I'm Living," Bobby

Darin; "Judy Garland at Car-

negie Hall-Vol. 1"; "Adven-

tures in Jazz," Stan Kenton, and

"Wonderful Wanda," Wanda

and Jealousy," Andre Kostelan-

etz; "Ladie in Satin," Billie Holi-

day, and "Our Hawaii," the

Columbia records are "Fire

Capitol releases are "You're

with various artists.

RCA disks are "Swing Low,

January.

Jackson.

Mary Kaye Trio.

CHICAGO - Seeburg this

(Continued on page 55)

Widen Territory

The French soccer game pro-

all facets of operation.

Soccer Vs. Bowling

ered by the U.S. bowler.

Permission to operate payouts

By NICK BIRO

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

The "hottest selling" tab, however, is something of a misnomer, or at best, a hopeful statement, as juke box collections continued soft. Record sales to operators generally reflected this collection pattern.

Both Singer and Music Box described the situation as "a little slow—but no worse than last year." Business traditionally trails, picking up after Easter.

Music Box's Russ DiAngelo noted that operators did have a gripe regarding a new plastic singles sleeve being tested by Capitol on its "Rev. Mr. Black" disk by the Kingston Trio.

Hard to Stack

DiAngelo said the operators complained that the records were difficult to stack and that the plastic sleeve made it harder to insert title strips.

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

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

A look at the hot new juke box singles shows a general picture with no strong trends apparent. The folk department is represented with "Island of Dreams" by the Springfields on Philips. An interesting Afro-jazz is featured in "Watermelon Man" by M. Santamaria on Battle. It started as an r.&b. disk but is now going pop.

New Dance

Interest in the new dance, the Bird, is also reflected by strong sales on Dee Dee Sharp's Cameo disk, "Do the Bird." The above-mentioned are all selling well at Singer's.

At Music Box, DiAngelo said he's getting good action on "I Love You Because," Al Martino, Capitol; "Hot Pastrami," Dartells on Dot; "I Will Follow Him," Little Peggy March, RCA Victor, and "Take These Chains From My Heart," Ray Charles, ABC-Paramount.

EUROPEAN NEWS BRIEFS

operators.

soccer star.

Target Game on Mark

HAMBURG—The Bergmann Company of Hamburg is finding an enthusiastic export market for its Arizona target game. The electronically operated game with automatic scoring device is having what Bergmann describes as "almost unbelievable success" in world-ranging markets. It has been the star of trade shows in Bergmann's most important export markets. Domestic sales of Arizona are equally good, leading Bergmann to predict that the target game will be one of its largest all-time game successes.

Reds Like Aussie Box

VIENNA-A new Austrian juke box, Musikbar, is getting play from Iron Curtain operators. Phonograph scouts for a Hungarian trade mission have been collecting information on the machine with a view to placing a large order.

Hungarian sources say Musikbar, manufactured by the Vienna firm of Automatic, is the ideal juke box for State-operated night spots, taverns and tourist centers.

Seek Age Change

VIENNA — The Austrian trade has mounted what is hopefully billed as a "spring offensive" aimed at ending official discrimination against amusement parks. The Austrian operators have set a tandem objective for their drive: lowering the admission age to 16-two years younger than the present minimum, and the reintroduction of payouts.

Operators contend that the 18-year admission law is ridiculous under the aseptic operating conditions in Austrian amuse-



Local Disks Selling Well

three of them produced locally, were the best selling records to operators last week, a spot survey of key operators in Memphis and the Mid-South disclosed.

The five:

"Teenage Letter" by Jerry Follow Him" by Little Peggy Your Love" by Charlie Rich on

Operators interviewed included John and Frank Bruner, Marked Tree, Ark.; Drew Canale, Canale Enterprises, Memphis; John Novarese, Poplar Tunes Music Service, Memphis; Charles V. McDowell, Southern Amusement Company, and Alan Dixon, S & M Distributing Company.

The three locally produced singles are those by Jerry Lee Lewis, Bill Black's Combo and Charlie Rich.

For Lewis, it is a continued effort by Sun for a comeback for their top recording star. Bill Black is said to have his best single in "Do It - Rat Now" in some months. Rich, like Lewis, records for Sam C.

MEMPHIS — Five singles,

Lee Lewis on Sun; "Do It-Rat Now" by Bill Black's Com-bo on Hi; "Baby Workout" by Jackie Wilson on Coral; "I Will March on RCA; and "I Need Phillips International.

Phillips.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CAN'T GET USED TO LOSING YOU

ANDY WILLIAMS, COLUMBIA 42674

DAYS OF WINE AND ROSES

TWENTY MILES

CHUBBY CHECKER, PARKWAY 862

LET'S LIMBO SOME MORE

SURFIN' U. S. A.

BEACH BOYS, CAPITOL 4932

SHUT DOWN

I GOT WHAT I WANTED

BROOK BENTON, MERCURY 72099

DEARER THAN LIFE

LOSING YOU

BRENDA LEE, DECCA 31478

HE'S SO HEAVENLY

A LOVE SHE CAN COUNT ON

MIRACLES, TAMLA 54078

I CAN TAKE A HINT

I GOT A WOMAN

RICK NELSON, DECCA 31475

YOU DON'T LOVE ME ANYMORE (and I Can Tell)

Recent

STEREO RELEASES

for Music Operators

■ SEEBURG ARTIST OF THE WEEK

ANDRE KOSTELANETZ—Fire and Jealousy Columbia (Latin Instrumental)

Jalousie/Cielito Lindo • Malaguena/Cordoba • Adios/Spanish Dance No. 1 • Ritual Dance of Fire/Caminito • Bolero, Part I/Bolero, Part II

All titles listed above are custom 331/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

O'er Hill & Dale Go the Kisers

By BOB LATIMER

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

However, two Durango brothers-Roy and Don Kiser-currently operate some 50 phonographs and nearly 60 games in a four-State area, where stops are often 70 miles apart and more often than not, high mountain passes must be negotiated to get to the next location.

But the Kisers, who have been operating in New Mexico, Colorado, Arizona and Utah since 1938, consistently show profits about 10 per cent higher than the national average.

Keys to Success

To operate such an extended route, the perlocation takes must be high and service calls must be held to a minimum. The Kisers make sure that both these requirements are filled by merchandising their music and by keeping new equipment on location.

Originally, it was planned that one brother would operate the office and service facilities, while the other was out making collections and changing records. That notion went by the board, shortly after opening up in the Durango area, with the workload pressure so heavy that both men now simply do the whole job, according to whatever the current need may be.

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

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

Juke Box Important

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

Another point in merchandising is "personalization." Any new phonograph, installed in a new location, is given the benefit of a billboard-type

(Continued on page 60)

EUROPEAN NEWS BRIEFS

Continued from page 54

Switzerland and even selling them outside the country.

Operators predict that it will be well into the summer before Zermatt returns to normal holiday activity. More pessimistic operators believe it will be at least a year before this plush snow spot regains it badly tarnished reputation.

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

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



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Osca Goes Abroad

AMSTERDAM—The Osca is going abroad. The Van Osch Company, manufacturer of the Osca juke box, is planning to export the 70-selection wall box to major world markets, including Western Europe, Britain, Scandinavia and Latin America.

The Osca has had a phenomenal reception in Holland, where it was introduced four years ago. First phonograph ever produced in Holland, Osca is an economy box promoted solely for its sturdy construction, easy servicing and maintenance, and extreme dependability.

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

Ops Protest Show

COLOGNE - West Germany's Central Organization of Coin Machine Operators has succeeded in forcing the German television network-the socalled "First Program" - to backtrack on a coin machine TV "report" presented several weeks

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

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

GEMA Digs In

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

The organization has served notice that it intends to fight the cartel case brought against it by the phonograph operators' association, while continuing pressure on the operators to meet its royalty terms.

For example, GEMA is demanding an extra fee for each speaker connected to a box. There is also talk that GEMA will demand a premium fee from "premium" locations. GEMA's position is that the operators have long enjoyed fees disproportionately low to the collections from their machines, and that the prosperity of the German juke box trade has been reaped to large extent at the expense of the composer-author.

Equal Responsibility

ROME-Italy's ASCAP organization, SIAE, is negotiating with the Italian coin machine organization, SAPAR, to have location proprietors made jointly responsible with the juke box operator for payment of royalty fees. This means that in case the operator is in arrears on royalty payments or defaults, the location proprietor would be liable for the money. In return, SIAE is willing to base fees on the volume of collections, payments to be made quarterly and adjustable to seasonal swings.

GEMA Loses Point

WEST BERLIN — A West Berlin court has ruled against GEMA, the German copyright society, in the antitrust complaint brought against the copy-

Novel Scoring Techniques Feature United New Units



UNITED'S REGAL

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

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

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

The bowler is available in standard 13 and 16-foot models with four and eight-foot extensions. The shuffle-alley comes

right society by phonograph operators and distributors.

The court ruled that the 20 per cent boost in royalties proposed by GEMA were sufficient to depress the phonograph market, and this fact justified the complaint with the Federal Cartel Office against GEMA by the Central Organization of Coin Machine Operators and the Association of German Coin Machine Wholesalers.

GEMA has been protesting the admission of the two coin machine organizations to hearings by the Federal Cartel Office, the antitrust arm of the Bonn government, contending that they had no grounds for antitrust complaint against the copyright society.



UNITED'S CREST

in standard 81/2-foot length. Both games have stainless-steel trim, modernized backglass and hood, and streamlined alleys in multi-color trim.



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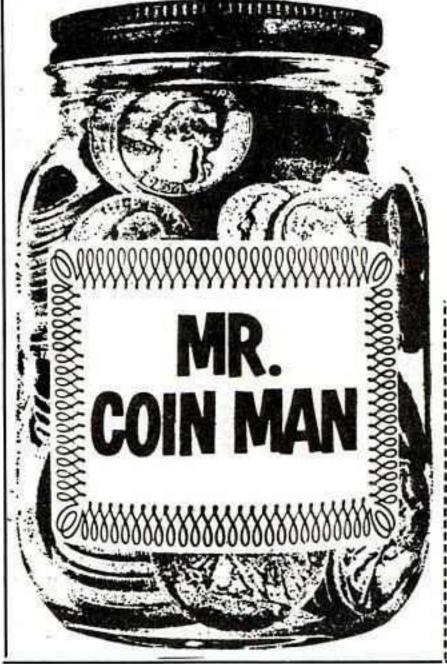
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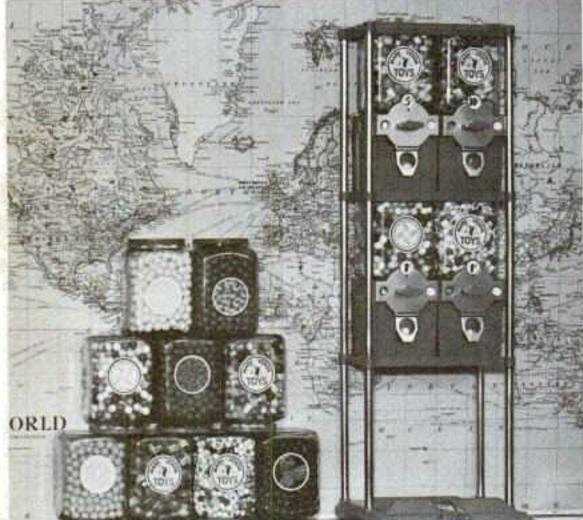
Eppy Announces Premium Offer

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

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

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

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- BUILT FOR BUSINESS—Corner locks eliminating water seepage, corner protection pipes, out-of-view wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vendor.
- SIMPLE—Ready-filled jars with labels or displays speed up servicing.
 Chain Store managers who fill their own machines will find it easy—even if they know nothing about vendors.
- 7. SANITARY—Jars come filled, labeled, and clinic clean.
- SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
- The empty jars themselves will be in great demand by storekeepers, his friends, and his customers for cookie jar or display jars.

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COUNSEL SAYS:

NVA Spruced Up Bulk Ops' Image

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

Raynor said Washington legislators now realize that bulk operators also oppose blue sky set-ups, favor health regulations and want to conduct their businesses on a high ethical plane. "It took years, however, and we not only had to establish the image of NVA but that of the entire bulk industry," Raynor said.

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

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

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

"That NVA has met the threat of legislative action throughout the country in such States as Ohio and New York.

"That the bulk industry now works with other trade groups

King Koin Units To Be Shipped

VAN NUYS, Calif. — Shipments of the new King Koin bulk vending machines are expected to move out of here Monday (15), Harold Probasco, owner of Harby Industries, said.

Probasco returned here recently from showing his new line in Chicago, where he was admitted as a member of the National Vendors Association. Probasco said that a large number of machines were sold during the meeting.

Bride Miniatures By Guggenheim

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

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

All items may be vended through a ball gum and charm wheel. Free colored advertising labels come with each order.

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



MILTON T. RAYNOR

police, politics and the like, permitting operators to concentrate on their business and grow and thrive."

Raynor termed a trade association a living thing that can't operate in a vacuum. "NVA was born of the industry to serve the industry," he said. and associations around the country.

"That NVA has eliminated the anxiety and fear of outside

The SENSATION of the N.V.A. Show!

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 .75

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 .75

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 .68

 Pistachio Nuts, Sheik, Red
 .58

 Cashew, Butts
 .61

 Peanuts, Jumbo
 .45

 Spanish
 .32

 Mixed Nuts
 .57

 Baby Chicks
 .32

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 .32

 Bridge Mix
 .32

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 .32

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 .30

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 .28

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 .47

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 .47

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Say You Saw It in Billboard

Cracking Coast Supermart



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



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



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

PRINCESS RINGS Adjustable Metal Rings Genuine Reproductions of Stone Rings Only \$13.50 per M for 5 M

Write for low prices on other feature items. Send \$2.25 for a sample gross of PRINCESS RINGS.

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

Paul A. Price Firm to Move Headquarters

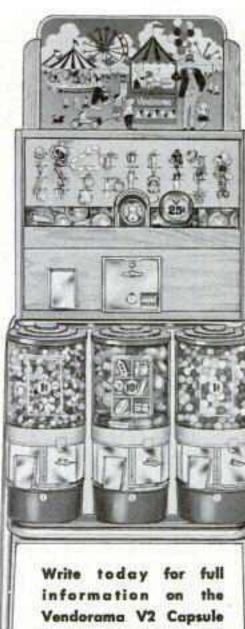
NEW YORK — The Paul A. Price Company, charm manufacturer, will move to new headquarters at 5 Skillman Street, Roslyn, L. I., on May 1. An open house at the 15,000-squarefoot building will be held within a few days of the move.

Price said that new molding (Continued on page 62)

VICTOR TOPPER DELUXE, 1c. \$ 9.00 ACORN, 8 Lb., S.A.W., 1c... 9.00 VICTOR PEN MACHINES, 10c. 14.00 ABBY TRADING CARDS. Sc (3 Column) ABBY TRADING CARDS (New) 5c (2 Column) 13.00 (All Good Condition) BASEBALL CARDS— ALL TIME GREATS \$.50 M BASEBALL CARDS-FOB-Oceanside, New York FOLZ VENDING CO., INC. Box 8, Oceanside, N. Y.

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HAPPY WINNERS



AND WHY SHOULDN'T THEY BE HAPPY? They just won prizes ranging from a new color television and full-size freezer to several hundred dollars worth of bulk merchandise, jeweled wrist watch and gas range at the recent NVA convention. Kneeling: Ludwik Orsak, Houston; Bert Fraga, Oakland; Pryde Waller, Atlanta; C. Allister Gunn, San Antonio. Standing: Margaret Irven, daughter of Chicago operator Phil Sparacino; George V. Chapman, Granite City, Ill.; E. Cook, Chicago; Toby Katz, St. Louis, who helped draw the winners; Rolfe Lobell, convention chairman, who supervised the drawing; Royal R. Miller, Londstrom, Minn.; Sue Folz, New York, ladies' day chairman, who assisted Mrs. Katz in drawing winners; H. C. Rouse, Chicago, and Rebecca Bell, Chicago.

Report From Britain

PPL Cracks Down

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

Last week Phonographic Performance, Ltd., watchdog of the British Phonographic Industry federation, obtained High Court

injunctions against several UK clubs and pubs.

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

Also padlocked were juke boxes at Caribbean Coffee Bar, Reeve Inn, OK Cafe, Bear Inn,

ACTIVE'S THE CHOICE FOR

and the Prince George Tavern, all of Brighton. Pending purchases of PPL permit, that is.

The disk most cited as evidence of breach of statute was "Ya Ya Twist."

Shack Back in UK

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

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

As a result of this limitation on U. S. equipment, he predicts that equipment prices in the UK are "about to soar," and certain coin-amusement machines will

(Continued on page 62)

32 YEARS

Max and Harry Still Swinging

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

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

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

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

COINMEN IN THE NEWS

Denver Doings

Eastern Colorado operators were saddened in early March by the accidental death of Don Hammer, veteran phonograph and amusement machine operator with headquarters at Yuma, Colo. Hammer was answering a service call at Wray, Colo., at night when his car struck the back of a farm truck which had no tail lights or safety warnings. Hammer died instantly in the wreckage, according to State Police. . . . Pete Geritz, Rock-Ola distributor at Mountain Distributors, is putting in a full day daily at his desk, following a protracted seige of illness. . . . Harold Hold, formerly a partner in Draco Sales Company, Denver Wurlitzer distributorship, is reportedly rejoining the distributing firm as an active partner, following a few years of route operations in the mountain resort areas.

Sam and Dan Keys, officers of the newly formed Stereo Music, Inc., firm here, are planning to expand arcade installations in Denver and the suburbs, on the strength of highly successful operations of the past two years. In both years, well-equipped arcades have gone a long way to make up for somewhat lowered phonograph collections. . . . The end of several industrial strikes in Pueblo, Colo., has brought collections back to normal on phonograph and amusement machines, according to Bill Haeffner, Pueblo operator, who has added several new pieces to his string.

Operators in Denver are complaining that lowered volume in many locations has brought an unpleasant result—demands for excessively large location loans in new spots. Numerous operators who have hopefully investigated half a dozen new potential locations opening up in their areas, have given up after finding that loans were "out of reason." . . . Stereo Music, Inc., the new partnership of Sam Keys, Dan Keys and Marshall Pack, will add several new routes in the near future. . . . Robert Linville, operator of the Broadway Penny Arcade in downtown Denver, suffered a \$300 loss on March 16 when winds, which reached 95 miles an hour, blew the front windows out of his arcade building. The loss was not insured.

Frank Huber, partner with Glenn Pierce in operation of the Century-Supreme Music Company, Denver, is throwing out his chest over graduation of his son, Frank Jr., to flying 1,200mile-per-hour jet fighters in the U. S. Air Force. Lieutenant Huber is a front-line fighter pilot. . . . Flying in his own airplane recently for a shopping tour of Denver distributors, was N. M.

Milwaukee Mentions

Unsolicited testimonial from

Leo Dinon, H. & G. Amuse-

ment Company: "We've racked

up some very good results with

our new Seeburg Console installations. Receipts have gone up in each instance." Joe Pelligrino, P. & P. Distributing Company, is vacationing in the East. This trip was made in order to visit his son Paul, working near Hartford, Conn., on an engineering assignment. . . . Coinmen stopping in to shop the record onestops this week included the following: Elmer Schmitz, Hilbert; Jim Blanker, Marshfield; John Jesinski, Sheboygan; Chuck Hartman, Watertown, and Joe Roberts, West Bend Amusements. . . . Demand for pool tables is at a peak, according to Sam Hastings, Hastings Distrib-uting Company. "Used pool tables are especially scarce," Hastings says. "The good ones go out as fast as they come in." . . . April meeting of the Milwaukee Phonograph Operators Association will be "strictly business," according to prexy Sam Hastings. Program plans have failed to jell for last two meetings. Still in the blueprint stages for the May and June sessions are an appearance by Bob Blundred, executive secretary of the Music Operators of America; an AMI service school and a talk on phonograph records by Stu Glassman, head of the Downtown Radio Doctors one-stop. . . . Frank Bartnik, Banaco Music, just back from a flying visit to his brother-in-law, Al Witalis, Western Music, in Cleveland, reports keen enthusiasm over that city's new lakefront airport. Bartnik's plans call for a flight to his hunting lodge in Canada during June, when it warms up in that part of the country." . . . Route receipts have begun to show spring improvement, according to Glenn Geadtke, G. & W. Vendors. Back on the job after a vacation in the South is Geadtke's partner, Herb Wagner. . . . Baseball games continue to move at a good pace, according to Sam Cooper, Pioneer Sales & Service. But even bigger volume stems from the firm's new Rowe single cup coffee vending unit. . . . Nathan Victor, manager of S. L. London Music Company, received lots of congratulations last week on his 20th wedding anniversary. . . . Stop-ins at the United, Inc., headquarters this week, according to service foreman Mark Case, included Johnny Barros, Merrill; Ernie Feight, Rhinelander, and Clare

Escanaba, Mich. BEN OLLMAN



Brunette, from way up in

Herb Roggow, phonograph operator who, likewise, heads up a flying school in Las Vegas, AMERICAN 9' SHUFFLEBOARDS Deluxe Shooting Gal. \$275 Midway Shooting Gal. 195 Wms. Safari 165 BIG BALL BOWLERS PUCK BOWLERS Bally Lucky\$195 Bally Trophy245 United Royal195 Bally Challenger375 United Holiday745 Blinker\$125 ABC 145 Congress 145 Bally Deluxe Club 245 Bally Lucky 295 Chqo. Coin Rocket 85 United Shooting Star. 95 ARCADE EQUIPMENT PUCK BOWLERS Pollard Football\$175 Keeney Bonus \$ 95 Keeney Speed Lane .. 145 Keeney Century 145 Keeney Jewel 185 GUNS Exhibit Gallery\$ 95 Rifle Gallery 95

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David Howle Named Head Of Rock-Ola Book Sales

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

Howle had been vice-president in charge of vending for the Williams Electronic Manufacturing Corporation, from whom

UK Will Take Good Look at Payout Trade

LONDON - A census of United Kingdom fruit machine distributors, operators and location owners will soon get under way, according to Chancellor R. Maudling. Purpose of the survey is to consider new taxes on the payout machines.

Most of the major juke box distributors will be surveyed, as they also handle fruit machines. Prominent exceptions are Ditchburn Equipment, Lytham, Lancashire, and the Seeburg outlet.

LONDON—There is a census to be taken in the United Kingdom of fruit machine distributors, operators and site-owners.

This is the significant gist (Continued on page 62)

0000

Rock-Ola recently purchased the Book-O-Mat.

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

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

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

German Mfr. Dies

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

COURT SAYS STATE O.K. SUPERSEDES LOCAL BAN

LITTLE ROCK—The Arkansas Supreme Court has ruled that a municipality has no right to pass an ordinance banning pinball machines as long as State law specifically permits them.

The unanimous decision affirmed the ruling of the Clay County Chancery Court which held that the city of Piggott had no right to bar pinballs as a public nuisance. Piggott's 1962 ordinance had fixed a fine of from \$5 to \$25 a day for violators.

Mrs. Dena Eblen of the Paragould Music Company and several location owners had filed suit to enjoin the city from enforcing the ordinance.

The Supreme Court's ruling held that as long as no evidence of gambling was presented, the machines were not a public nuisance and that the State law was paramount.

Tom Sams Joins Sheldon Sales in Upstate New York

CHICAGO - Tom Sams, a 16-year coin machine veteran and vice-president and sales manager of Rowe-AC Services, last week joined Sheldon Sales, Buffalo, N. Y., full-line distributor for Rowe-AC.

Sams joins owners Leroy Bergman and John Cooper in the management of the distributorship. Sams' duties at Rowe-AC have been assumed by Fred Pollak, vice-president in charge of marketing.

Though only 35, Sams has had an almost meteoric career in the coin machine field. He started as an executive with the old Coin Machine Acceptance Corporation, working under E. R. Ratajack for some four years.

He later joined AMI Corporation, again working under Rat-

Veteran Mississippi

Operator Dies at 66

Mahon Jones, owner of Jones

Amusement Company, first

music and game operator in

Holly Springs, died last week of

a heart attack as he stood to

introduce a guest at the Rotary

in 1936. He leaves his wife,

married daughter and minor

son. His son-in-law, Bubba

Slayden, worked for Jones and

is expected to carry on opera-

tion of the route.

Jones started in the business

Club luncheon. He was 66.

HOLLY SPRINGS, Miss. —



TOM SAMS

ajack as West Coast district sales manager. He was promoted to assistant director of sales, moving to Grand Rapids, Mich., AMI's home office, and later director of sales.

Shortly after AMI was purchased by Automatic Canteen Company of America, Sams came to Chicago as vice-president in charge of sales for the phonograph division, and was promoted to vice-president in charge of sales for all products six months ago.

The Rowe-AC sales staff threw a farewell luncheon for Sams last week at which time he was presented with a gold desk set.

Talarico and Knoner Sell 30-piece Route

MEMPHIS-Michael Talarico and John Knoner, owners of K & T Amusement Company, last week sold their route to Popular Tunes Music Service for a reported \$25,000. About 30 pieces of equipment changed hands.

John Novarese and Joe Cuoghi are partners in Popular Tunes.

Talarico and Knoner are both employes of a railroad and built the route over a period of six years in their spare time. They had the equipment in 18 loca-

FOR THE WEEK GAMES GAMES 250 OF THEM

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Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED?

Playtime Bowler, 16 Ft. ...\$435.00
Jumbo Bowler, 16 Ft. ... 250.00
Bonus Bowler, 16 Ft. ... 425.00
Bally Strike ... 149.50
DuGrenier 12-Col. Cigarette Venders ... 139.50
DuGrenier 14-Col. Cigarette Venders ... 375.00
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We have many large ball Bowlers for sale, as is. What price do you

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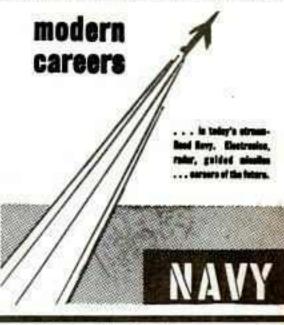
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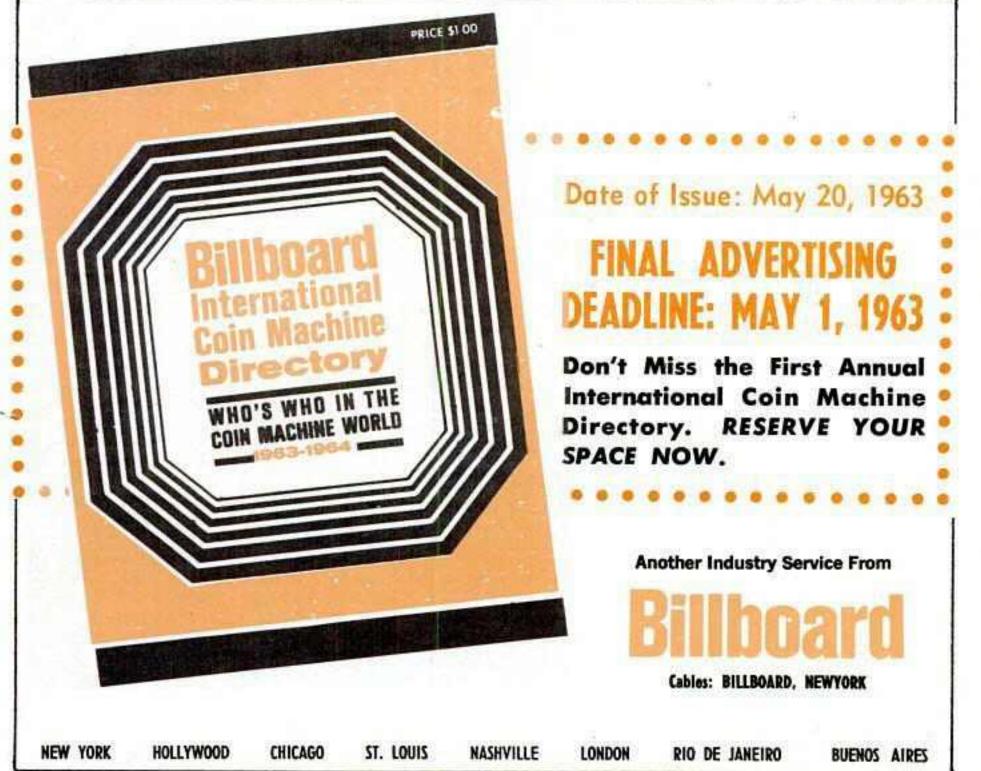


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O'er Hill & Dale Go the Kisers

the "expose" policy, Michael

Dale, under the caption "The

Juke Box Kids Have Rumbled

Continued from page 54

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

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

Spanish Music

Because there are many people of Spanish extraction in the New Mexico, Arizona and Colorado towns involved, the Kisers subscribe to

Spanish-American newspaper, keep track of the music which is popular with readers, and makes sure that it is on the spindles. It isn't unusual to program more than 100 popular Spanish numbers in a tavern location, with good play results on each—and whatever the top hit may be in Old Mexico, the chances are that it will turn up on the Kiser spindle long before the average operator

Both Kisers are members of boards, committees, social and business organizations, carry business cards which identify them with phonograph and amusement machine operations, and do a lot of hand shaking. The net results of some 10 hours of work per day for each man, plus personality rapport is that this 50-phonograph route, in what seems to be a badly isolated area, pays returns equal to many 100-stop routes in other parts of the country.

> because the machines "cheat" by frequently taking several coin-

Operators feel the income decline is caused by competition from fruit machines in the same locations (Billboard, April 6).

Citing a Kensington tavern, the Three Kings, an investigator selected a Petula Clark disk in one bar and the same disk in another bar. "The juke box played the record once. Then it went quiet until an entirely different selection was made," Dale states. Similar experiences were found in juke boxes in Manchester and Edinburgh,

or fault in the machine."

Tradesters' view of the article is "it's unreasonable." Michael Green, field executive of Phonographic Equipment, Ltd., big London distributing - operator, said: "The facts are nearly all wrong. Most juke boxes will play a pre-selection again once the original selection is playing."

slottings for a single play.

The writer quotes Ditchburn Equipment, Ltd., of Lytham, Lancashire, as concurring. But an executive of the firm told Billboard: "No one identifying himself as a journalist for The People has spoken to a responsible official of Ditchburn.'

Dale claims that operators frequently get as much as three shillings for one play of a disk, particularly from wall box sys-

"That means extra 'lolly' (UK vernacular for cash) for the men who make money from these machines," he writes. And he claims, "But it was no accident,"

'Expose' Article Angers British Juke Box Ops

By JOHN THOMPSON

LONDON-The juke box industry in the United Kingdom is angry about a press attack on its honesty.

In an article in The People, national Sunday newspaper of

Them at Last," claims that the juke boxes "are losing their glitter," and that operators' take has declined this past two years SUMMER SPECIALS ARCADE EQUIPMENT AND GUNS





NASHVILLE

LONDON

RIO DE JANEIRO

BUENOS AIRES

ST. LOUIS

CHICAGO

NEW YORK

HOLLYWOOD

MOA to Fore Again

Continued from page 53

to cite the economic reasons with maintaining the exemption, and the logic of MOA's argument has impressed the legislators sufficiently to have the Celler bills killed.

This year MOA will have a more difficult fight. The advocates for removal of the exemption are well organized, and the specific bill appears to be better drawn up than its predecessors.

It seems a shame, though, that MOA, fighting the battle for all operators, is acutally supported only by a few hundred duespaying members.

If the latest version passes—a possibility that is far from remote-the hundreds of operators who thought enough of their industry to support its trade association will be in the same prediciment as the thousands of free loaders.

And that would be a greater injustice than the passage of the bill

itself.

MOA Has Rosy Spring Outlook

Continued from page 53

elected to the MOA board: Henry Leyser, California; William Anderson, West Virginia; Jack Bess, Virginia; Mrs. Millie McCarthy, New York, and Bob Lindelof, Illinois.

George A. Miller, MOA pastpresident, now legislative and insurance counselor, reported that MOA has asked Congress for a postponement on hearings scheduled on a pair of new copyright exemption bills.

The most imminent bill (H.R. 5174) slated for hearing May 2-3, would provide for the elimination of the copyright exemption on music machines and require an annual \$5 per machine payment to be made directly to the Copyright office in the Library of Congress. (Earlier bills required payments to be made directly to the licensing agencies, with supervision by a committee of three, representing the operators, the societies and

MOA managing director Robert Blundred reported:

It is a matter of sometimes waiting turn for the rotor to deal with other selections positioned prior to the desired repeat.

Mike Elliott, accounts executive of Ruffler & Walker, Ltd., another big London operator, agreed with most of the article, but added: "But it forgets to say that the kids go to the siteowner and ask for their money back (sixpence, usually). They might get a fishy eye, but they get a refund in the majority of cases."

In his firm's experience, "On average, out of a juke box's weekly £10 take there is about five shillings (75ø) extra to the number of plays on the indicator."

Elliott looks forward to the development of signal light circuits for all juke boxes, which would advise players when the machine is clear for selection.

Meantime, the newspaper "expose" has provoked mixed feelings in the juke box trade from irate "Let's sue," contemplations to intramural arguments about the article's factual accuracy.

Concluded one major London operator: "So juke boxes are in the news. It's gotta be good for business." the public.)

Kansas Ruling

Continued from page 53

tiari for a review in the federal courts.

If this tactic fails, Cook said he would then initiate another suit in the United States District Court.

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

- An addition of over 100 members in the past six months. The beginning of a survey on location contracts.
- The development of an "Invitation to Exhibit" kit for the 1963 MOA convention.
- Increase in requests from operators for guidance on route administration and operating techniques.

A suggestion that Hirsh de La Viez, Washington operator, handle the entertainment for the MOA banquet, was referred to the entertainment committee.

De La Viez handled entertainment in the old lush days when record manufacturers used to vie for a place on the program which regularly featured many of the top recording artists in the country, and ran as long as five hours.

Ted Nichols, Nebraska, chairman of the program committee. said that forum discussions at the convention would cover the following: Programming, taxes and legislation, administration and management, plus the scheduling of several manufacturer workshops and a sessions for various State associations to be chairmaned by Joe Silverman, Philadelphia.

Other discussion covered the adoption of a code of ethics and a suggestion from Millie McCarthy, New York, that the association consider establishing a training school for mechanics -possibly in connection with universities and colleges. She noted that such a program was recently set up for vending personnel by NAMA.

Cross Country

Continued from page 53

The gate may also be opened by hitting A-B-C-D swings. The gate then remains open until a ball is shot through the gate by flipper action, returning the ball to the shooter channel for more play.

The number of free balls a player may receive during one game depends entirely on his skill in opening and flipping a ball through the gate.

Another new Cross-Country feature appears on the back glass: triple skill-selectable routes across the map for coast-tocoast specials. Players select red, blue or green routes at the start of the game by shooting the first ball over the corresponding rollovers.

Each route consists of 10 stations. Hitting the A-B-C-D swings advances the selected route light to the next station. Hitting station 10 scores a special. Advances on all the routes are held over from game to game.

Cross-Country can be operated with or without a matchscore feature.

New Celler Bill Is Toughest Yet

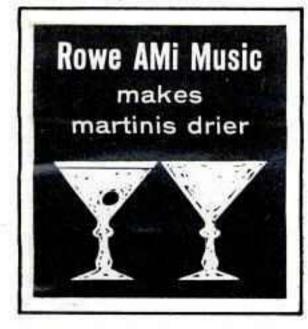
Continued from page 53

1909 exemption for coin-operated music boxes. Juke box operators will insist that the 1909 exemption was knowingly inserted, and is survival necessity for what is essentially a small business operation. Operators will point to claims by West German operators (GEMA) that music performance license collection is killing their industry over there.

But there are some new elements. A major thrust will come from the manmoth revision of the 1909 Copyright Act, which will be in hearing stage possibly by the end of the 88th Congress. The widespread and quickening interest of government and of all copyright-based industries in the

Indies Handle Vendtronics

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



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BOLLY
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

OPERATE
UNITED
Shuffle Alleys
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Bowling Alleys
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revision has made many more congressmen and senators aware of the need for new copyright legislation for U. S. domestic and international copyright dealings.

The Copyright Office has deliberately omitted all consideration of the juke box aspect of the 1909 Act and left it squarely up to Congress to decide. But the parent Library of Congress and the Copyright Office make no secret of their urgent hope that what they term an "anamoly" in the old law will be cleared away before final revision terms go into law.

There is, too, a slightly different make-up in the Willis subcommittee, which has, in previous years, refused to vote out an anti-exemption bill after hearing a stream of grass-roots spokesmen for the juke box operators plead for "no ASCAP tax" and offer instead to pay more mechanical royalties on records used in juke play "to make sure the money goes to

Hub Distribs To Show Line At Open House

BOSTON—Music and Vending Corporation, new Rock-Ola distributor here, is holding an open house here April 22-26 to show the complete Rock-Ola juke box and vending line.

Music and Vending Corporation is the distributorship formed here recently by Al Levine and Al Simon. Simon is also Rock-Ola distributor in New York.

Levine has been sales manager of Redd Distributing Company here since 1955 and was previously associated with numerous other coin machine firms.

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

Coinman G. Smith Dies in Chicago

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

Smith had been with the Chicago AMI distributorship since 1948, joining Atlas when it was bought by Automatic Canteen Company of America and given the AMI franchise three years ago. Smith was a widower and leaves no immediate family.

Exclusive Chicago Area IMPORTERS Distributor for SEND FOR WURLITZER FREE **PHONOGRAPH** LATEST CATALOG and PARTS 64 Pages—Fully Illustrated. COIN MACHINE EXCHANGE, INC. Joe Kline Cable: "FIRSTCOIN"-Chicago • 0 CHICAGO 22, ILLINOIS Dickens 2-0500 those songwriters who have really earned it."

Gone from the Republican ranks of the subcommittee are Rep. William Cramer (R., Fla.) and Rep. James Battin (R., Mont.). Replacing them are Representatives Cahill (R., N. J.) and Martin (R., Calif.). The Democratic member, Representative Loser (D., Tenn.), has been replaced by Representative St. Onge (D., Conn.).

Remaining members of the 10-man group are Chairman Willis (D., La.), Reps. William Tuck (D., Va.), Roland Libonati (D., Ill.), Herman D. Toll (D., Pa.), Robert Kastenmieier (D., Wis.), John Lindsay (R., N. Y.) and Charles Mathias (R., Md.).

Other administrative details of the Celler bill: The Performing Rights Administrator can make and/or amend rules and regulations on the manner of payment and distribution of license fees, subject to approval by Library of Congress. The administrator's distribution decisions will be final unless within 60 days a right-to-share claim is brought

to U. S. District Cort for the District of Columbia.

If action is brought, the administrator will withhold from distribution an amount large enough to satisfy all claims subject to judicial review and distribute the rest. Total expense of the new Performing Rights Administration Office will come out of the license fees collected. To set up the office, there would be a government appropriation, which would be paid back to treasury over a 10-year period out of the license fees collected.



BUY THE BEST-BUY WILLIAMS

Report From Britain

Continued from page 58

become scarce, relative to the available market.

Scottish Symphonic

GLASGOW — Rae Higgins, technical sales executive of Symplay, Ltd., said his firm has se-

cured its first Symphonie wallbox type juke box installation in a Glasgow cafe.

The firm, which uses a house trailer showroom, behind a Landrover vehicle, for sales promotion on-the-spot, has recently been paying much attention to the Scottish Lothians and Clydeside as operating territory.

Old Box Available

LONDON-The ancient prototype juke box, the Polyphon, made in Germany, is still available in the United Kingdom.

Arnold J. Swanson, of 11th century Notley Abbey, Buckinghamshire, acquired one recently.

One of these penny-operated machines is owned by P. Foste-

kew, Bagshot Lea, Surrey. This Polyphon is said to be 130 years old, plays steel disks of music hall melodies, and was originally part of the amusements on Brighton pier.

Elliott Is Father

LONDON-Mike Elliott, accounts executive of Ruffler and Walker, Ltd., London-Rock-Ola distributors, announces the birth of his first child, a girl, recently. Both mother and child are "doing fine," he stated. He is planning a celebration party "for trade associates and personal friends," around baptism time in a few weeks.

Colliers Dig Classics

NOTTINGHAM - Longhair music by juke boxes is the preference of coal miners of tiny Welbeck Village, Nottinghamshire, John Henderson, head of Seeburg (G.B.), Ltd., confides.

The colliers have installed a Seeburg LP stereo console unit in their mine-adjacent social club, with a magazine of classical and semi-classical albums.

Operator is E. W. Woolhouse, of Nottingham. The Seeburg console was one of the first installations of firm's extra-elegant LP unit in the north of England since its debut here last fall. Coin take from longhair plays is reported "excellent."

Price Moves

Continued from page 57

equipment and vacuum plating machines will be installed in the new plant. He added that the one-story building is in an area with ample parking facilities.

Meanwhile, Price said that he will continue with the drawing for the Falcon station wagon for the second successive year. This

UK Will Take Look

• Continued from page 59

of the UK Budget Speech by Chancellor R. Maudling last week (3) as it affects the coinequipment trade in Britain.

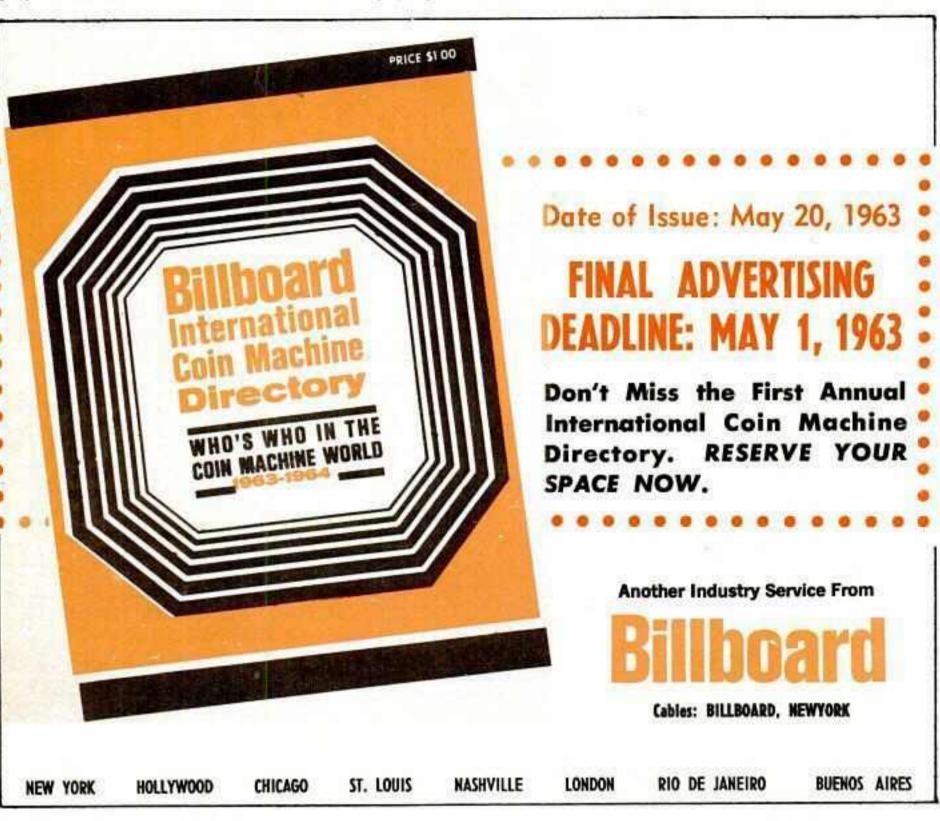
Certain to be proscribed on the revenuers' new roster are most of the major juke box distributing-operators in the UK. Phonographic Equipment Ltd., Perrett Automatics Ltd., Bell-Fruit Ltd. (Nottingham), Coughtrey's Automatic Supplies, Peter Simper & Company Ltd., Auto-Slot Sales Ltd., Ruffler & Walker Ltd., Mar-Matic Sales Ltd. and Krafts Automatics Ltd. will be heading the Customs' roll call. Ditchburn Equipment doesn't handle fruits and is in the clear.

The news has produced uneasy reactions from fruit machine distributors and operators alike. The Exchequer's intent is feared for its effects upon the now-opening territory in taverns. With innkeepers and brewers becoming somewhat reassured about the value of fruits in pubs, when token-operated as they must be, since the Licensed Victuallers' Trade Fair last month, the prospect of direct taxation and Customs surveillance could militate against sales.

year's prize went to Paul Guynes, of Graff Vending, Dallas, at the recent National Vendors Association convention.

The contest, which went into effect April 1, has the following rules: Each operator gets one ticket for his first purchase of \$1,200 and an additional ticket for each additional \$100 purchase. The winning ticket will be drawn in Miami next April at the 1964 NVA convention. Previous winners are not eligible.

COIN





A Gottlieb

FLIPPER (

SKILL GAME

Life to an All-Time

High!



HOTTEST GOMBO OF THE YEAR Seeburg's exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records...a perfect companion in style and performance for the new LP Console. It features albums, true stereo sound, and it's personalized. And it has an exclusive new name, too... Seeburg Stereo Consolette.



WHEN IN ROME: During filming of "Gidget Goes to Rome" for Columbia Pictures, Jimmy Darren and Cindy Carol attract crowds along banks of Tiber. Darren will cut two bilingual songs for film, "Big

Italian Moon" and "Gegetta," to be released by Colpix Records in July concurrent with release of picture.



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

Billboard PHOTO GALLERY OF Newsmakers



NEW BOSSA: Brazilian composer and conductor Paulo Alencar presents copy of his Atco album, "Jazza Nova," to Wilma Storch of Brazilian Government Trade Bureau.



5. A. SHOPKEEP: At grand opening of new record shop Cadena Serrana, in Caracas, manager C. Rada is congratulated by Stanley Steinhauss, president of Ronde of Venezuela, while disk jockey Clemente Vargas Jr. adds good wishes.



RIO BASH: CBS Records played host to press and TV at the Copacabana Palace Hotel, Rio, to introduce staff. Shown, left to right, are Evandro Ribeiro, CBS Brazil; Robert McColgin, sound engineer; Peter de Rougemont, European representative; E. W. Pugh Jr., financial v.-p.

from New York; H. E. Morris, Brazilian Odeon (EMI group); Hervey Schein, International Operations, and Maria Esther Davis, International repertory manager of Orfeo and CBS in Buenos Aires.



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



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



HUDDLE: Scepter Records' Chuck Jackson discusses session with a.&r. man Ed Townsend. Tuned in are (left to right) execs Marvin Schlacter, Florence Greenberg, Paul Cantor.





MAN IN ROME: This is not a movie set. It's Rome, and Andy Williams is standing on top of Spanish Steps (which lead to the Church of the Trinity).

Williams taped first TV show in Rome two weeks



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

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



SONG TO REMEMBER: Publisher Hal Cook presents Vito Samela, Capitol's national singles sales manager, with Billboard Award for firm's No. 1 single,

"Sukiyaki," by Kyu Sakamot, at New York's Tokyo Sukiyaki Restaurant.

Billboard PHOTO GALLERY OF Newsmakers



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



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



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



HUBERT LONG, head of Moss Parisings Walter Haynesa, writer president in charge of writer current clicks: "Still," "Black Cloud."



Rose have fun during filming of her TV show in Sydney. Show was taped during thrush's first. Australian engagement at Andre's.

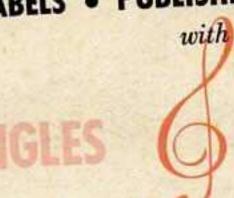


PULLING FIRST COPY of "Hits From Hollywood" LP off Australian press is Carmen Cavallaro. Scene was Sydney's Chequers night club. Festival's Roy Atkinson watches.

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