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BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Opera

PAGE ONE RECORDS



JFK Take-Off, Elvis New One Doing Runaway

SINGLES

★ NATIONAL BREAKOUTS

TWO LOVERS, Mary Wells, Motown 1035

★ REGIONAL BREAKOUTS

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

- GO TIGER, GO! . . .**
Guy Mitchell, Joy 270 (Drury Lane, BMI) (New Orleans, Minneapolis-St. Paul)
- THE BEST MAN CRIED . . .**
Clyde McPhatter, Mercury 72051 (Ark-La-Tex, BMI) (Washington)
- CAST YOUR FATE TO THE WIND . . .**
Vince Guaraldi Trio, Fantasy 563 (Friendship, BMI) (Minneapolis-St. Paul)
- PEPINO THE ITALIAN MOUSE . . .**
Lou Monte, Reprise 20106 (Romance-Ding Dong, BMI) (Chicago)
- THE RIVER TOOK MY BABY . . .**
Dick & Dee Dee, Warner Bros. 5320 (Odin, ASCAP) (New York)
- REMEMBER THEN . . .**
Earls, Old Town 1130 (January, BMI) (Chicago)
- THE NIGHT HAS A THOUSAND EYES . . .**
Bobby Vee, Liberty 55521 (Blen-Mabs, ASCAP) (Boston)
- COME TO ME . . .**
Richard (Popcorn) Wylie, Epic 9543 (Popmore, BMI) (New Orleans)
- DON'T MAKE ME OVER . . .**
Dionne Warwick, Scepter 1239 (Bacharach-Jac, ASCAP) (Detroit)
- LONG BLACK LIMOUSINE . . .**
Glen Campbell, Capitol 4856 (American, BMI) (Dallas-Ft. Worth)
- LET ME GO THE RIGHT WAY . . .**
Supremes, Motown 1034 (Jobete, BMI) (Detroit)
- TENDER TOUCH . . .**
Eddy Arnold, RCA Victor 8102 (Four Star, BMI) (Dallas-Ft. Worth)
- I SAW LINDA YESTERDAY . . .**
Dickey Lee, Smash 1791 (Jack, BMI) (Minneapolis-St. Paul)
- WALKIN' THROUGH A CEMETERY . . .**
Claudine Clark, Chancellor 1124 (Lyn-Eve, BMI) (Philadelphia)
- THERE'LL BE NO TEARDROPS TONIGHT . . .**
Adam Wade, Epic 9557 (Fred Rose, BMI) (Dallas-Ft. Worth)
- WILD WEEKEND . . .**
Rebels, Swan 4126 (Shan-Todd, BMI) (Buffalo)
- QUANDO, QUANDO, QUANDO . . .**
Tony Della Malva, Groove 0013 (Witmark, ASCAP) (St. Louis)
- SOMEWHERE . . .**
Escorts, Coral 62336 (Schirmer, ASCAP) (Detroit)
- STRANGER . . .**
Patty McCoy, Counsel 116 (Roxanna, BMI) (St. Louis)

NEW ON THE HOT 100

- 64. **TWO LOVERS . . .**
Mary Wells, Motown 1035
- 73. **LET'S KISS AND MAKE UP . . .**
Bobby Vinton, Epic 9561
- 77. **TEN LITTLE INDIANS . . .**
Beach Boys, Capitol 4880
- 81. **TELL HIM . . .**
Exciters, United Artists 544
- 83. **ROAD HOG . . .**
John D. Loudermilk, RCA Victor 8101
- 84. **THE LOVE OF A BOY . . .**
Timi Yuro, Liberty 55519
- 86. **SEE SEE RIDER . . .**
LaVern Baker, Atlantic 2167
- 89. **I'M SO LONESOME I COULD CRY . . .**
Johnny Tillotson, Cadence 1432
- 91. **STRANGE I KNOW . . .**
Marvelettes, Tamla 54072
- 92. **GONNA RAISE A RUCKUS TONIGHT . . .**
Jimmy Dean, Columbia 42600

(Continued on page 8)

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor MM 2003**
- EARL GRANT AT BASIN STREET EAST, Decca DL 4299**
- MR. PRESIDENT, Original Cast, Columbia KOL 5870**
- I'VE GOT A WOMAN, Jimmy McGriff, Sue LP 1012**

STEREO

- MR. PRESIDENT, Original Cast, Columbia KOS 2270**
- TONY BENNETT AT CARNEGIE HALL, Columbia C25 823**
- WARM AND WILLING, Andy Williams, Columbia CS 8679**
- SERGIO FRANCHI, RCA Victor LSC 2640**

★ NEW ACTION LP'S

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP Chart.

MONO

- GIRLS! GIRLS! GIRLS! . . .**
Elvis Presley, RCA Victor LPM 2621
- NEW BEAT BOSSA NOVA . . .**
Zoot Sims & His Ork, Colpix CP 435
- DO YOU LOVE ME . . .**
Contours, Gordy 901
- DINO LATINO . . .**
Dean Martin, Reprise R 6054
- BIG BAND BOSSA NOVA . . .**
Quincy Jones & His Band, Mercury MG 20751
- THE FIRST FAMILY . . .**
Vaughn Meader, Cadence CLP 3060
- YOU BELONG TO ME . . .**
Duprees, Coed LPC 905
- BAD BOSSA NOVA . . .**
Gene Ammons, Prestige PR 7257
- LET'S TALK ABOUT LOVE . . .**
Joanie Sommers, Warner Bros. W 1474
- WHAT'S A MATTER BABY . . .**
Timi Yuro, Liberty LRP 3263
- THE COLORFUL PETER NERO . . .**
RCA Victor LPM 2618
- ONE IS A LONELY NUMBER . . .**
Adam Wade, Epic LN 24026
- THE TOKYO BLUES . . .**
Horace Silver Quintet, Blue Note 4110
- COUNTRY MEETS THE BLUES . . .**
Ramsey Lewis Trio, Argo LP 701
- THE BEST OF JERRY BUTLER . . .**
Vee Jay LP 1048

STEREO

- FIFTY GUITARS VISIT HAWAII . . .**
Tommy Garrett, Liberty LSS 14022
- THE BEST OF SAM COOKE . . .**
RCA Victor LSP 2625
- NEW BEAT BOSSA NOVA . . .**
Zoot Sims & His Ork, Colpix SCP 435
- THE COLORFUL PETER NERO . . .**
RCA Victor LSP 2618
- THE TWO SIDES OF THE SMOTHERS BROTHERS . . .**
Mercury SR 60675

NEW ON THE TOP LP'S

MONO

- 96. **ONLY LOVE CAN BREAK A HEART . . .**
Gene Pitney, Musicor MM 2003
- 102. **EARL GRANT AT BASIN STREET EAST . . .**
Decca DL 4299

(Continued on page 8)

The album side of the business had the industry in an uproar last week as two new albums began runaway tours and were selling like singles from coast to coast. One was the comedy LP on Cadence featuring Vaughn Meader called "The First Family," which broke in 12 major markets in less than two weeks. And the other was the new Elvis Presley track from his new picture "Girls, Girls, Girls."

The Vaughn Meader record was the hottest thing to hit since Allan Sherman's comedy waxing, "My Son, the Folk Singer," just a few weeks ago began its wildfire sale. Many tradesters were predicting that the new one would outsell the Sherman set. As for the Presley, his album was taking off like a thunderbolt, on the heels of his biggest single in some time, "Return to Sender."

While these two albums were pulling customers into stores—and in the case of the Meader set were creating street crowds outside stores when the set went out over loudspeakers—a number of other new LP's were also getting attention.

On the bossa nova front two more LP's were grabbing sales action. One was the Enoch Light "Big Band Bossa Nova" on Command, and the other was Tito Puente's bossa nova album on Roulette. This makes a total of eight bossa nova albums pulling sales, with the Getz-Byrd "Jazz Samba" continuing to rack up smash action.

Two other new Command records were doing well, too. They were the album of "Irving Berlin Music" with the Light ork, and the "Spanish Guitar" LP with Tony Mottola. Another Cadence set was also starting to create some excitement, the Don Shirley-Martha Flowers LP.

Original cast sets, "Mr. President," "Stop the World," "Beyond the Fringe" and "Oliver" all were doing well, and there were high hopes that "Little Me" would join these in strong sales action when issued by Victor within the next fortnight. Two new Latin sets were getting some action in the New York market, Pacheco's "Suav'ito" on Alegre (Vol. IV), and Pete Terrace's "Baila La Pachanga" on Tico.

IN PHILLY

'1st Family' Building Traffic

PHILADELPHIA—Business in singles remained on the slack side here last week as Quaker City disk merchants readied themselves for what they hoped would be a big step-up in sales following the Thanksgiving holiday. Meanwhile, there was much hearty feeling in most circles at the prospect of having another sensational seller bringing customers into the stores.

The seller here, as in most other areas, was the Cadence "The First Family" LP, reportedly selling like a hot single. The package was readily compared to earlier Presley singles and the original "My Fair Lady" cast album, as a store traffic-getter.

Jockeys in the area continued active on the hop and personal appearance scene, with one intriguing "battle" scheduled for Friday (23) occupying the attention of tradesters last week. This pitted WIBG's Hy Lit with Jerry Blavitt, young night-timer on WCAM, in hops the same night in neighboring New Jersey communities. Blavitt was reportedly going all out to lure the customers by offering two Italian motorcycles as prizes for a dance contest at his hop.

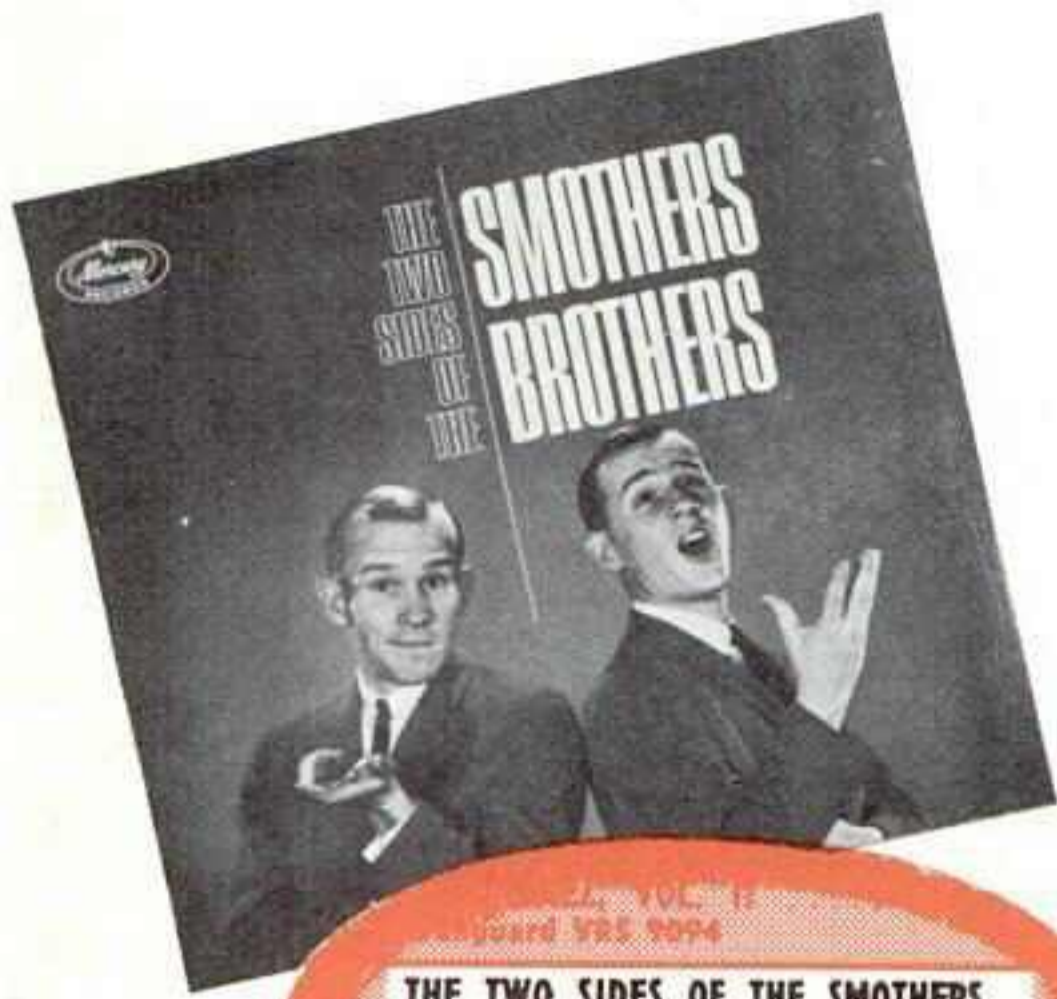
Also on the dance front was the report that the limbo is the hottest thing in town right now. WIBG was on a promotion gimmick in which limbo sets were being offered listeners, and those on the scene here said that most night clubs were also on the limbo contest kick, offering such prizes as radios and drinks for the evening to winners. Chubby Checker's "Limbo Rock" remains one of the biggest sellers here.

In the singles derby, at least two battles for play were shaping up. On the "Taras Bulba Theme," the struggle was between Jerry Butler on VeeJay and Maxine Starr on New Hits, while the play on "This Land Is Your Land," was split between Ketty Lester on Era and the New Christie Minstrels on Columbia.

Other singles comers were listed as Billy and the Essentials

(Continued on page 8)

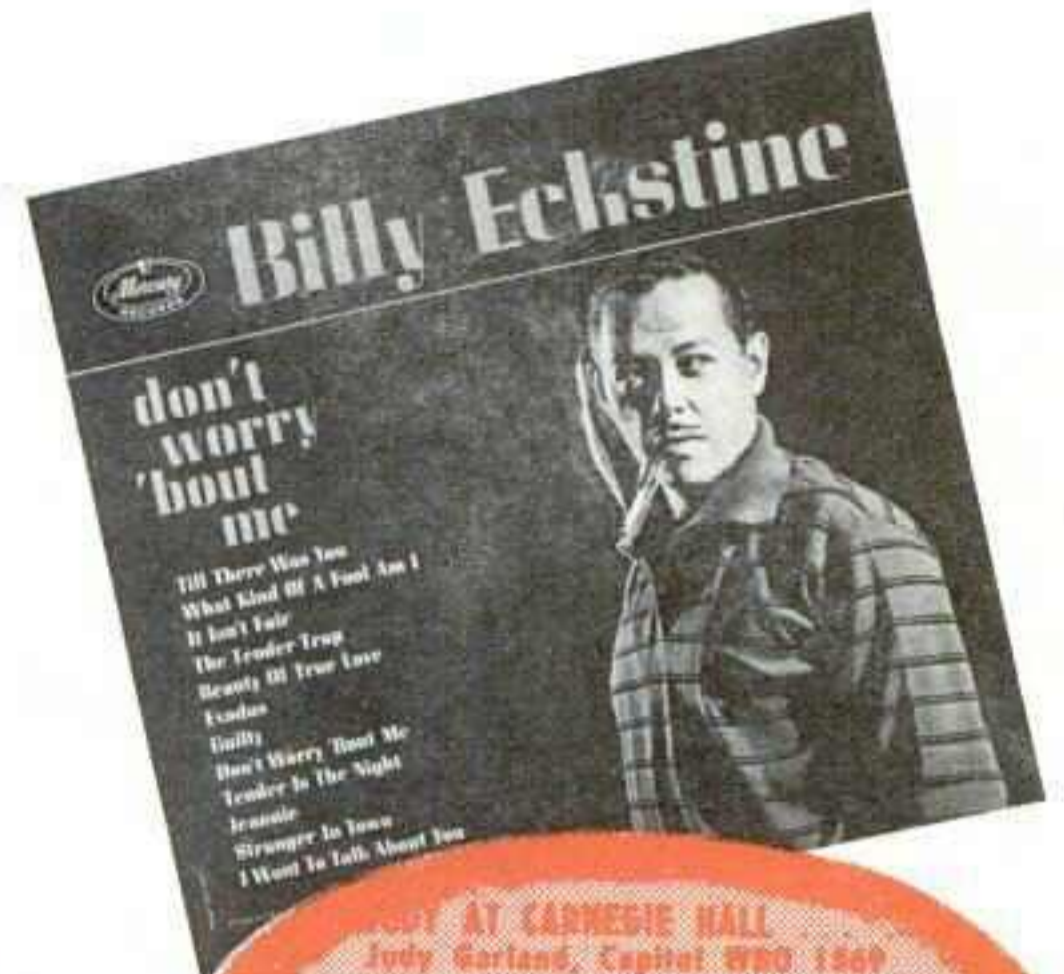
6 new ones



THE TWO SIDES OF THE SMOTHERS BROTHERS
Mercury MG 20675

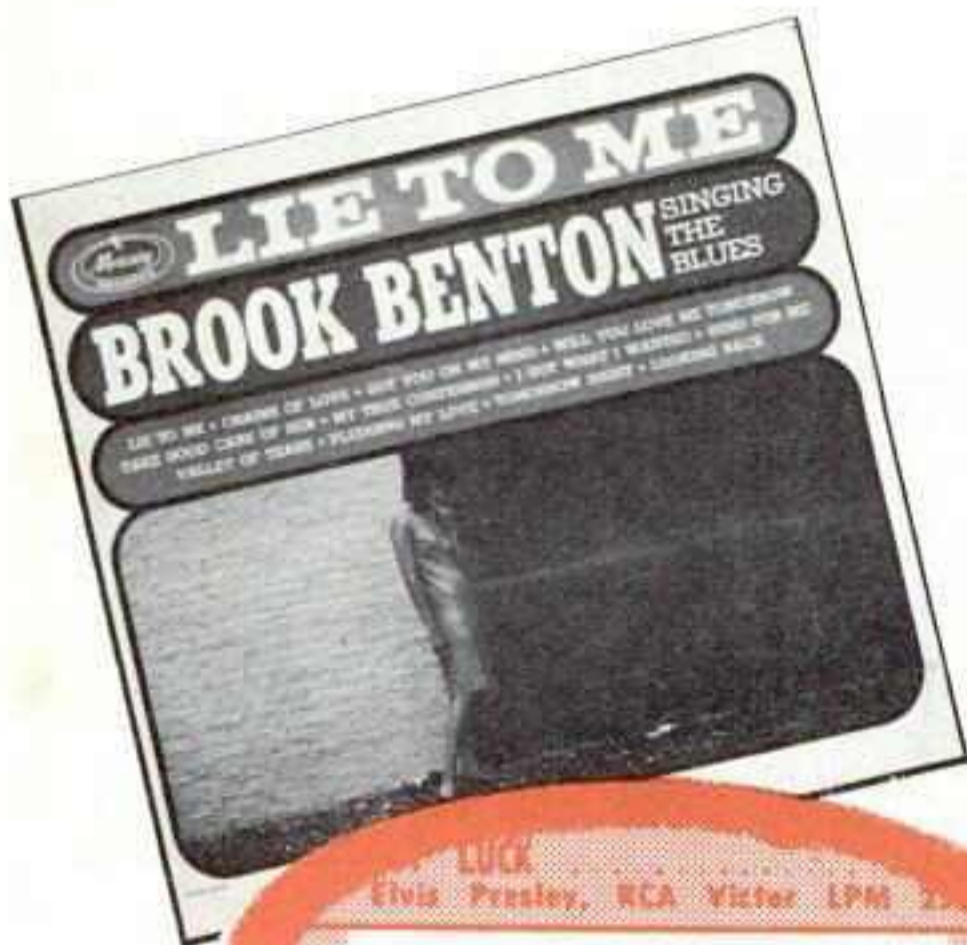


BIG BAND BOSSA NOVA
Quincy Jones & His Band, Mercury MG 20751

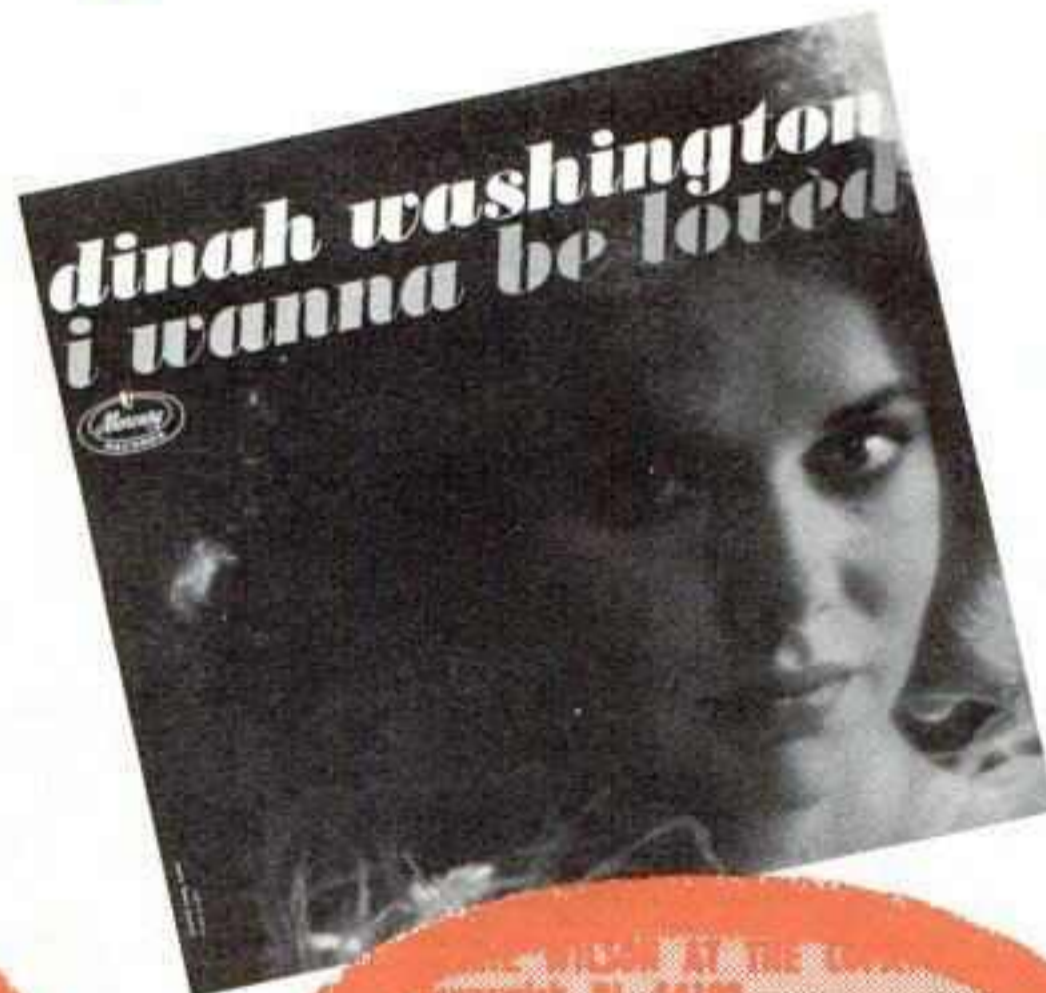


DON'T WORRY 'BOUT ME
Billy Eckstine, Mercury MG 20736

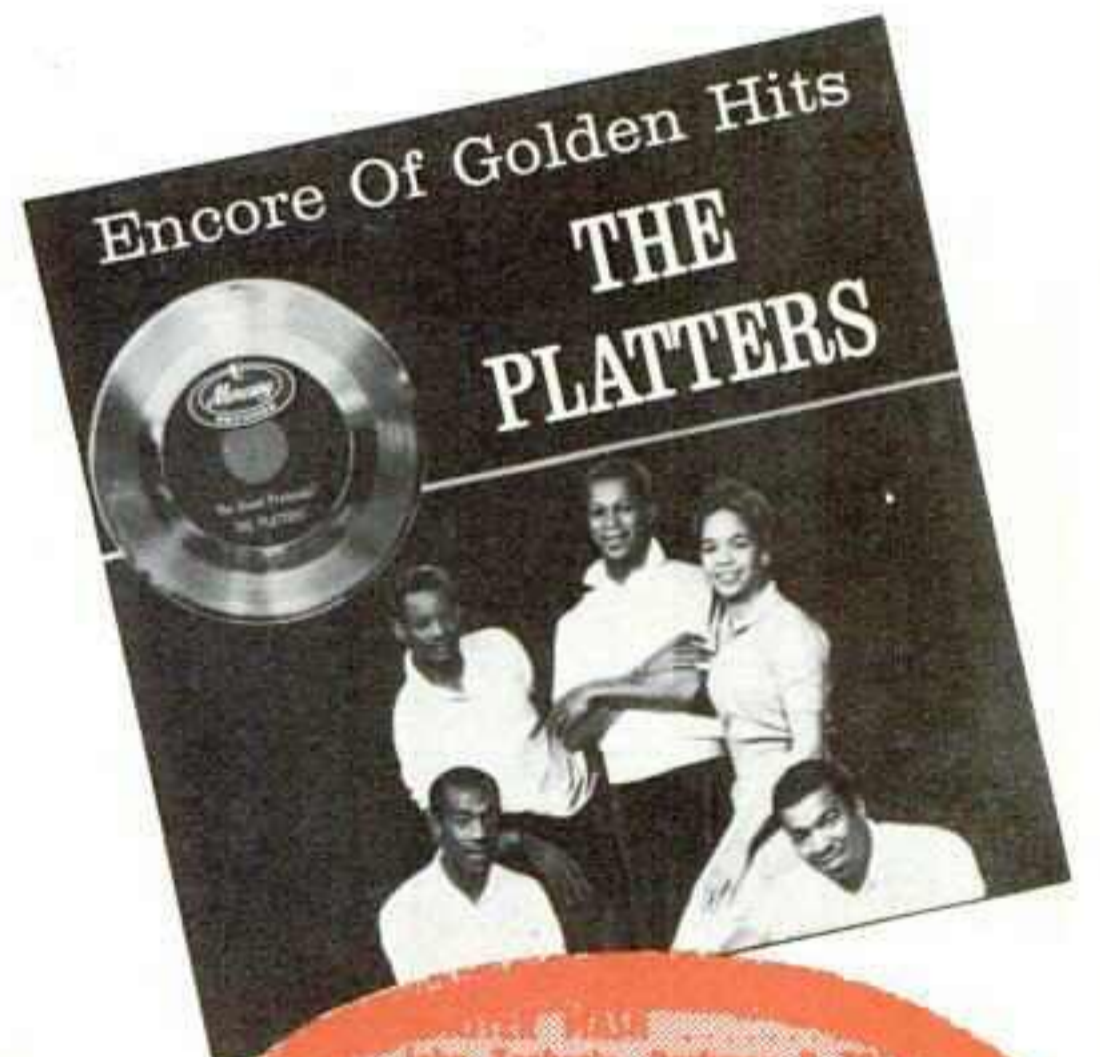
selling like 60



LIE TO ME
Brook Benton, Mercury MG 20740



I WANNA BE LOVED
Dinah Washington, Mercury MG 20729



ENCORE OF GOLDEN HITS
The Platters, Mercury MG 20472

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the nation's best selling records

BIG HIT SINGLES

- #16407 **Rainbow At Midnight / Rhumba Boogie** **Jimmie Rodgers**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16387 **Anna ^{GO TO HIM} / I Hang My Head And Cry** **Arthur Alexander**
- #16406 **Blues Stay Away From Me / Every Step Of The Way** **Pat & Shirley Boone**
- #16404 **Ballin' The Jack / Ragtime Johnny** **Johnny Maddox**
- #16393 **Matilda** **The String-A-Longs**
- #16410 **The Little Drummer Boy** **The Jack Halloran Singers**
- #16413 **Break Down And Cry / She's Stayin' Inside With Me** **Fabian**
- #16397 **Blue Flame / Someone** **Billy Vaughn**
- #16421 **Boss** **The Rumlbers**
- #16419 **On The Longest Day / The Only Cure** **Sonny James**
- #16412 **Beyond My Heart / Not That I Care** **The Four Lads**
- #16409 **Woodchopper's Ball / Poinciana** **George Cates**
- #16402 **As Long As She Needs Me / I'll Be Seeing You** **Tony Martin**

NEW RELEASE

#16422 **A Wanderin' / I Been Ramblin'** **THE FAIRMOUNT SINGERS**

NEW ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	
25318	3318	DOUBLE SHUFFLE Lawrence Welk
25341	3341	PLAY ALONG CHIMES Dr. Charles S. Kendall
25401	3401	NEW ORLEANS DIXIELAND Bob Havens
25427	3427	NICK KENNY READS NICK KENNY
25432	3432	A LAWRENCE WELK SING-A-LONG PARTY
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25454	3454	SWING YOUR PARTNER! Tommy Jackson
25459	3459	HOW TO PLAY THE BANJO Eddie Peabody
25460	3460	CHEROKEELY SWINGS! Keely Smith
25462	3462	YOUNG LOVE Sonny James
25463	3463	MATILDA The String-A-Longs
25464	3464	THIRD MAN THEME George Cates
25465	3465	THE MILLS BROTHERS SING BEER BARREL POLKA

STEREO DLP NO.	MONO DLP NO.	
25466	3466	FLY ME TO THE MOON Tony Martin
25467	3467	BALLROOM IN VIENNA Max Greger
25468	3468	BALLROOM IN BERLIN Max Greger
25470	3470	VAUGHN MONROE SINGS THE GREAT THEMES OF FAMOUS BANDS AND FAMOUS SINGERS
25471	3471	GREATEST BLUEGRASS HITS Tommy Jackson
25473	3473	STEVE ALLEN PRESENTS 12 GOLDEN HITS
25474	3474	WONDERFUL TO BE YOUNG Cliff Richard
25475	3475	I LOVE YOU TRULY Pat and Shirley Boone
25476	3476	JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 2
25477	3477	JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 3
25478	3478	JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 4

CHRISTMAS ALBUMS

STEREO DLP NO.	MONO DLP NO.	
	3083	CHRISTMAS CHIMES Dr. Charles S. Kendall
25148	3148	CHRISTMAS CAROLS Billy Vaughn
25222	3222	WHITE CHRISTMAS Pat Boone
25225	3225	CHRISTMAS ORGAN AND CHIMES Dr. Charles S. Kendall & Dr. Norman S. Wright

STEREO DLP NO.	MONO DLP NO.	
25232	3232	MERRY CHRISTMAS The Mills Brothers
25233	3233	THE LITTLE DRUMMER BOY The Jack Halloran Singers
25343	3343	CHRISTMAS WITH THE LENNON SISTERS
25397	3397	SILENT NIGHT Lawrence Welk
25479	3479	CHRISTMAS TIME George Wright

One Album—A Star Is Born

Records Catapult Unknowns to Fame

By BOB ROLONTZ

NEW YORK—If you want to become famous from coast to coast in little less than a fortnight all you need is a truly funny comedy LP. Two relatively unknown funnymen, Allan Sherman and Vaughn Meader, have turned into national figures—and are on their way to fortune as well—LP recordings ("My Son, the Folk Singer" and "The First Family") that have become the talk of the country and the fastest selling LP's in the history of the record industry.

Both Sherman and Meader are new to records, both Sherman and Meader would have had a tough time getting a choice deal on a record label more than three months ago. Now, the public has already purchased more than 500,000 Sherman LP's and close to that many Meader LP's, laying out somewhere between \$2,000,000 and \$3,000,000 for the disks—depending on how deep the discount.

The smashing success of these two comedy LP's points up the vitality and the ever-widening importance of records in creating overnight stars and the importance of radio in exposing LP's.

For Allan Sherman has yet to appear in his role of folk singer

TAHITIANS GET DECKS BUT NO PLACE TO PLAY

NEW YORK—In what was self-hailed as "a gesture of good will and friendship," MGM Records announced last week it was sending a de luxe edition of the "Mutiny on the Bounty" sound track album to each of the 150 Tahitian singers who participated in the filming of the motion picture.

Just what the happy, care-free, unspoiled chanters would spin their albums on in the middle of Tahiti was something MGM didn't say, though one MGM source suggested that "maybe they could trade them for something."

before the general public, except on records. Meader, outside of one shot on the Ed Sullivan TV show and a few stints at clubs in the East, has had little national exposure either.

Others Different

Neither Sherman or Meader are the first comics to break on record or even on LP. Bob Newhart did the same thing a few years ago, Berman, Jonathan Winters, Jackie Mason, Dick Gregory and others have had much success on wax. However, only Newhart broke initially through records, and even he didn't hit with the same impact of Sherman and Meader, nor in the same period of time.

When a record hits in the U. S. today—and the Sherman and Meader disks did so with the impact of a sledgehammer—sparked by the almost instinctive prescience of deejays who know when to play

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DEAR MOTHER; OH, HOW THE MONEY ROLLS IN

NEW YORK—Allan Sherman is receiving 60 cents for every "My Son, the Folk Singer" LP sold by Warner Bros. That whopping cut includes his royalty as performer, his material and royalty for his work as producer. This means that on a sale of 500,000 albums Sherman should pick up about \$300,000, less, of course, what Uncle Sam considers his share.

Vaughn Meader is getting about 50 cents an LP on his smash. His "First Family" set on Cadence, as of the end of last week, was reported to be over the million mark. Something like 750,000 albums had been shipped as of Friday (22), and 450,000 were on back order. Cadence officials claimed they broke all records by shipping out more than 500,000 Meader LP's last week.

West Coast May Hit 200,000 In Selling Meader Hot LP

HOLLYWOOD—Cadence's "The First Family" album is selling faster than singles here, and is the biggest LP seller to hit this market in disk history.

Sid Talmadge, of Record Merchandising, its distributor here, told BMW that he moved 24,000 copies within two days and that he is now back-ordered 66,000. According to Talmadge, "my conservative estimate is that this market will be responsible for more than 200,000 copies."

This prediction was supported by spot check of key dealers here. Outstanding example of how the smash album is helping the record business is evidenced in what the House of Sight & Sound is now experiencing. The Van Nuys, Calif., dealer was hardest hit by the threat of the Lockheed strike which would idle 40,000 in Sight & Sound's immediate area.

According to Sight & Sound's Jerry Johnson, as of last Thursday (15), the store was running \$22,000 ahead of last year at the same time. When the International

Association of Machinists disclosed the planned strike, business dropped \$3,000 the following day, with additional drops of the same amount on Saturday and Sunday.

"The First Family" album came to the rescue, bringing throngs into the store. As a result of that one

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Decca Joins in Race for Rick

HOLLYWOOD—Decca Records has joined the race to sign Rick Nelson. Ozzie Nelson told BMW last week that Decca has made a bid for the singer's service after his pact with Imperial expires in January. The senior Nelson said that many companies still wanted to sign Rick, including Columbia, Dot, Victor and Challenge. Original terms asked by Ozzie Nelson for his son's contract were a 10-year deal, with a pay-off over 25 years at roughly \$50,000 per year.

BMW Adds Bill Gavin, David Lachenbruch as Contributing Editors

NEW YORK—Two of the nation's leading authorities in their respective fields are now contributing editors of Billboard Music Week.

BMW Editor Sam Chase announced this week the conclusion of arrangements with David Lachenbruch to contribute a weekly column on phonographs, tape recorders and related equipment, commencing in this issue. And beginning next month, a weekly column on the theory and practice of programming records on radio and TV stations will be written by Bill Gavin.

Lachenbruch's column will be a regular feature of BMW's phono-record merchandising department, and will be directed at providing money-making information for retailers. Gavin's column will appear in the Radio-TV programming department and will offer specific programming suggestions and record programming theories to program directors, disk jockeys and librarians.

Both Lachenbruch and Gavin will continue their present activities in addition to their forthcoming BMW assignments.



DAVID LACHENBRUCH
BMW Contributing Editor
"The Equipment Scene"



BILL GAVIN
BMW Contributing Editor
"Record Programming"

Lachenbruch is currently managing editor of Television Digest, the authoritative weekly news service for top executives in the consumer electronics and broadcast fields. He joined Television Digest in 1950 and has directed its coverage in the manufacturing, engineering and merchandising fields since then.

Other posts held by Lachenbruch include the associate editorship of Radio - Electronics and five years on the editorial staffs of daily newspapers.

Lachenbruch is widely respected as one of the nation's most authoritative writers on consumer electronics. He has contributed numerous articles to consumer, trade and technical magazines.

Lachenbruch was the author of the outstanding TV Set Guide supplement to the September 8 issue of TV Guide, as well as of the FM Stereo and Color TV supplement which appeared in the September 30 issue of The New York Herald-Tribune.

A graduate of the University of Michigan, Lachenbruch served with the U. S. Army Signal Corps in India and Burma. He is 41 years old, married and father of one child.

Gavin is well known to radio and record industry executives as editor and publisher since 1958 of the Bill Gavin Record Reports, authoritative confidential newsletter commenting on the record scene and the use of records on the air. Gavin also has served as programming consultant for numerous radio stations in and out of the United States.

A veteran broadcaster, Gavin started his professional activities as an NBC announcer in San Francisco in 1931. During World War II, he was producer-supervisor for the Chinese section of the Office of War Information in San Francisco.

Gavin was producer of the popular "Burgie Music Box" show on KNBC, San Francisco, from 1950 to 1954. He then served as program director from 1955 to 1960 of the "Lucky Lager Dance Time" pop record show which was heard on 48 stations in Western States.

A nationwide network of 65 deejays and program directors maintain the closest liaison with Gavin in keeping pace with the latest programming ideas and procedures. His weekly column for BMW will reflect these as well as specific record programming recommendations being put into effect by program directors and disk jockeys.

Boom Gives Trade New Look

By JACK MAHER

NEW YORK—The strong comeback of singles records over the summer and early fall months has caused a good many record manufacturers to change their thinking about the merchandising and exploitation of 45-r.p.m. product.

Foremost among the merchandising concept revisions is a trend toward a service charge for promotional disks. A growing number of labels are now charging distributors for what used to be called freebies except for deejay copies. Prices for these disks range from 15 to 20 cents. Some of the labels now charging for promotional copies are United Artists, MGM, Monument, Chess and Vee Jay. This is

only a partial list, however, some 15 companies are reported to be charging for what are generally called freebies, some of them for almost a year.

The reasons for charging for this merchandise is self-evident, manufacturers say. They make no bones about the fact that much free merchandise in the past floated into general circulation.

Different Now

In days of greater profits from singles, the disk makers contend, they could absorb the loss, but, in today's high volume, low profit structure, the manufacturers believe that they must at least cover the cost of producing these "free" disks. Publishing and artists royalties and production and overhead

costs are calculated at somewhere in the neighborhood of 23 cents per single, and the 15 to 20-cent charge is meant to cover this, at least in part.

Today's volume selling techniques have also brought about new trends in the way singles are handled in the market place. If a 45 begins to get action, record firms must jump on it and move it through distrib and rack channels at a faster rate. Promotion men are on what amounts to 24-hour call, and must be ready to leap into planes and cars to bring the hot sides to the attention of the nearest large market.

A myriad of deals are made, too, to get the single moving in the

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Canned Laughs Fizzle on Disk, Comic Declares

CHICAGO — Canned laughter can be easily differentiated from the real thing on a comedy album, according to Joe Conti, veteran club and disk performer.

Conti addressed some 35 members of the National Academy of Recording Arts & Sciences during the group's regular monthly meeting here last week.

Conti played a number of comedy records to illustrate his point. He said the canned laughter will often affect the comedian's style and timing, and the lack of spontaneity is easily detected by the listening audience.

He also took a swipe at blue material which he said was harmful to the industry. Joining in the discussion with Conti, members of the group agreed that "an album doesn't have to be dirty to sell," and that "the biggest comedians don't find it necessary to resort to blue material."

NARAS members also appointed a nominating committee to fill out the 10 director vacancies on the Chicago board. David Carroll is chairman of the group.

NARAS' next meeting will be held at Universal Studios here, December 11 at 6 p.m.

Good Batch For Vanguard

NEW YORK — Vanguard Records has signed a number of new artists and is mighty excited about all of them. Top new names on the label include folk singer Jackie Washington, a protegee of Joan Baez from Boston, who has been packing them in at the Club 47, Mount Auburn, a hangout for the Harvard undergraduates. Another new group is the Rooftop Singers, with Erik Darling, Lynne Taylor and Bill Svanoe. Darling's spot

Home & Abroad, Bossa Clicks On

West Coast Adds Momentum With Club Dancing

HOLLYWOOD — The growing importance of bossa nova as a pitch for night club and concert admissions was underlined once again on the West Coast where Gene Norman's Interlude night spot introduced Nnai's five-piece bossa nova band last week.

The Interlude, a former twist palace, has signed the Brazilian band to play for nightly dancing and has engaged a group of Arthur Murray teachers to demonstrate a new dance creation to go with the music.

Nnai is billed as the second act to the Interlude's current revue, entitled "Wild, Wicked World." Patrons paying to see the show can stay on for the dancing. Admission for dancing alone is \$1.

Bossa nova got its big break here when the Monterey Jazz Festival programmed a good deal of the music this year. On the East Coast, the Brazilian music has been presented at concerts by Diz Gillespie at Lincoln Center for the Performing Arts and Carnegie Hall, and by Bola Sete at the Mermaid Room of the Park-Sheraton Hotel (see Talent section for reviews). Sete was one of the performers presented at Monterey this year.

with the Weavers has been taken over by Frank Hamilton.

Another name signed by Vanguard on a nonexclusive basis is Jan Peerce. He will cut classical and Herbrew works for the label. His first for Vanguard is Handel's oratorio "Sampson." Peerce is also cutting sides for United Artists.

WHERE WERE THE CATS?

Bossa Nova Reaches Jackie, But Joint Doesn't Swing

WASHINGTON—The first performance of jazz in the White House, which took place here last week, gave a new shimmer of prestige to the American music and to its Brazilian blend, the newly popular Bossa Nova. The youthful Paul Winter Sextet, intercollegiate jazz champs and recent graduates of a six-month State Department tour of Central and South America, did itself and the music proud.

However, there was a faintly museum-like air to the performance under the chandeliers of the East Room. The cats were missing, and so was the electric interchange between performers and audience when the latter is made up of aficionados.

The President's wife offered glowing hospitality and praise to the jazz performance. The Winter

Jazz Sextet played the second half of a concert which featured a young Korean concert pianist, Tong Il Han, in the first half. The audience, children of ambassadors and other Capital V.I.P.'s, more accustomed to the classics on Mrs. Kennedy's musical programs for young people, were politely receptive—and in some cases, even enthusiastic, toward the jazz.

The sextet's dedicated performance was undoubtedly affected by the polite restraint of the youngsters, the stately grandeur of the East Room, and a last-minute curtailment of the time allotted them.

The concert was like the sizzling progress of a fuse that never quite reached the exploding point. However, it did sizzle, and it was a

(Continued on page 48)

BOUND TO SUCCEED

Everybody's Got a Note In 'My Coloring Book'

By CHARLES SINCLAIR

NEW YORK — One of the sharpest record duels in recent weeks is shaping up over the season's prettiest new ballads—a timely John Kander-Fred Ebb tune called "My Coloring Book." No less than four single versions of it reached BMW for review last week, and more are reported in the works.

Leading contenders for chart honors with "Coloring Book" are a

pair of Philadelphia thrushes—Sandy Stewart, newly signed to the Colpix label, and Kitty Kallen, making her first single appearance under the RCA Victor banner.

Though Kitty has a general edge in terms of previous record successes and music-industry name, Sandy has a strong advantage of a different sort.

Here is "the original" version of the tune. She introduced it on NBC-TV's "The Perry Como Show" October 31 and drew such strong reaction—20,000 fan letters so far—that the tune was held by its publisher, Sunbeam Music, for a November 30 record release.

Will TV Help?

Since the Stewart and Kallen versions are starting at the same time, as are two more versions—by George Chakiris on Capitol and Barbra Streisand on Columbia, it will be interesting to see if Sandy Stewart's TV head start will help tip the scales in her favor. If it does, it will be a measure, of sorts, of TV's promotional power in the song-plug area—something which has largely been a radio province in recent years.

Sandy Stewart, in fact, is more of a radio-TV personality than a recording personality. She has never had a smash single, though a few of her records have had scattered action. However, her

(Continued on page 40)

Rips Charge Rackers Cause Industry Ills

By REN GREVATT

POUGHKEEPSIE, N. Y. — A prominent rack jobber here has launched a counter-attack on what he regards as continuing assaults by various elements of the disk industry against rackers and their methods of operation.

Objecting to what he claims as a tendency of "blaming the industry's ills on the rack jobber," Lou Kustas, president of Toy House of Hudson Valley, told BMW that "We and many other rack jobbers run clean operations, pay our bills, haven't put anyone out of business yet, and, if anything, are plagued with too many distributors trying to sell us."

Singling out the distributor element as the one most closely identified with attacks on rackers, Kustas noted the case of a distributor who recently entered the rack business

himself because of alleged "credit problems" with rack jobbers.

"Fact is that this man practically begs all the racks for business—by phone—since he is too busy to visit them," Kustas said. "And his contribution to helping stabilize the industry has been to cut prices to supermarkets."

Shoe on Other Foot

In an attempt to put the shoe on the other foot, Kustas continued his blast: "What other industry is as chaotic as records? Who is it who has been transshipping years before racks ever existed? Who else has distributors so busy trying to get business in other people's areas that they neglect their own? And then who is it who complains of trespassers

who move into their own backyard?

"What other business sanctions a distributing set-up in which one-stops sell cheaper than the distributors who are supposed to supply them? Who started discounting and who finances it? What other industry has less loyalty between manufacturers and distributors? Who else changes distributors like a woman's mind? Loyalty? That's a joke in the record business."

Turning to a more specific problem of the business, Kustas noted, "The prime requisite for success today is inventory control. Yet who else but the record business has 'programs' that encourage suppliers to load up with so much merchandise that they have difficulty avoid-

(Continued on page 48)

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Brazilian Rhythm Seeps Through World Capitals

By JACK MAHER

NEW YORK — Bossa nova has started on the world-wide swing. Like the twist before it, the Brazilian rhythm, in its many jazz-flavored and pop adaptations, is gaining ground with each succeeding day in a variety of countries around the world. The music, originally a Brazilian import to America, has even experienced a resurgence in its native country.

American versions of bossa nova are being released in almost every country where records sell in respectable quantities. In Europe, South America and as far east as Australia and New Zealand, some bossa nova product has been put on the market and is being exploited.

American manufacturers with European affiliates are particularly optimistic over the bossa's chance on the Continent. On the negative side, European jazz listeners have shown a preference for the harder-styled jazz sounds in the last few years. In addition, unlike the twist, the music has no generally accepted dance to go with it as yet.

On the plus side of the ledger, however, bossa nova is a light melodic music with a Latin American base. This has always been a good type of material for many European countries, principally Italy and France.

Following Suit

Sides featuring bossa nova, principally the Stan Getz-Charlie Byrd "Jazz Samba" album, have been issued in a number of countries. In Italy, though, one of the earliest disks was the Diz Gillespie recording of "Desafinado" on Philips. Durium in the same country has followed with its own homemade version of the tune by Marino Marini. Byrd and other bossa stars were also presented at Milan's Teatro della Via Manzoni Monday (19).

France broke the bossa a few weeks back with a number of American disks, and reports are that even French bossa nova tunes are in release with more on the way. France, being a nation dedicated to the chanson, should be a strong potential market for the bitter sweet sound of the bossa nova.

Ella Fitzgerald, Lloyd G. Mayers, Si Zentner, Barney Kessel and other U. S. stars have been re-

(Continued on page 35)

LIBERTY SIGNS McDANIELS FOR LONG-TERMER

NEW YORK — Gene Mc-

Daniels has signed a new long-term contract with Liberty Records. The renewal pact is reported to be for three years with a guarantee "in six figures" for the over-all period. The signing follows an out-of-court settlement of a recent action brought against Liberty by McDaniels in which the singer sought payment of substantial royalties alleged to be owing over a long period. Under terms of the new pact, McDaniels will be paid his guarantee in monthly installments.

ROY HAMILTON QUITTING EPIC

NEW YORK—Roy Hamilton is leaving Epic after almost a decade with the label. He joined the firm when Marv Holtzman was a.&r. chief of Epic back in the early 1950's. According to his manager Bill Cook, no decision has yet been made about a new label for Hamilton. A number are under consideration.

British Ruling on Renewal Rights Studied for Import

LONDON—An important decision affecting U. S. renewal rights on British songs was handed down by Mr. Justice Wilberforce in the High Court here last week (Tuesday 13).

The action was brought by Campbell, Connelly & Company, Ltd., the music publishers, against Ray Noble, the composer and band leader. It concerned the second term of U. S. copyright of the song "The Very Thought of You." Song was written by Noble in 1934 and assigned by him to Campbell-Connelly in 1934.

Shortly before the expiration date of the first term of U. S. copyright, Noble assigned the U. S. renewals rights to M. Witmark & Son of Music Publisher's Holding Corporation, the effect of which would be to eliminate the British publisher from participation in the second term of U. S. income.

Campbell-Connelly claimed in the action that this assignment to Witmark was a breach of the 1934 agreement, since their agreement with Noble included world rights, and that the second term of the U. S. copyright was vested in them.

Noble's defense was that in regard to the U. S. copyright law the wording of his agreement with Campbell-Connelly did not cover the song's U. S. renewal rights.

Campbell-Connelly claimed the contract had to be construed under English copyright law, where the term of contract is for life plus 50 years, rather than under the U. S. copyright law here the term is for 28 years, and can be renewed for another 28 years.

The judge ruled that the 1934 contract with Campbell-Connelly covered the U. S. renewal term, and declared that Campbell-Connelly were entitled to the benefit of the copyright for the full renewal term.

May Appeal

It is understood that there may be an appeal from the High Court ruling.

The plaintiffs were represented by Davenport, Lyons & Company, solicitors, in England. Morty Miller did much of the preliminary work in the U. S. on the case. Ray Noble was represented by Denton, Hall & Burgin.

Pickwick Moves Into Britain With Eye on Common Market

NEW YORK—Pickwick International has formed Pickwick International of Great Britain, Ltd., Cy Leslie, president of the firm, announced last week. The move, which came after an 18-month study of the British market, provides Pickwick with its own facilities for manufacturing, sales, merchandising and promotion, using English citizens only.

"We hope to gain position in England, and subsequently in the Common Market, comparable to status we now enjoy here and in Canada," Leslie said.

Managing director of the new firm will be Monty Lewis, who predicted that "Pickwick's impact in Britain should be revolutionary."

The albums, Lewis said, will be priced at about the sterling equivalent of \$2.52 as against the going album price of about \$4.90.

Distribution has already been arranged through a group of indie wholesalers with access to "more than 6,000 retail outlets." Separate agreements have also been reached for sale through a group of na-

tional chain stores and mail-order houses. Negotiations are now being opened for similar arrangements in other European countries.

Commenting on the British record scene, Lewis said: "American performers have traditionally dominated our hit charts and are always in great demand."

Accordingly, to be released immediately on the Pickwick label are 42 albums featuring such names as Tommy and Jimmy Dorsey, Ray Charles, Sammy Davis Jr., Si Zentner, the Ink Spots, Al Hibbler, Della Reese and Eddie Condon.

The firm will also initiate a heavy release schedule on the Happy Time budget-priced kiddie label, including product featuring Gisele MacKenzie, Boris Karloff, William Bendix and David Wayne. A seven-inch series to be known as "Happy Time Big 7," will also be issued.

Pickwick's gross sales in fiscal 1962, according to Leslie, were \$4,080,413.

INDUSTRY BRIEFS

Korvette Sales Up

NEW YORK — E. J. Korvette reported sales of \$63,764,291 for the first quarter of the current fiscal year. First quarter ended October 28. Sales increased 43 per cent from the first quarter report a year ago of \$44,700,932. Net earnings for the first quarter this year were \$860,579 or 21 cents a share, compared with \$677,432 and 17 cents a share a year earlier. Korvette stock closed on the New York Stock Exchange on the day of the meeting (19) at 25.5.

'Go Program' Pays Off

CHICAGO—Three Philips distributors and their top salesmen received cash awards in the label's "Go Program" contest which concluded last week.

Dulaney's Manufacturer Distributors, Oklahoma City; Hopkins Equipment Company, Atlanta, and Cadet Distributing Company, Detroit, were the firms receiving the cash awards.

Norelco shavers were awarded to three runner-ups: Florida Music Sales, Miami; Gold Record Distributors, Buffalo, and Beta Record Distributors, New York.

The contest was based on distributor sales for the Philips September 1 release and was conducted in connection with Philips' national "One World of Music" contest which awards new sports cars to three dealers and three customers plus albums to 150 additional winners.

Sears Reports Record Sales

NEW YORK — Sears, Roebuck & Company reported record sales and earnings in the nine months ended October 31. For the nine months net income came to \$138,125,000, or \$1.83 per share, compared to \$128,202,000 or \$1.70 per share for the nine months to October 31 in 1961. For the third quarter net income amounted to \$54,334,000, equal to 72 cents per share, as against \$52,626,000, or 70 cents a share for the three months to October 31, 1961. Sales rose to \$1,260,814,215, from \$1,189,113,251. Directors voted an extra dividend of 25 cents a share on the common stock, and the regular quarterly dividend of 35 cents, payable January 2 to holders of record of November 30. The total dividends for 1962 will amount to \$1.65, the highest annual dividend in the 72-year history of the country's largest merchandising firm. Sears is believed to be the second largest merchandiser of phonograph records in the United States.

Continued on page 49

Glittering Closed-Circuit Show May Break Ground for Future

WASHINGTON—The most glittering, farflung and unusual sing-along program ever to be televised is scheduled for the closed-circuit telecast reaching movie-sized screens on National Cultural Center fund-raising night November 29. As of Billboard Music Week's deadline last week, a cross-country chorus, with audiences at the Center showings taking part in a mass choral effect, were to be led by Harry Belafonte singing his famous "Matilda."

Success with this difficult and complex nationwide closed-circuit

network could break ground for future theater closed-circuit showings of live openings on Broadway and other performance firsts, regardless of where they originate.

Nathan L. Halpern, president of Theater Network TV, Inc. (TNT), over which closed circuit network the telecast is to be shown, said the large-screen showings projected in all key cities is by Eidophor, a remarkable TV breakthrough developed in Switzerland. The process is said to produce a picture "15 times as bright as previously" (Continued on page 41)

Morty Palitz Dies at 53; Spanned 3 Record Decades

NEW YORK — Morty Palitz, veteran a.&r. man, died last week of a heart attack. He was 53. He is survived by his widow, Jeanne, and his brother, Dr. Lawrence Palitz. As a recording man he helped to guide the careers of many top singers and orchestra leaders, and was responsible for producing many hit records and albums over the years.

The career of Morty Palitz covered almost three decades in the record business. As a child he showed great musical promise, and studied violin under Leopold Auer.

In 1936 he started his record career as a salesman for the old American Record Corporation, which owned the Brunswick, Columbia, and Okeh labels at the time. In a short time Palitz moved into the a.&r. field, and started to produce records by top bands, such as Duke Ellington, Ray Noble and Kay Kyser. After the Ameri-

can label was bought by the CBS newly formed Columbia label in 1939, Palitz started to record top name artists such as Benny Goodman, Count Basie, Mildred Bailey, Xavier Cugat, the late Eddy Duchin and Harry James.

Early in his career Palitz started to concern himself with the quality of "sound" on records. At Brunswick he began a series of recording experiments that led to many of today's modern recording techniques—including selection of the right studio, and placement of singers and musicians. He was among the earliest to employ the echo chamber.

The 'Sound' Pitch

At Columbia he continued his "sound" pitch. He convinced Andre Kostelanez to make the first recordings in the now legendary Liederkrantz Hall studio, which until then had only been used for rehearsing the CBS Symphony radio shows. Convinced that Liederkrantz Hall's "live" sound would be "an improvement over the then-usual "dead" studio sound, Palitz started to use it for record dates. Liederkrantz soon became one of the famous studios for recording in New York, and was in use until converted into a TV studio in the late 1940's.

It was during his Columbia stint that Palitz wrote, with Alec Wilder and Bill Engvick, the standard "While We're Young."

In World War II, he saw Army service as a director for the Armed Forces "V" discs, which were used all over the world. After the war, Palitz returned to the record business. He left Columbia to join Decca Records in 1947, and in

Continued on page 49

Sam Cooke in Line for A&R Job at Scepter

NEW YORK — Sam Cooke is negotiating with Scepter Records to handle a.&r. for the firm. If negotiations go through, the RCA Victor recording star will start sometime in January. He will start, it is understood, on a sort of freelance basis and if things work out will become a regular a.&r. man for the firm. He will continue, however, to record for RCA Victor as an artist.

It is reported that Luther Dixon, who has been doing the firm's a.&r. since it started, will continue with the firm.

Dixon had made a deal to a.&r. for Ludix Records, new label sponsored by Bing Crosby's Project Records, the masters to be distributed by Capitol Records and by indie distribs in certain key markets. The Dixon deal with Ludix was changed recently so that Dixon would only work with the new label as an a.&r. free lance.

Lieber and Stoller, who have had a deal with Scepter to produce a number of sides for the label, will produce all the sides their contract calls for, according to Scepter executives.

Scepter has had a lot of hits since the label was founded a few years ago. Among their brightest stars are the Shirelles and Chuck Jackson.

Sam Cooke, in addition to his artist pact at Victor, has been active in the record field with his own label, Sar. The label recently had a big hit with the Sims Twins with "Soothe Me."

Writers Sign for Krazy Kat Score

NEW YORK—Cleffers Jay Livingston and Redd Evans were signed this week to write the music for the sound track of 50 new Krazy Kat TV cartoons which are being put into production by King Features Syndicate. The cartoons are part of a package of 150, which includes 50 Beetle Bailey shows and 50 Barney Google stanzas.

The series will go on the air in the fall of 1963. TV stations are being set across the nation. New York outlet will be WPIX.

N-K Appoints Art Kaplan

NEW YORK — Art Kaplan has been named to the professional department of the Nevins-Kirshner firm. Kaplan will report to both Emil La Viola of Aldon Music, and Lou Adler of Dimension Records. Kaplan has been featured on various Dimension Records as a musician.

Coming December 29th

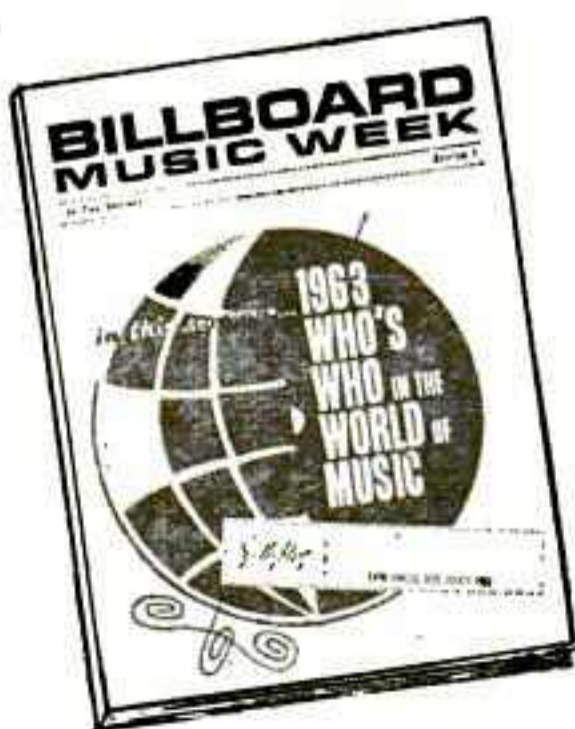
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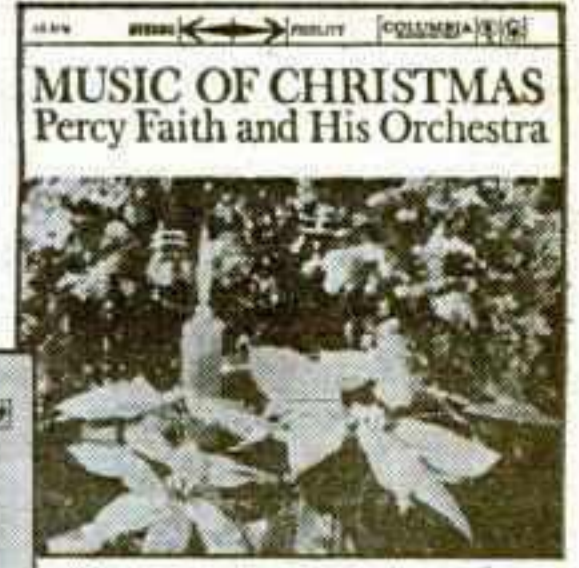


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ML 5423/MS 6100*



CL 1893 CS 8693*



CL 1698/CS 8498*



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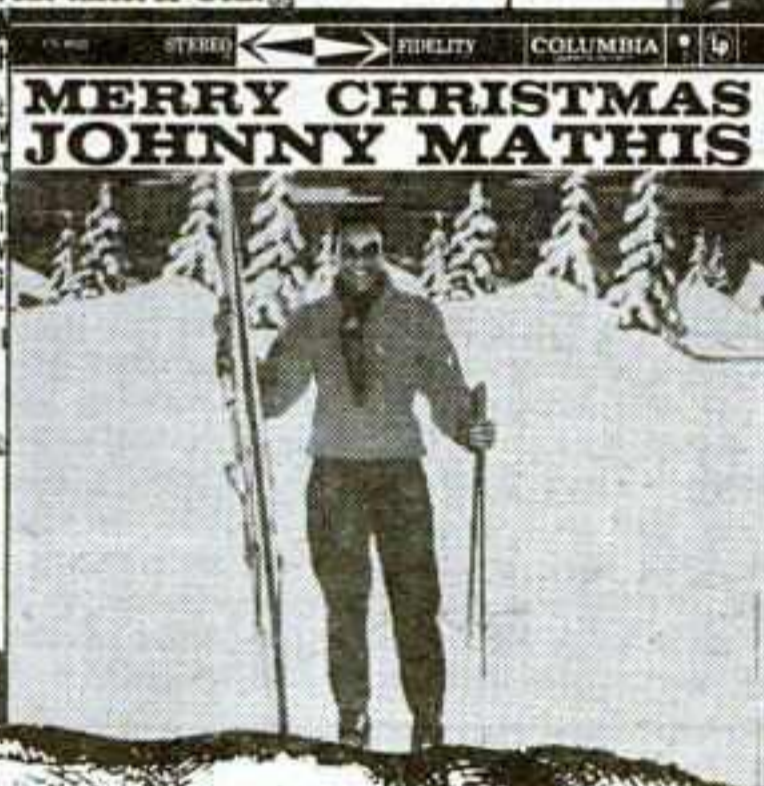
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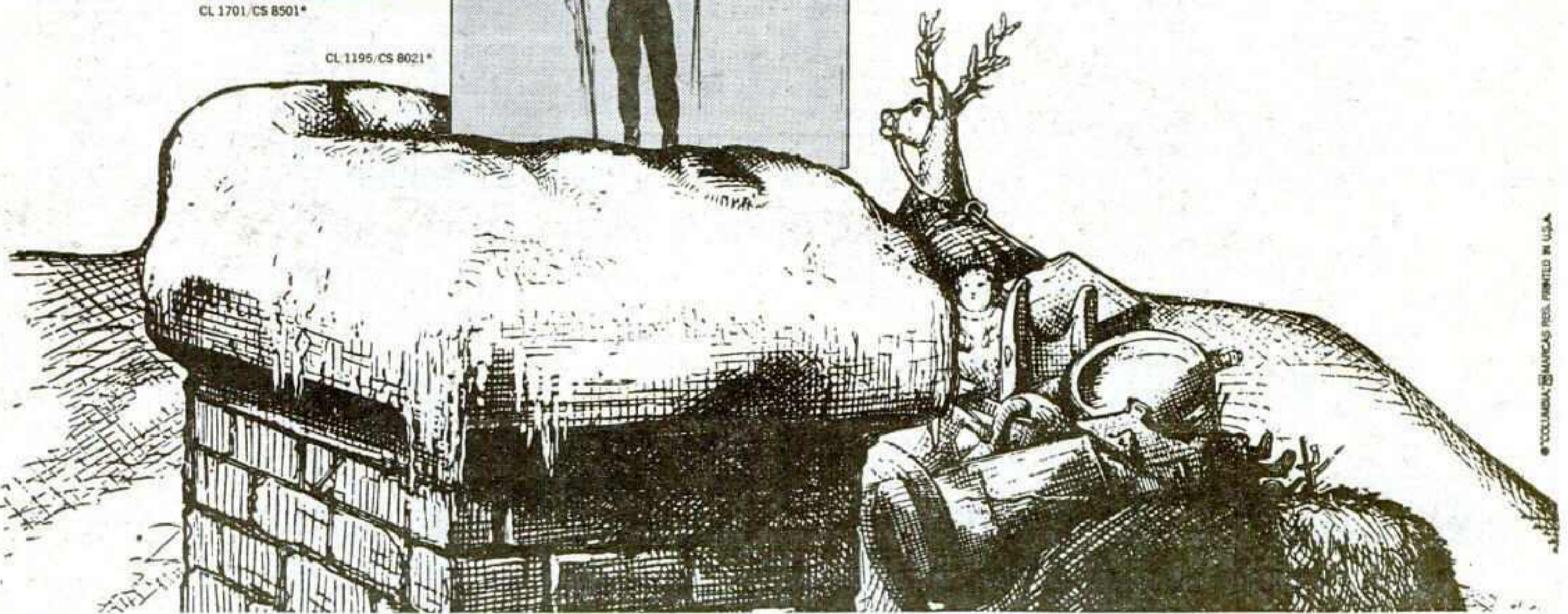


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Trade Storm Warnings Fly for 88th Congress

By MILDRED HALL

WASHINGTON — When the 88th Congress convenes January 9, 1963, storm warnings will fly all up and down the recording and broadcasting industry coast. New waves of legislation, investigation, copyright, tax and administrative rulings will bring profitable forward surge to some of the interlocked interests of music and broadcasting and leave the unwary stranded on the shore.

A whole new course may be

charted for recorded music, as the historical revision of the 1909 Copyright Act gets under way. The hottest dispute will be over the possible elimination of compulsory licensing, which allows anyone to record a copyrighted tune after the first permission on notice and payment of a maximum 2-cent-per-side mechanical royalty.

Supplemental Report Promised

Although the Copyright Office report, after nearly four years of revision study, recommended an end to the compulsory licensing,

a second supplemental report has been promised. The second report may reflect a further attempt to bring about some sort of compromise between the almost irreconcilable interests of writer-publisher groups versus record manufacturers—the latter, of course, fighting to keep the door open to compulsory licensing, closed to exclusive licensing possible under a revised law.

Examination of the frenzied competitive situation in record manufacturing and distributing by the Federal Trade Commission, long under way, may result by 1963 in the setting of guidelines for fair practices in the disk industry. The complex and rapid changes in distribution and sales tactics in the industry during the past two years have caused postponement of the hoped-for guideline conferences from an earlier target date.

Do's and Don'ts for Clubs

The Commission's investigation of contracts, advertising and general marketing methods of the Columbia Record Club, subsidiary of the Columbia Broadcasting System, begun during the 87th session, is expected to result in precedential do's and don'ts for other record

Continued on page 49

WEEKLY MARKET ANALYSIS

Continued from page 1

on Jamie with "Maybe You'll Be There" and "First Star," by Frankie Love on La Rosa.

Newly named promotion men here were Dom Esposito to Universal and Ed Cotlar to Cameo Parkway Records.

In nearby Chester, Pa., WEEZ jock Oak Miller will do a 24-hour marathon benefit for muscular dystrophy from a Chester department store one week before Christmas.

And Chicago's Only Heard About It...

CHICAGO—An LP that hadn't even been delivered was setting the record industry on its ear here last week. "The First Family," by Vaughn Meader on Cadence, wasn't due in at M-S Distributing Company until Wednesday. Yet dealers were back-ordered for a week before.

Stores were getting requests for the album at a rate that even paled the strong response for Allen Sherman's "My Son, the Folk Singer," just a few weeks ago. And while the Vaughn Meader album wasn't yet available, it was pulling people into the stores, and the sales of other merchandise received a healthy spurt.

Some typical comments give an indication of what's been happening: Russ DiAngelo, Music Box One-Stop: "We've needed a good drawing card for some time and 'The First Family' seems to be doing the job. We're starting off with an initial order of 3,000."

Ted Sipiora, Singer One-Stop: "Our business is up over last year, and 'The First Family' seems to be making the difference. Allan Sherman is doing well—still selling strongly—but this seems to be taking off even stronger. We've got 2,500 on order."

V. H. (Andy) Anderson, Record Center: "Some 50 of our customers have signed up for the album, and we've had at least twice as many phone calls asking about it. Considering that comedy usually sells well through the holidays—it's a great gift item—this album should go strong at least into New Year's."

"First Family" excitement coupled with an early start to Christmas buying has very quickly injected excitement into what was a sluggish record market only two weeks ago. A number of hot singles are also taking off.

Ted Sipiora reports excellent action on: "Bossa Nova (The Bird)," the Dells, Argo; "Kentucky Means Paradise," Green River Boys, Capitol; "Boy Trouble," the Revlons, Gar-Pax; also a couple of previous breakouts that are still climbing: "Pepino, the Italian Mouse," Lou Monte, Reprise, and "Road Hog," John D. Loudermilk, RCA Victor.

Russ DiAngelo likewise cited "Pepino" plus: "Anonymous Phone Call," Bobby Vee, Liberty; "Trouble Is My Middle Name," Bobby Vinton, Epic, and "Ten Little Indians," Beach Boys, Capitol.

NEW ON THE HOT 100

Continued from page 1

93. THIS LAND IS YOUR LAND . . . Christy Minstrels, Columbia 42592
94. EVERYBODY LOVES A LOVER . . . Shirelles, Scepter 1243
95. ME AND MY SHADOW . . . Frank Sinatra & Sammy Davis Jr., Reprise 20128
96. ECHO . . . Emotions, Kapp 490
97. THIS LAND IS YOUR LAND . . . Ketty Lester, Era 3094
99. FROM THE BOTTOM OF MY HEART (DAMMI, DAMMI, DAMMI) . . . Dean Martin, Reprise 20116
100. LIMELIGHT . . . Mr. Acker Bilk, Atco 6238

NEW ON THE TOP LP'S

114. MR. PRESIDENT . . . Original Cast, Columbia KOL 5870
120. I'VE GOT A WOMAN . . . Jimmy McGriff, Sue LP 1012
129. ROBERTINO . . . Kapp KL 1293
138. SANDY NELSON GOLDEN HITS . . . Imperial LP 9202
140. EXCITING VOICE OF AL MARTINO . . . Capitol T 1774

STEREO

37. MR. PRESIDENT . . . Original Cast, Columbia KOS 2270
41. TONY BENNETT AT CARNEGIE HALL . . . Columbia C25 823
43. WARM AND WILLING . . . Andy Williams, Columbia CS 8679
44. SERGIO FRANCHI . . . RCA Victor LSC 2640
49. BY REQUEST . . . Perry Como, RCA Victor LSP 2567

Coast Music City Puts on 2-for-1 Air Album Offer

HOLLYWOOD — Music City Stores is staging a two-for-one "Album of the Day" radio promotion on four stations here aimed at boosting sales while at the same time providing the retailer with a comparative evaluation of the stations' sales power.

On each of the four outlets—F.F.W.B., KLAC, KMTC, and KRLA—Music City presents on its sponsored time a different "Album of the Day." Listeners who purchase the LP during the days so heralded

(Continued on page 48)

Cadence Winter Sales Program Under Way

NEW YORK—Cadence Records is swinging into its winter sales plan and has named a new New Orleans distrib.

The new Southern outlet is Delta, which takes over handling the line immediately. The album deal runs through December 10 and offers four free albums on a minimum of 25. New releases as well as catalog are included as announced earlier (BMW, October 27).

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Vol. 74 No. 48

NARM Readies Annual Survey; May Show Gross of \$100 Million

NEW YORK—The National Association of Record Merchandisers (NARM) is preparing its second annual survey of the record rack jobbing industry. A confidential questionnaire is in the works and will be sent to all NARM members.

Last year's NARM survey, results of which were presented at the association's annual convention in Miami, was the first of its type of the rack jobbing industry.

In the new survey, dollar gross value is a major area to be covered. A total volume figure will be asked, as well as a comparison between 1961 and 1962. A dollar volume breakdown will be made for singles, LP's, EP's, kiddie records, mono albums and stereo. Dis-

counting will also be surveyed. Jules Malamud, executive director of the organization, is predicting that the gross dollar volume figure for NARM members in 1962 will pass the \$100 million mark. In 1961 the gross dollar volume figure was \$80,950,000.

Survey will also cover types of locations serviced by rackers, as well as how many, and the type of product placed. Survey will also examine as closely as possible the budget record situation among rack jobbers. Final report on the survey will be made at the association's convention in San Francisco in March. A brochure containing results of the survey is to be prepared for distribution at that time.

Columbia Records Sales Volume Shows 16% Increase Over 1961

NEW YORK—Columbia Records showed a gain in sales volume of more than 16 per cent for the first

nine months of 1962 as against the same period a year ago, interim Columbia Broadcasting System report to stockholders indicated this week.

Highlighting the CBS report was a discussion of the roll being played at Columbia Records by factory and studio facilities as well as the part played by creative and sales divisions.

During the last two months of the third quarter, Columbia's current plants at Bridgeport, Conn.; Pitman, N. J.; Terre Haute, Ind., and Hollywood, produced a total of 21,000,000 records, "an unprecedented achievement during so short a period."

In addition to opening its Pitman plant in May, 1961, Columbia also added a new 58,000-square-foot wing to its Terre Haute facilities last December. This month, the company will break ground for a brand-new manufacturing and distributing plant in Santa Maria, Calif.

The report also noted that Columbia recently renovated its New

(Continued on page 48)



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Side A (a)
**DEAN MARTIN
&
SAMMY DAVIS JR.
SAM'S
SONG**

Side A (aa)
**FRANK SINATRA
&
SAMMY DAVIS JR.
ME AND
MY
SHADOW**

Produced, designed,
rephrased by Sammy Cahn
and Jimmy Van Heusen;
orchestra conducted
by Billy May. R-20,128



'LITTLE ME'

TV's Caesar With a 46th St.

The Musical

By JACK MAHER

"Little Me" is TV gone mad. The new musical produced by Feuer and Martin at the Lunt-Fontanne Theater is a wild but uneven collage of color, sound and motion that makes expert use of the multi-faced and multi-voiced TV talents of Sid Caesar. In this respect it is a perfect vehicle, though there are trying moments for even his most devoted fans.

What ultimately saves the show from falling into an almost-ran category is a strong opening and an explosive close. It grabs the audience quickly and leaves it with a riotous finish. In between, the action and the music are buoyed up by some sharp and flashy footwork outlined and drilled to precision by choreographer Bob Fosse. Artful work in lighting and scenery is also a contributing factor, for, though the action sometimes slips, audience attention is riveted to the stage. And then, of course, there's always Mr. Caesar.

Sid Caesar dominates this show in much the way he has always dominated his TV shows. The book as written by Neil Simon from the novel by Patrick Dennis is not always up to the star's talents. It is, though, a Caesar spectacular in his best TV tradition and provides a fast-paced vehicle for many of his best TV voices and costumes.

The story revolves around the trials and tribulations of Belle Poitrine as she struggles over the dead bodies of husbands,

lovers, friends and acquaintances on her way to notoriety. The majority of the action takes place in flashback fashion with today's Belle played by Nancy Andrews in loud and appropriately brassy fashion, and yesterday's Belle by Virginia Martin. Miss Martin is gifted in more ways than one; she has a strong pair of lungs and knows how to use them.

Caesar plays seven characters in the play and a number of them are gems. The main character is Noble Eggleston, who does everything twice as well as anyone else. In addition, his portrayals of the tight-fisted Mr. Pinchley; Otto Schnitzler, the down-and-out movie producer, and Prince Cherney, the destitute and dying leader of a fictitious country, are the best.

These and the other characters are straight from the TV books of similar names. Many a Caesar devotee was seen looking under seats and behind the props for Howard Morris and Carl Reiner, two of Caesar's most adroit TV partners.

The music conveyed the action some of the time, and at others seemed to hold up proceedings. "Rich Kids Rag," a birthday party, was hilarious as danced by the company, as was "The Prince's Farewell." Miss Martin was excellent in the vaudeville spoof in "Dimples." Staging here was excellent too.

Best of the tunes for general consumption seemed to be "I've Got Your Number," as sung and danced by Swen Swenson; "Here's to Us," sung by Miss Andrews, and "Little Me," sung by Miss Andrews and Miss Martin.

The Album

NEW YORK—Broadway record shops are impatiently awaiting first copies of the original cast LP of the new hit musical "Little Me." The RCA Victor caster was cut Sunday (25). The firm will rush-release the album for delivery within the next two weeks. As far as record shops are concerned this is two weeks too long, for they are logging orders now for the critically acclaimed Sid Caesar musical currently appearing at the Lunt-Fontanne Theater.

Dealer impatience was caused by bidding for the original caster which was still going on two weeks ago. It was then that RCA nailed rights for the cast set from E. H. Morris, publisher of the Carolyn Leigh, Cy Coleman score.

Besides the forthcoming original caster, the show has a good deal going for it. "Little Me" has drawn a majority of yeas and a minimum of nays from the city's aisle-sitters, and, in addition, a number of singles have been released by strong disk names, with even more on the way.

"Here's to Us" has been recorded by Jerry Vale and Kitty Kallen. "Little Me" has been waxed by Jo and the Jamies, and "I've Got Your Number," which looks as if it will be the most recorded title in the show, has new disks by Tommy Leonetti and George Chakaris. Records by a number of other artists are due, among them one by Tony Bennett.

The power of good reviews has worked its spell at the box office. Ticket buyers are now accepting June ducats as the earliest date available.

'BLACK NATIVITY' SETS SHARE OF PRECEDENTS

By SAM CHASE

NEW YORK—Several precedents were set this week by "Black Nativity," the gospel song play which currently is on tour in Europe.

It has become the first dramatic production to be booked into Philharmonic Hall, and will be the first event of any type to have a week-long run there. It also is the first show for which Philharmonic Hall has accepted booking on a participation basis, on a percentage deal in which its partners are the triumvirate of original producers, and the Westinghouse Broadcasting Company.

The latter firm is serving as sponsor-producer for the run at Philharmonic Hall, its initial venture into play sponsorship. As part of the deal, WBC will get radio broadcast rights to the show and will air a live broadcast of a performance, possibly Christmas Eve or Christmas Day, over its stations, including WINS, New York. It is possible that the broadcast also may be sold on a syndicated basis to other radio stations across the nation.

Meanwhile, arrangements for the original cast album's release

were concluded this week by Vee Jay Records. The show had been recorded some weeks ago, but negotiations over details of the release were only just concluded. The album will be available before the Philharmonic run begins, with the opening scheduled for December 23. EMI has been set to distribute the LP in England, where the show has had great acceptance.

"Black Nativity" originally ran off-Broadway in New York, then won plaudits at the Spoleto Festival of Two Worlds in Italy last summer. It opened in London with great critical success in August and has been touring Europe since. It stars Marion Williams and the Stars of Faith, and Professor Alex Bradford and the Bradford Singers.

Following the appearance here, "Black Nativity" will resume its European tour until June 30. It will play the European Festivals until September 1963, when it will commence a 41-week tour of the United States prior to extensive overseas bookings in areas of the world where it has not yet been exposed. Its producers are Michael R. Santangelo, Barbara Griner and Eric Franck.

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.

NOVEMBER 26-DECEMBER 2 (All Times Eastern Standard)

- MONDAY 26—VAUGHN MONROE, ROBERT MERRILL
Monroe will be guest conductor for the week on the Merv Griffin show (NBC-TV, Monday-Friday, 2-2:55 p.m.). His latest Dot LP is titled "Vaughn Monroe's Greatest Hits." RCA Victor recording artist and Metropolitan Opera star Robert Merrill guests on the Griffin show.
- MONDAY 26—THE PLATTERS
The Mercury recording group join the Westinghouse Steve Allen show, which is seen in 24 cities in a late syndicated night segment. The Platters' new single is "Heartbreak."
- TUESDAY 27—LEON BIBB
Folk singer Bibb guests on the Merv Griffin show (NBC-TV, Monday-Friday, 2-2:55 p.m.). His current Columbia album is called "Leon Bibb Sings."
- TUESDAY 27—JOANIE SOMMERS
Warner Bros. singer Joanie Sommers guests on "The Red Skelton Hour" (CBS-TV, 8:30-9:30 p.m.). Her new W.B. single is "Bobby's Hobbies" b.w. "Goodbye."
- TUESDAY 27—EYDIE GORME
Eydie Gorme pays a return visit to the Garry Moore show (CBS-TV, 10-11 p.m.) and sings the oldie "Granada." Her new Columbia single released this week is "Where Is Love" b.w. "Before Your Time."
- WEDNESDAY 28—DAMITA JO
The Mercury recording thrush visits the Perry Como show (NBC-TV, 9-10 p.m.). Damita Jo's new single is "Dance Him by Me," and the new LP is "Damita Jo Sings a Country Song."
- THURSDAY 29—BOBBY DARIN
Darin makes an appearance on the Bob Hope show (NBC-TV, 8:30-9:30 p.m.). His current Capitol LP is called "Oh! Look at Me Now."
- THURSDAY 29—BOB NEHWART
The Warner Bros. comedy recording artist guests on the Andy Williams show (NBC-TV, 10-11 p.m.) and delivers a monolog on the discovery of tobacco in America from his latest WB album titled "The Button-Down Mind on TV."
- FRIDAY 30—SIR MICHAEL REDGRAVE, SIR RALPH RICHARDSON
Redgrave, voicing excerpts from Shakespeare's plays, and Richardson, as special guest narrator, appear in "Shakespeare: Soul of an Age" (NBC-TV, 7:30-8:30 p.m.). Caedmon Records will release a TV original-cast album of the show in advance of the show's playdate.
- SUNDAY 2—JEROME HINES
The Metropolitan Opera basso, who has various recordings available on London and RCA Victor, guests on the Ed Sullivan show (CBS-TV, 8-9 p.m.).
- SUNDAY 2—GEORGE LONDON
London appears on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.) and sings "Serenade" from "Faust" and "Song of the Vagabonds." The Metropolitan Opera star has numerous recordings available on the London label.

LIVE REVIEWS

BOSSA CONCERT

Bossa Suffers Shoddy Showcase

Bossa nova, which has been gathering fine momentum on the stage and in night clubs (see reviews, below), was dealt a severe jolt by poor use of Brazilian and American musicians at Carnegie Hall Wednesday (21) before an s.r.o. audience, which was sometimes a little bewildered by it all.

On paper, the concert stacked up as an exciting affair. It went by the boards, however, because the promoters showcased too much talent in sloppy and non-professional fashion. The many notable Brazilian musicians, composers and singers constantly referred to the jazz influence on their music and, sure enough, they were treated here to the type of concert presentation that often plagues jazz musicians.

The music as a whole was good, though little effort was made at programming pace and variety. "Desafinado," for instance, was performed five different times and "One Note Samba" almost as many. It is hard to blame the musicians for anything that happened Thanksgiving Eve, however, for the bedlam on stage was not their fault. Many in the audience must have wished that microphone set-ups, lighting and staging had been thought out in advance. The constant stream of stagehands, running around like Keystone Kops, must have been even more unsettling to the musicians trying to perform.

Joao Gilberto especially, as a singer of melancholy bossa melody, was hard pressed to create the mood of his music, for there was a steady rearranging of microphones around his face as he attempted to sing his sweet-sad songs. Besides the usual p.a. mikes, equipment from CBS News and the U. S. Information Service was also massed in front. Gilberto acquitted himself with as much dignity as possible under the circumstances, but there were many on hand who know his records who wished he could have been heard to better advantage.

Antonio Carlos Jobim was another of the outstanding bossa leaders harassed by the chaotic conditions. He sang a few songs in soft voice and got off stage like a shot. The Oscar Nevas Quartet turned in diligent and swinging instrumental work. This group showed jazz fans just how much swing there is in the bossa nova and was most effective. Luis Fonfa—another top man and one of the founding fathers of the bossa nova movement—was extraordinary. Other bossa practitioners were Roberto Menescal, Carlos Lyra, Agostino Dos Santos and Lalo Schifrin. Schifrin, ex-composer and pianist with the Gillespie group, suffered the worst indignity of the evening. House and spotlights

(Continued on page 16)

TALENT TOPICS

New York

Vaughn Meader's barber, who is responsible for that JFK bob, has this to say: "A year ago he was nobody. Then I started cutting his hair. Look at him today." They say Meader's wife, Vera, 23, a secretary, is going to quit her job any day now, or at least after the first million albums. . . . Going to be hard for anybody else to cash in on "The First Family," but Spiral Records is following that other hot comedy album with "My Daughter, the Torch Singer," Gladys Shelley.

Benny Goodman will do Carnegie Hall January 18. . . . Even in pre-holiday doldrums, two tables still tough to manage: for Peggy Lee at Basin Street East and Robert Goulet at the Plaza. . . . That's Stan Freeman currently at One Fifth Avenue and Phil Foster at the Boulevard in Rego Park.

Singer Rod Lauren, recently signed to an exclusive by Chancellor Records' Bob Marcucci, already has made it as an actor and has worked on "Alfred Hitchcock Presents," "Have Gun, Will Travel" and in a picture, "Terrified." Marcucci bringing out his first record next month.

Walt Disney's Buena Vista Records has put on two new singers, Billy Strange and Billy Storm, their real names, it says here (and so is Bunker Hill's). Strange and Storm did Disney

sound tracks before trying records. . . . Earl Wrightson booked into Boston Gardens Sunday, December 9.

Giant Lineman Rosie Greer, guitar and shoulder pads and all, starting night club act after football season. . . . Xavier Cugat and Abbe Lane at Brooklyn's Town and Country. . . . Mrs. Jacqueline Kennedy told Paul Winter, of Altoona, Pa., that she had his bossa nova rec-

ords and had been "playing them non-stop for two weeks." Pretty good for a kid from Altoona, Pa. JACK ORR


Chicago

The "new" Villa Venice has overnight become one of the city's top showcases for big-name talent. Eddie Fisher opened the room two weeks ago.

(Continued on page 14)

The can't-miss Christmas single:

Ral Donner's

second 

miracle

OF CHRISTMAS

C/w (THINGS THAT MAKE UP) "CHRISTMAS DAY" R-20,135 (produced by L'AVENIR RECORDS)

Ral
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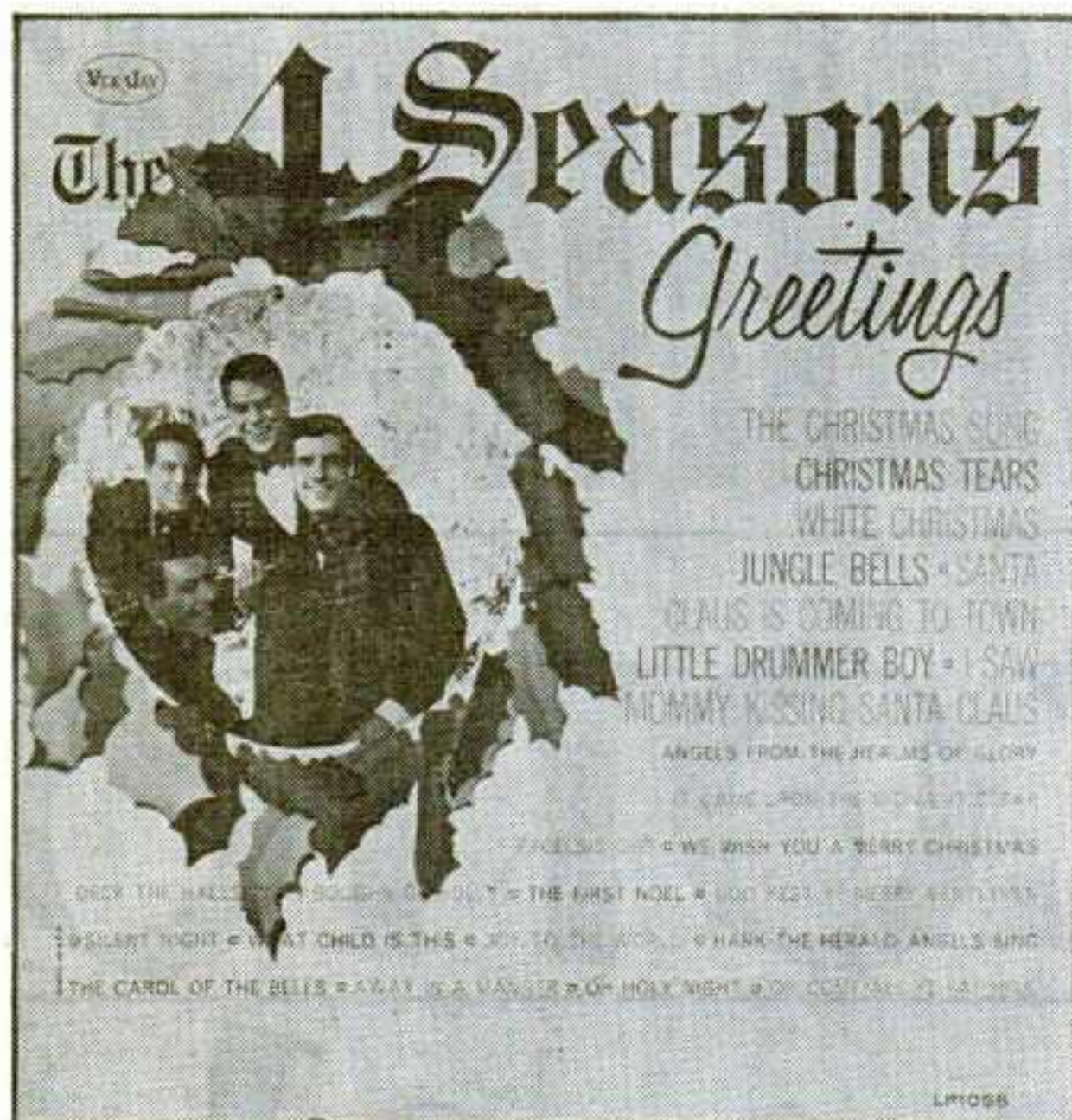


The 4 Seasons...

Hottest Music Makers in the World Today

**THE 4 SEASONS
GREETINGS FOR
CHRISTMAS**

VJ LP-1055/SR1055



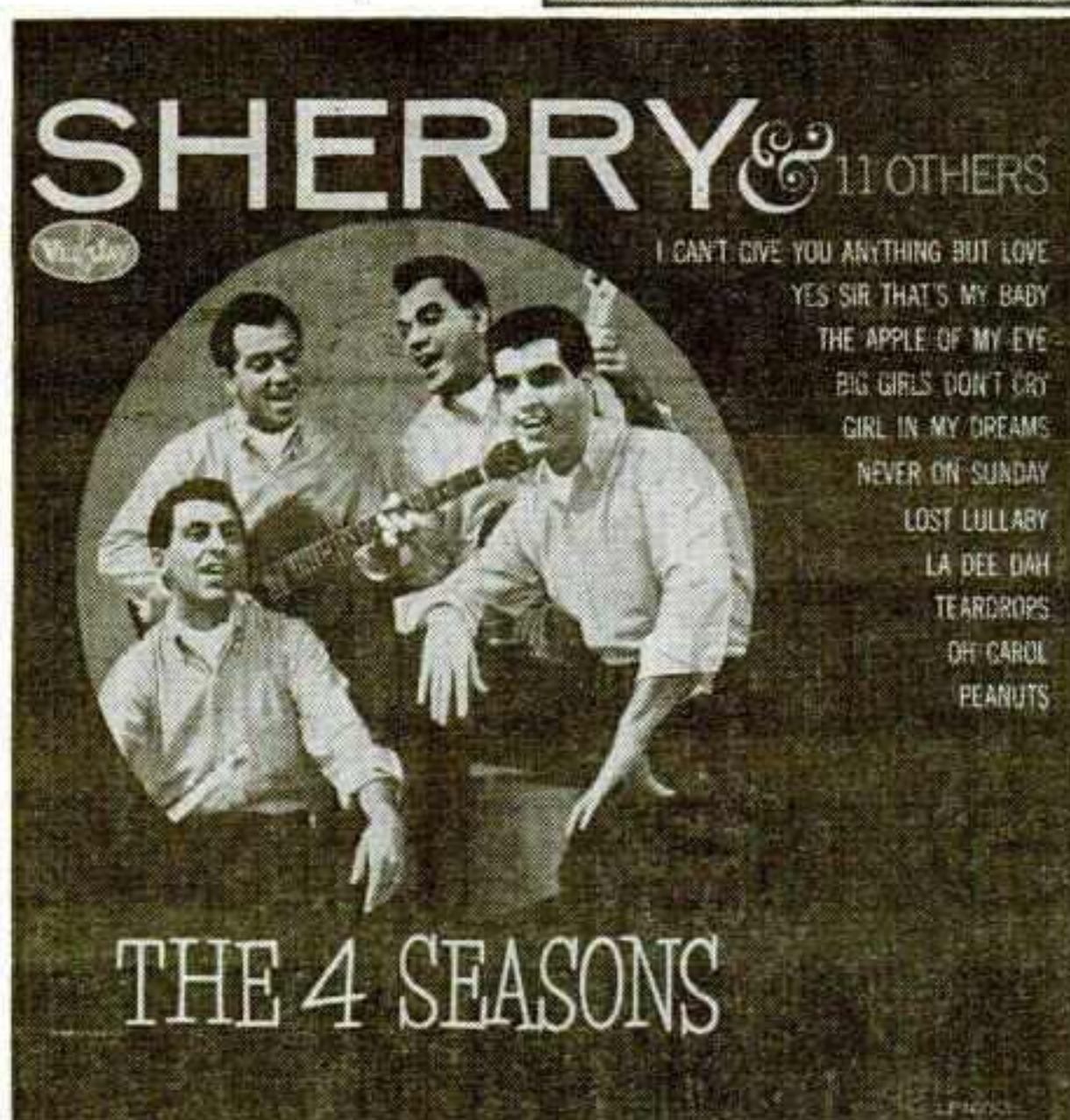
THE NO. 1 CHRISTMAS SONG
OF THE YEAR

**“SANTA CLAUS IS
COMING TO TOWN”**

by

THE 4 SEASONS

VJ-478



National Breakout in BMW
#7 on Mono Charts
#43 on Stereo Charts

“Sherry & 11 Others”
VJ LP-1053/SR1053



Four Top Tunes from
the Best Selling Album
“Sherry & 11 Others”

**THE 4 SEASONS
SING**

“I Can't Give You
Anything But Love”
“Never on Sunday”
“La Dee Dah”
“Peanuts”

VJ EP-1-901

Still Riding High. No. 47 on BMW Hot 100.

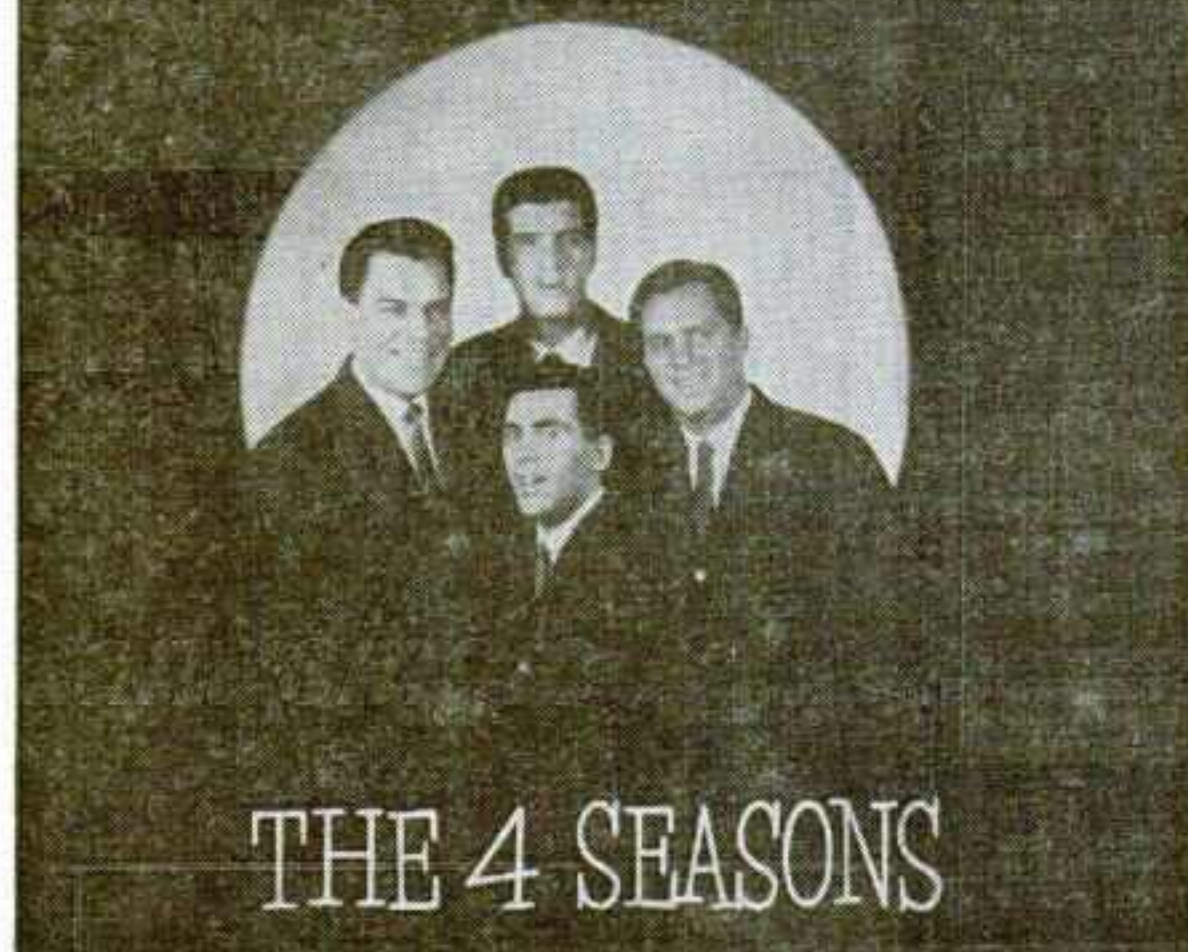
“SHERRY”

by

THE 4 SEASONS

VJ-456

**BIG GIRLS DON'T CRY
& 11 OTHERS**



No. 1 On All Charts

**“BIG GIRLS
DON'T CRY”**

by

THE 4 SEASONS

VJ-465

Watch for This One
Coming Soon!
It's their next Big Album

“Big Girls Don't Cry
& 11 Others”
by
THE 4 SEASONS
VJ LP-1056/SR1056



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Leading Chart Winners....

Backed With More Money Makers

Additional Power-Packed Releases . . .
All Money Makers

"I HOPE, I THINK,
I WISH"

b/w

"AIN'T THESE TEARS"

by

WADE FLEMONS

VJ #471

"HELLO TROUBLE"

by

ORVILLE COUCH

VJ #470

Hit BMW C&W Chart at
#24, MR at #28, CB at #38

Watch for additional action
by this fast climbing artist

"LET'S GET
TOGETHER"

b/w

"OH, JOHN"

by

JIMMY REED

VJ #473

"NOWHERE
TO GO
BUT UP"

by

STUART FOSTER

Mohawk #133

"JIMMY SAN"

b/w

"THEY SAY"

by

THE FOUR COINS

VJ #474

"YOU DOUBTED
ME"

b/w

"ONLY A FOOL"

by

GARY STITES

Mr. Peeke #122

"THERE ON A YONDER HILL"

b/w

"IN AN INSTANT"

by

HAROLD DORMAN

Santo #9005

**"YOU THREW A
LUCKY PUNCH"**

by

GENE CHANDLER (Duke of Earl)

VJ #468

Hit BMW Hot 100 at #69 Hit CB Top 100 at #84

"LOVESICK BLUES"

by

FRANK IFIELD

Now No. 1 in England

VJ #477

**"THEME FROM
TARAS BULBA"**

by

JERRY BUTLER

VJ #475

The Pick of New Releases in BMW, MR & CB.
Jerry Butler still on all national charts with
"YOU CAN RUN"

Another powerful follow-up to
"VENUS IN BLUE JEANS"

"DARKEST STREET IN TOWN"

b/w

"DREAMS OF A FOOL"

by

JIMMY CLANTON

Ace #8005



RECORDS

1449 S. Michigan Ave., Chicago 5, Ill.

This One



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TALENT TOPICS

• Continued from page 10

Now it's **Sammy Davis Jr.** to be followed by others of the clan **Frank Sinatra** and **Dean Martin**. Incidentally, **Pat Henry**, the talented young comedian with Samele, will have a comedy album out soon on Reprise. You can get a preview of Pat on the **Ed Sullivan Show** Sunday (2). . . . **Carl Davis**, producer of "Duke of Earl" for Vee Jay, has been named head of Columbia's r.&b. a.&r. activities here. Columbia has remodeled its studios here in an effort to pick up the r.&b. funky sound. They plan to step up recording activity. **Bob Mersey**, Columbia musical director, is coming here to kick off the project. . . . **Jerry D. Allan**, is in town scouting for talent for his Big Four firm. He does recording, promotion, publishing and talent management. . . . **Jonah Jones** returns to his familiar London House haunt for a three-week engagement November 27. . . . **Dick Gregory** and vocalist **Ruth Price** will open a three-week stint at Mr. Kelly's December 17. . . . Our "Ole Rotund Buddy," **Sig Sakowicz**, will be honored this week as the "Man of the Year" by the Catholic War Veterans, Five Holy Martyrs Post, this week. . . . **Cliff Duphiney** cut a new "Big Organ" album at Universal Studios last week for Decora-

Amphora Records. President of the studios, **Bernie Clapper**, was at the controls. . . . **Mike DeNette**, who just recorded "Why Wait for Winter" on the Raymond label, is also the music librarian at WBBM here. And here's another twist, **John Dolan**, sales manager of Stacy Records, a.&r.'d the side for Mike, kind of a side-gig. Summit's **Bill McCloud**, still hot with his **Allan Sherman** folk project, is promoting the ditty for Mike. . . . **Jordan Ross**, popular show business attorney here, is eyeing an independent management operation. **NICK BIRO**

Memphis

Vaughn Monroe was in town recently to emcee the swank high society Memphis Symphony League's annual ball at Memphis Country Club. . . . The **Meyer Davis** ork played the dance music. **Dorothy Shay** kept the crowd in stitches with her comedy.

Another big band leader, **Les Brown**, blew in for a one-nighter. He played a dance for the Seasons Cottillions, a club which organized to import a big band twice a year. . . . **Dickey Lee**, Memphis boy whose "Patches" was a hit on the Smash label, is a graduate of

SPOKEN ARTS IN BOOK PROJECT

NEW YORK—Spoken Arts Records has worked out an agreement with J. B. Lippincott Company for a record-book collaboration. Joint promotion is built around John Ciardi's "You Read to Me, I'll Read to You." Book contains poetry for children, and Spoken Arts has made a recording of the poems, read by the author, with the help of his children Myra, John and Benn. The recording and the book will be introduced simultaneously and will be promoted together in stores.

Memphis State University. He is still loyal to the old alma mater football team, flew in the other day to see a game. MSU slaughtered the opposition, perhaps for Dickey. **ELTON WHISENHUNT**

Philadelphia

It's a boy for the **Pete De Angelises**. He's the composer, conductor and arranger who discovered **Frankie Avalon** here. . . . **Fabian** stopped off in town to promote his new record, "Break Down and Cry." . . . With the folk music alone attracting cash customers to the concert halls here, the first country music concert of the season is listed for Town Hall for a Sunday afternoon, December 9, bringing in **Merle Travis**, **Earl Scruggs** and **Lester Flatt** and the **Foggy Mountain Boys**. . . . While **Henry Mancini** had to cancel his November 11 concert at the Academy of Music, the **Smothers Brothers**, planned as an extra-added for the band concert, came in the night before and packed the Campus House at La Salle College for two solo shows. **MAURIE H. ORODENKER**

Hollywood

The Christy Minstrels start a two-week run at the Coconut Grove on Friday (23), marking the group's second club engagement. Group is a regular on the **Andy Williams Show**, which along with its Columbia releases (one LP and a single), has helped spread its following to markets across the country. . . . **Kenny Roberts** returned last week after an engagement in Chicago's **Pepi's**, **Las Vegas' Riviera Hotel**, **Dallas' Bali-Hi**. He has been signed to appear at **San Fernando Valley's Black Bull** for an extended run starting Monday (26) through New Year's.

ARTISTS' BIOGRAPHIES

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

MEL TORME (Atlantic)

PERSONAL MANAGER: Mannie Greenfield. **HOME TOWN:** Chicago. **EDUCATION:** High school. **BACKGROUND:** Veteran show business personality, Mel Torme is back in the limelight with a hot new single on the Atlantic label. A creative and versatile talent, Torme has been successful in many phases of the business, including acting and singing in films, radio and TV as well as arranging, playing the drums and piano and writing hit tunes such as "The Christmas Song" and "Stranger in Town." He's also performed extensively in night clubs and at one time had one of the hottest singing groups in the country known as the Mel-Tones. Torme's recording history includes many records for the Verve and Bethlehem labels. Currently recording for Atlantic Records, Torme is enjoying his first hit single in a long time.



LATEST SINGLE: "Comin' Home Baby" moves up to the No. 53 slot on the Hot 100 this week.

LATEST ALBUM: "Comin' Home Baby."

THE TAMS (Arlen)



PERSONAL MANAGER AND BOOKING OFFICE: Bill Lowery Talent, Inc. **NAMES:** Charles Pope, Joseph Pope, Robert Smith, Floyd Ashton, Horace Key. A third brother, Otis Pope, is the group's road manager. **BIRTHDAYS:** Charles Pope, August 7, 1936; Joseph Pope, November 6, 1933; Robert Smith, March 18, 1936; Floyd Ashton, August 15, 1933; Horace Key, April 13, 1934. **HOME TOWN:** Atlanta. **EDUCATION:** High school. **BACKGROUND:** The boys have been singing together in local clubs in the Southeast for about three years. Recently they came to Lowery Music in Atlanta to seek an audition with Bill Lowery. He signed the group and recorded its current hit disk which he produced for Harry Finfer's new Arlen label. The Tams are presently on a cross-country tour of personal appearances to promote their hot chart record.

LATEST SINGLE: "Untie Me" is the name of the Tams' first chart single, this week No. 65 on the Hot 100.

Fantasy Records Plans 2d Studio

SAN FRANCISCO — Following hard upon the opening of San Francisco's first commercial phonograph record recording studio on October 22, Fantasy Records has announced plans to build a second studio during early 1963.

Sol Weiss, president of the company, told **BMW** that Fantasy will invest about \$150,000 for a two-studio building to be built between January and June. The other studio

in the city is Coast Recorders, a branch of the Los Angeles firm, United Recording Corporation. Coast, however, does only custom recording and issues no releases under its own label.

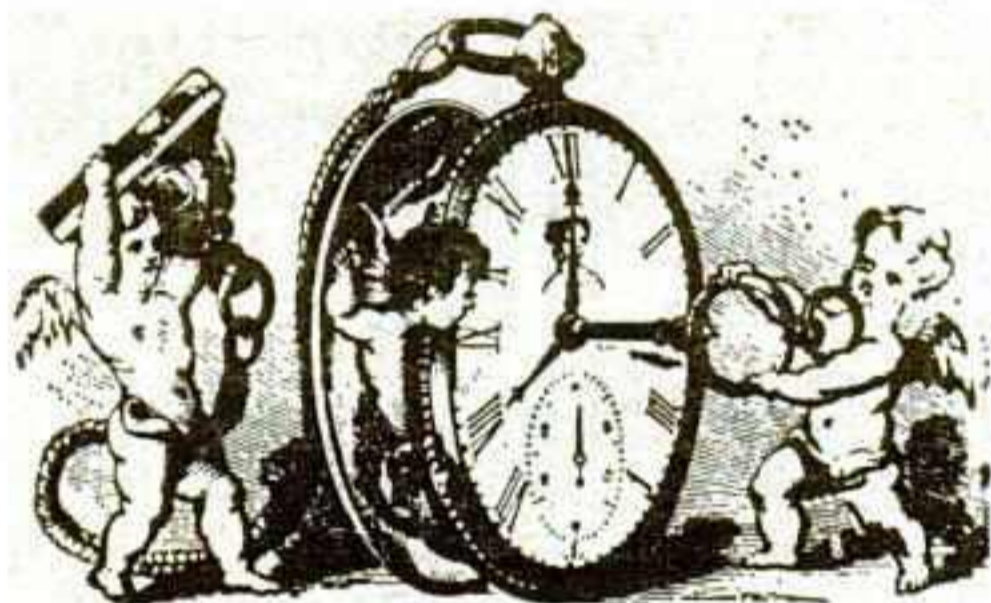
The two-story building will measure 40 by 75 feet on each floor. Fantasy, founded in 1949, has long been contracting its recording to other studios both in Los Angeles and the East. The new policy will enable them to do their own record making at the company's headquarters.

The hottest of recent releases under the Fantasy label is Vince Guaraldi's "Jazz Impressions of Black Orpheus," 3337, which was issued in late summer. A more recent release, "Christmas With Korla Pandit," 3350, ranks high as the release receiving the "best critical acclaim" and a strong seasonal seller, according to Melvin Weiss, vice-president and brother of Sol.

Release Marks 75th Ernst Toch Birthday

HOLLYWOOD—Contemporary Records will mark the 75th birthday of Pulitzer prize winning composer Ernst Toch with the release of his Quintet for Piano and Strings, as recorded by Andre Previn and the American Art Quartet. The recordings were made under the composer's own supervision.

Toch was born December 7, 1887, and was awarded the Pulitzer prize for his Third Symphony in 1956. The composer, a resident of Santa Monica, has supervised the recording session of three other chamber music LP's previously issued by Contemporary.



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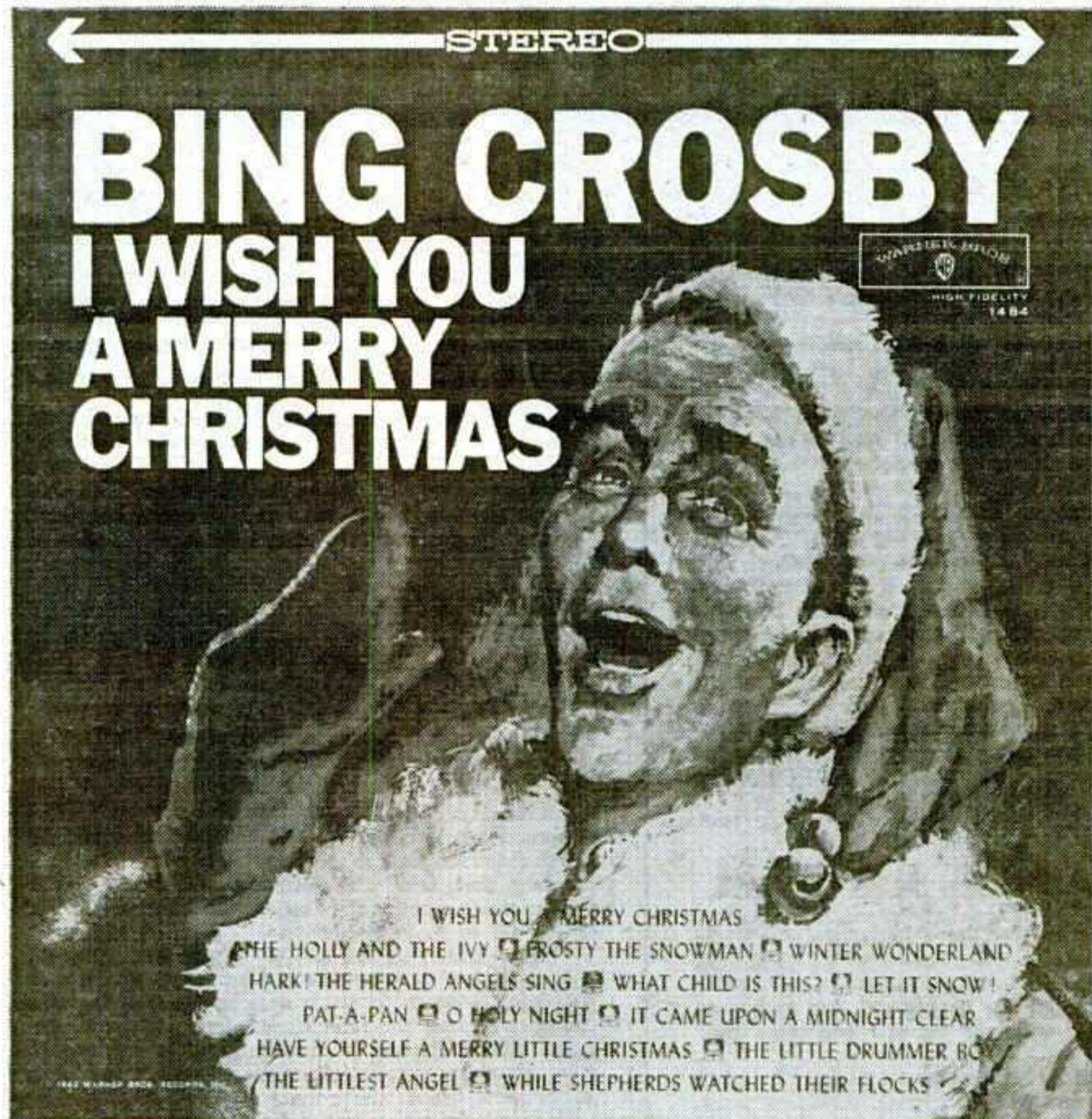
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OX 7-7090

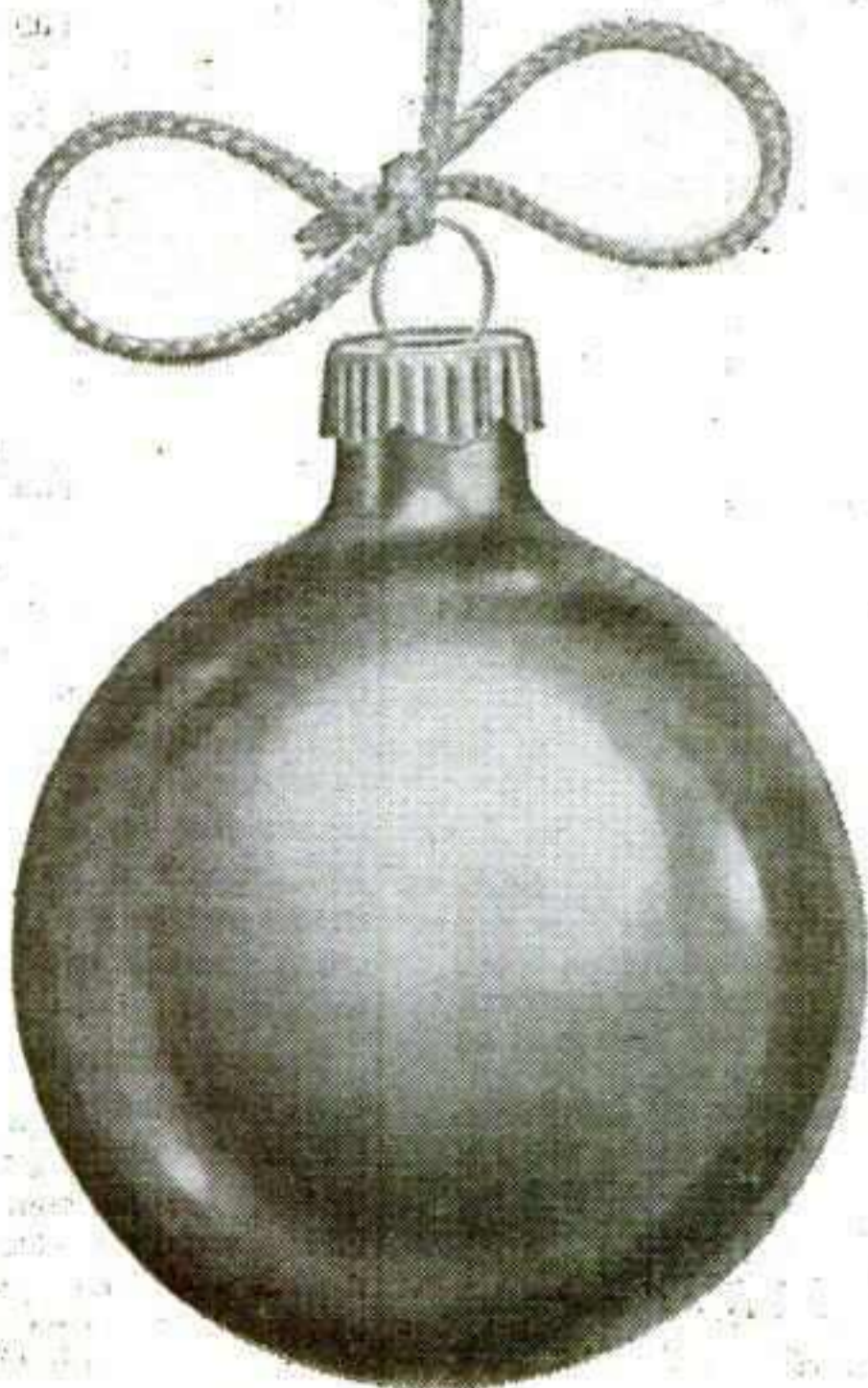
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A NEW CROSBY CHRISTMAS ALBUM

"I WISH YOU A MERRY CHRISTMAS"



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The most magnificent Crosby sound ever heard!

Thrill to the best-selling Christmas
minstrel of all time... album includes

"Frosty The Snowman," "Winter
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the first name in sound

**WARNER BROS.
RECORDS**
4000 WARNER BOULEVARD • BURBANK, CALIFORNIA

LIVE REVIEWS

• Continued from page 10

were turned off while he was still performing to signal the long-overdue intermission.

Stan Getz represented the American segment of the program and played with his usual warmth and grace. He is used to the chaos of this type of concert and played with professional dignity on tunes like "Desafinado" and "Autumn Leaves." He then joined a big band under the direction of Gary MacFarland and played solos separately and in tandem with Bob Brookmeyer. This should have been a highlight of the evening, but much of the music was lost through poor mike placement.

It is hoped that the next time Brazilians of talent and sensitivity are presented in this country, they will be accorded more dignity and courtesy on stage. JACK MAHER

SUPPER CLUB REVIEW

R. Goulet—Boy Girl-Melter

The girls have found themselves a new singing heart-throb in Robert Goulet, the Columbia Record star, lately of "Camelot." The personable singer has been cracking records and creating excitement at New York's staid Persian Room of the Plaza Hotel, where it is tougher to get a table these nights than a ticket to "How to Succeed."

It is understandable that Goulet is making such a dent as a night club performer. He has the looks, the personality and the voice, and he knows how to project, especially to the femme side of the audience. Solid material, strong arrangements and what appears to be enjoyment of what he is doing stamp him as one of the hottest new acts to hit the night club circuit in many years.

Goulet's record fame—his LP's are solid sellers—and his appearances, plus his Broadway musical stint, have built him a solid following. He takes advantage of this following with ringing renditions of his recorded items, like "What Kind of Fool Am I" and his numbers from "Camelot." And the rest of his carefully selected material is also in the proper groove. "I Have Dreamed," "Here's That Rainy Day," "Hooray for Love," a medley of old songs, a medley of tunes from "West Side Story," and some special material, specifically a song called "Concentrate on 'One Thing at a Time,'" make for a potent act.

There is some banter that Goulet does that is unnecessary. He is not good at telling jokes. But he is good when he is his own natural self, laughing at audience reaction when he wings at a ringside lass or adding an exclamation or two to one of his songs. Jerry Bressler and Lynn Duddy wrote much of his special material, and the Milt Coben orchestra backs the singer in swinging fashion. Goulet is a sure bet for movies, where he should do as well as he has done so far on disk, TV and Broadway. BOB ROLONTZ

NIGHT CLUB

Steve & Eydie Ad Lib Just Right

Crowd pleaser is the word for Steve Lawrence and Eydie Gorme's new act, which broke in at the New York's Copacabana Thursday (15). It's a routine which, pleasingly enough, relies on virtually no special material for its big sell, but rather on the rough and tumble comic antics of the pair and some good solid vocalizing.

Newness is emphasized by the opener—a happy "Laugh It Up" from Irving Berlin's brand-new show, "Mr. President"—followed by Steve Allen's good song "This Could Be the Start of Something," which has become a trademark for the pair.

From here on, the seg is broken into a spot for Lawrence alone, highlighting Anthony Newley's smash hit song "What Kind of Fool," a place for Eydie to belt out a sort of Judy Garland medley ("Rock-a-Bye Your Baby," "Swanee") and some mighty fine dueting in single tunes as well as medleys of Berlin, Rodgers and Porter.

More, quite frankly, could have been done with the medley material. The Berlin seg was much too short and the Rodgers and Porter spots came off in a rather disorganized fashion. The pair more than made up for these few drawbacks with their obviously ad-lib banter, which got to the crowd almost as much as the music. Additional comedy material might well strengthen the act even more.

Conductor Joe Guercio, as usual, handled the augmented band in fine style. Judging by the flock of extra tables installed, the 50-minute presentation should do a lot of business for Copa magnate Jules Podell in the pre-Christmas run. REN GREVATT

CONCERT

Diz & Bossa Reach the People

The excitement and the high-swinging potential of the bossa nova struck home forcefully from the stage of Philharmonic Hall in Lincoln Center in New York Sunday (12) when a group led by Dizzy Gillespie hit a Brazilian groove and electrified the audience into spontaneous applause. This took place at a two-part concert featuring Gillespie and Mary Lou Williams, staged for the benefit of the Symphony of Musical Arts by Big Joe Rosenfield's Happiness Exchange.

In the Gillespie part of the program the trumpeter and his group drove the Brazilian beat with intensity on two tunes in particular, "Ole (for the Gypsies)" written by Diz himself and "No More Blues," by one of the Brazilian giants of the new rhythm mode, Antonio Carlos Jobim. Lalo Shifrin took special bows for some superb piano work, pouring out chorus after chorus in electrifying style.

A second part of the Gillespie segment featured a Shifrin composition in six parts. The work, called "The New Continent,"

Battle of 'Mr. Presidents' Looms as All-Out Contest

NEW YORK — An intriguing battle may be shaping up between the two "Mr. President" albums now out on the market: the original cast waxing of the Irving Berlin show on Columbia and the Perry Como version on RCA Victor. To date, the original cast waxing has outpulled the early action, but the Como set is not far behind.

What makes the story so absorbing is that before Columbia landed the Berlin show caster, Victor was in the running for the rights. The terms, however, appeared to have cooled Victor's ardor, though not Columbia's.

Terms for the Berlin cast waxing were about the stiffest ever asked for a cast set. In addition to the estimated 17½ per cent producer's

royalty, (higher than the estimated 17 per cent producer's royalty on "No Strings"), Columbia put up \$200,000 as an advance without getting a piece of the show. Show contract also is understood to have called for extensive ad campaigns.

2d in Line

Soon after Columbia landed the cast set, however, the Berlin office worked out an arrangement for the Como set on Victor, dealing with Hugo and Luigi and Victor a.&r. boss Bob Yorke. One restriction in the arrangement was that the Victor album with Como could not be issued until after the original caster on Columbia.

Victor now is starting an intensive ad campaign on Como's

was played by an all-star orchestra of more than 25 pieces. It ran through the crescendo and climaxes of some of the better big band writing of the past, but was pale in comparison to the excitement of the bossa nova music. Shifrin bears watching as a composer, however, for he has a deft touch with instruments, and should continue to improve as he evolves a method of individual expression.

The first part of the program presented the artful piano work of Mary Lou Williams in solo and trio form. Billed as a "History of Jazz," her performance was a nostalgic and rewarding delineation of some of the styles of the past and present. In fine stride style, she played ragtime and blues tunes and then moved through music representative of the swing and modern concepts. Her portion of the evening ended with a spiritual-like work that employed a not-too-imaginative choral reading of her own composition, "St. Martin de Porres" and "The Devil." In all, Miss Williams was a pleasure to hear again, but the night really belonged to the vitality of bossa nova. JACK MAHER

D'OYLY CARTE

Current Troupe Has High Style

The reputation that the D'Oyly Carte Company has had for presenting the works of Gilbert and Sullivan in the high style that they deserve is still as solid as the rock of Gibraltar. For the first time since the mid-50's the D'Oyly Carte is back in the U. S., under the direction of Bridget D'Oyly Carte, and presented by Sol Hurok. The troupe has been appearing in North America since August, and it is this reporter's happy duty to state that they are currently enlivening the New York theater scene at the City Center with their joyful performances of the G. & S. masterpieces.

It is true that the D'Oyly Carte has changed much in personnel since it appeared in New York almost a decade ago. And yet, as much as it changes it remains the same. Martyn Green is missed, but John Reed, playing many of the roles that made Green famous, is a worthy successor. As Ko-Ko, the Lord High Executioner in "The Mikado," the opening opera presented in New York, Reed showed off a comic spirit and inventiveness that was delightful. Donald Adams as the Mikado, Thomas Round as Nanki-Poo, Kenneth Sandford as Pooh-Bah, Jennifer Toye as a most attractive Yum-Yum, and Gillian Knight as Katasha were all excellent in their roles. The chorus of men and women ably demonstrated that the D'Oyly Carte tradition is a vital, living thing. Their gestures, their postures, their mannerisms and their ability to project the best of G. & S. made them exciting to see and hear. The costumes and the scenery also were of the highest order.

Conducting the orchestra, as he has done for many years, was Isadore Godfrey. His skill with musical direction is a tribute to his musicianship and is one of the reasons the Sullivan music retains the bounce and freshness it had when first performed well over half a century ago.

The current cast of the D'Oyly Carte group made a number of new recordings of G. & S. operas for London Records, the label that has released D'Oyly Carte recordings for many years. These new recordings not only contain the music, but also the complete dialogue. As the D'Oyly Carte company continues its merry way around the country, sales of its new recordings are sure to interest the legion of G. & S. fans in the U. S. and Canada. BOB ROLONTZ

NIGHT CLUB

Hotel Band Bossa Registers

The Park-Sheraton Hotel in Manhattan broke the bossa nova barrier this week with the presentation of Bole Sete and his trio as featured act in the refurbished Mermaid Room. Sete's is the first bossa nova group to be hired for hotel band purposes, and if the enthusiastic reception of audience and friends is an indication, the threesome will be there for some time.

Sete is a Brazilian-born guitarist who knows the soft-samba beat intuitively. He and his group are a neat three-man team that can draw much of the subtlety as well as the swing from the big B beat. As the first evening's (13) festivities continued into the early morning hours (14) the group's confidence and delivery grew stronger. "Desafinado," "O Poco," "Recado" and "One Note Samba" were only a few of first-rate b.n. tunes played by the guitar with bass and drums trio. JACK MAHER

"Mr. President" set. Point-of-sale material in stores, 2,500 copies to deejays, national advertising, and special TV commercials, are all parts of the Victor-Como push.

On TV, Too

In addition, Como himself, with Sandy Stewart and Kaye Ballard, is performing tunes from the album on his TV show.

The Columbia album, it is estimated by tradesters, has to sell between 200,000 and 400,000 before it turns into a money maker for the firm, at the high prices the firm paid to get the set. The Victor album, though not inexpensive to make, will start to earn profits long before then. Can a musical score sung by a big name like Como out-sell an original cast waxing? Time will tell.

Third New Studio Makes S. F. Major Cutting Center

SAN FRANCISCO — A third commercial phonograph record manufacturing firm is opening studios in San Francisco this fall.

The former Los Angeles firm of Mammoth Records, Inc., began operating here in July, using the tentative name of All-Right Record Company. But it is presently being incorporated and will use a new name, Audio Record Manufacturing Corporation.

James Wright, vice-president and general manager, has a background of 15 years in record cutting. He closed the Los Angeles studios of Mammoth to move north because "there are too many phonograph record" studios in the Southland. The opening of Audio Records, along with also-new Fantasy Records and Coast Records, will help make San Francisco a record-cutting center.

Wright says the new firm will handle the full processing of transcription — from artist through completed record. The company presses for about 40 different labels, but will also introduce two of its own: Cessna and Jan-elle. The latter is owned by Gracie O'Neal of Associated Sound Records, San Jose.

Lee Gilmore, also of Associated Sound, has been named national sales manager for Audio, while maintaining his connection with the San Jose firm. Dr. Edward Schnell is president of the new corporation, but is not active in its operation.

Fine Counterfeit Disk Seller \$750

NEWARK, N. J.—Sidney Mittleman, who was indicted here in 1960 on charges of selling records with counterfeit labels, has pleaded guilty to the charges. He was fined \$750 and was placed on probation by Judge Barrett of Superior Court of Essex County, New Jersey.

Specific records involved were Cameo's "Ding a Ling" and "Swinging School," and Swan's "Jump Over" and "The Urge." Prosecution was initiated in June 1960 and indictments were returned that month and again in the fall of 1961, under a New Jersey State statute making it a misdemeanor to sell a product with a counterfeit trade-mark.

The law firm of Steinberg, Steinberg, Lavine and Gorelick of Philadelphia, counsel for the American Record Merchants and Distributors Association, co-operated with the authorities in developing evidence which led to the indictments.



Will the new red DJ carton please stand out? And stand out it does, as you can see for yourself. Now, when DJ record copies have to be found in a hurry, there's no more guesswork involved. There they are, bold as life. It's a simple solution to a long standing problem and Columbia Record Productions is adopting it now because it will make a difference to you. It's little things like this that make Columbia Record Productions a stand out when it comes to servicing your every need. **COLUMBIA RECORD PRODUCTIONS**

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(THE IDEA FOR THE RED BOX SUPPLIED BY MR. DAVID KAPP, PRESIDENT OF KAPP RECORDS.)

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The pick of the new releases:
SPOTLIGHT ALBUMS OF THE WEEK
 Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

GIRLS! GIRLS! GIRLS!



Elvis Presley in Sound Track. RCA Victor LPM 2621 (M); LSP 2621 (S)—Here's Elvis with another smash picture album, full of fine tunes that all fans will enjoy. There are a generous 13 numbers in the score and the wide range of material runs from croon ballads ("Where Do You Come From"); to a tango ("The Walls Have Ears"); to calypso ("Song of the Shrimp"); to rock ("Girls! Girls! Girls!"). It shows the versatility of the great rocker and it caters to many styles of pop tastes. Lad really sounds good on these tracks.

CHUBBY CHECKER BIGGEST HITS



Parkway P 7022—Sure fire chart material, this LP rounds up such smashes as "The Twist," "Let's Twist Again," "Popeye," "Hucklebuck" and "Limbo Rock." The packaging is commercial, too, with eight pictures on the back of the jacket that can be peeled off and re-pasted, plus a removable jacket-size color photo of Chubby. The sum total means hefty sales.

FRANK SINATRA SINGS RODGERS AND HART



Capitol W 1825—This repackaging of a number of older Sinatra sides looks like a winner. Here is the master singing such wonderful Rodgers and Hart songs as "Little Girl Blue," "I Wish I Were in Love Again," "Lover" and "Blue Moon." Strong wax with an attractive cover.

NEW FRONTIER



Kingston Trio. Capitol T 1809 (M); ST 1809 (S)—Here's another top-flight album by the Kingstons. The trio sings all kinds of material in the folk idiom. Each of the three members get a shot at doing some solo work on the set and backing is supplied mostly by the group itself. "Greenback Dollar," "To Be Redeemed," "Adios Farewell" and "The New Frontier" are some of the excellent tracks.

BOBBY RYDELL BIGGEST HITS, VOL. II



Cameo C 1028—Here's one the teen-agers should like to buy. It the second album of great Rydell hits and this one contains some of his latest biggies. Among them "Gee It's Wonderful," "The Cha-Cha Cha," "I've Got Bonnie" and "I'll Never Dance Again." The backings are smart and were certainly instrumental in the initial action of the disks and they add much to every band on this LP. Smart packaging features photos that can be peeled off and repasted plus pull-out liner-size photos.

A LAWRENCE WELK SING-A-LONG PARTY



Dot DLP 3432 (M); DLP 25432 (S)—Nostalgia rules in this sing-a-long album, with the Welk ork and chorus setting the pace. The tunes are the kind of oldies that are sung around rumpus-room pianos and campfires—"Let Me Call You Sweetheart," "Sweet Sue," "Heart of My Heart," etc. Arrangements are simple but good, and it's one of the best of the all-join-in platters. Lyrics are included in the package.

ACAPULCO 1922 AND THE LONELY BULL



Al Caiola-Ralph Marterie. United Artists UAL 3256 (M); UAS 6256 (S)—Al Caiola and Ralph Marterie, two top solo instrumentalists, join forces for a colorful album with a distinctive sound. Caiola's guitar and Marterie's trumpet blend well and are supported by LeRoy Holmes and chorus. The two tunes for which the LP is named get especially fine treatment and their current popularity adds commercial zing. Other strong tracks include "Blue Tango," "El Pecador," "The Breeze and I" and "Mexicali Rose."

SOMETHING OLD—SOMETHING NEW— SOMETHING BLUE—SOMETHING ELSE!!!



The Crickets. Liberty LRP 3272 (M); LST 7272 (S)—The Crickets have enjoyed a strong revival, particularly since their recent association, live and on records, with Bobby Vee. Here's a fine outing for the boys by themselves, following their recent chart album entry with Vee. Tunes here include ballads and rockers, among them such titles as "Little Hollywood Girl," "Blue Monday," "Willie and the Hand Jive" and "What'd I Say." The boys could go places with this strong wax.

LIMBO PARTY



Chubby Checker. Parkway P 7020—Here's Chubby with his smash single, "Limbo Rock," along with a flock of other items, all ideal as showcases for the limbo routine. Many of these are on the calypso kick while others are based on the new bossa nova, jazz samba beat. The numbers range from "Man Smart, Woman Smarter"; "Mary Ann Limbo," to "The Bossa Nova" and "Slightly Out of Tune." Whatever a dancer's taste, he'll find this packed with the modern sound and beat. Should be a fast mover.

FOR YOUR HULLY GULLY PARTY



The Dovells. Park P 7021 (M)—The Dovells have been hot with a succession of hits on the dance kick, including "The Bristol Stomp," "Do the New Continental" and more recently, "The Hully Gully." The latter is the inspiration for this new album, which is loaded with fine dance fare, attuned to the hully gully beat. The even dozen sides include "Hully Gully Baby," "Country Club Hully Gully," "Hully Gully" and many others. Should have a broad appeal. A swinging set by the group.

THE LONELY BULL



The Arena Brass. Epic LN 24039 (M); BN 26039 (S)—This LP, spotlighting a redo of the current hit "The Lonely Bull," played by a new ork called The Arena Brass, has a chance for solid sales action. The title tune is styled like the hit single, and also in the album are ringing instrumental readings of such Latin-styled items as "Spanish Lace," "Desafinado," "La Bamba," "Mexico" and "Tequila."

Christmas

A CHRISTMAS CAROL



Lionel Barrymore and the Canterbury Choir. MGM CH 112—The first side of this Christmas package is an MGM tradition — Lionel Barrymore as "Ebenezer Scrooge" in Dickens' famous yuletide story. Seldom has an actor been more identified with a part, and it is a moving experience. On the reverse side is a well-sung collection of nine Christmas carols ("Deck the Halls," etc.) by the Canterbury Choir, under Macklin Marrow's direction.

Sacred

TENNESSEE ERNIE FORD SINGS FROM HIS BOOK OF FAVORITE HYMNS



Capitol T 1794 (M); ST 1794 (S)—Tennessee Ernie Ford has been particularly successful in the past in the religious-sacred field, and this newest in that idiom should certainly continue the string for him. The great, rich baritone quality rings out with fine choir and organ assistance on a collection of the most memorable hymns, including "Onward Christian Soldiers," "Softly and Tenderly," "Whispering Hope" and "Beautiful Isle of Somewhere."

(Continued on page 20)

★★★★ STRONG SALES POTENTIAL

★★★★ MOST POPULAR MOVIE THEMES

Xavier Cugat. Mercury MG 20745 (M); SR 60745 (S)—Cugie applies his witty Latin touch to a flock of movie themes on this album. The set has a pleasant Latin ring and the ork is in strong, compact voice on the set. Among those movie themes featured are: "Love Is a Many-Splendored Thing," "Moon River," "Al Di La," "High Noon" and "Around the World in 80 Days."

★★★★ THE PHOENIX SINGERS

Warner Bros. WS 1485 (S)—New folk group here has had wide exposure on the Johnny Carson "Tonight" TV program. They have a good feel for the material, although their approach is somewhat stiff, it should improve with experience. "Wave to Me My Lady," "The Jolly Swagman" and "Unclouded Day" are some of the better tracks.

★★★★ DESAFINADO (BOSSA NOVA)

Orch. Saxambistas Brasileiros. Dauntless DM 4303 (M); DS 6304 (S)—Here's a mighty interesting disk that shows off the bossa beat in a format that features a dance band composed of saxophones. The LP is a fine dance package with strong work from a number of the reed soloists in the band, "Desafinado," "One Note Samba," "E Luxo So" and "Meditacao" are some of the better tracks. Besides some excellent music, the album carries printed diagrams in the liner for three different bossa nova steps.

★★★★ JAN AUGUST PLAYS A COLLECTION OF 27 POPULAR CLASSICAL MELODIES

Mercury MG 20744 (M); SR 60744 (S)—Pianist Jan August selects a number of well-remembered classical items from such operas as "Carmen," "Rigoletto," "Faust," "La Traviata," etc., and makes pretty, pop piano pieces out of them, with pleasantly lush ork backing. Material is danceable and listenable, if not particularly new in concept. Good sound.

★★★★ HOEDOWN

Felix Slatkin. Liberty LMM 13024 (M); LSS 14024 (S)—Another in maestro Slatkin's shimmering sound excursions, highlighting the versatile string section. The hoedown, an accepted fiddle milieu, is the setting here, with a dozen familiar, old-time favorites dripping with corn shucks and hay, with a dressed-up, urbanized flavor that makes it palatable to all. "Turkey in the Straw," "Golden Slippers," "Arkansas Traveler," "Listen to the Mocking Bird" are a few.

★★★★ I STILL LIKE TO PLAY FRENCH SONGS THE BEST

George Feyer. Decca DL 4333 (M); DL 74333 (S)—Re-awakened public interest in classical-oriented pop pianists should bring George Feyer back to favor. Now recording for Decca after many LP's for Vox and RCA Victor, Feyer is backed by an orchestra batoned by Dick Jacobs. This is one of the finest efforts of his career, a joy from start to finish. As is his way, Feyer runs the selections together into a virtual continuous medley. Emphasis is on great tunes from or about France, such as "Mlford," "La Vie en Rose," "Poor People of Paris," and a dozen more. Could be a big one.

★★★★ A VIOLIN SINGS

Helmut Zacharias. Philips PHM 200-053 (M); PHS 600-053 (S)—The mellow fiddling of Helmut Zacharias provides an attractive musical framework for a group of tunes

(Continued on page 20)

THE ORIGINAL CAST LP FROM BROADWAY'S NEWEST MUSICAL HIT

HEADING FOR THE TOP OF THE CHARTS

The pick of the new releases:
SPOTLIGHT SINGLES OF THE WEEK
 Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

★★★★ STRONG SALES POTENTIAL

Pop

GENE PITNEY



HALF HEAVEN-HALF HEARTACHE (Arch, ASCAP) 2:45—**TOWER-TALL** (Sea Lark, BMI) (3:18)—Ballad material and arrangement are tops here for the singer. The first offering has the vocalist in his torchiest style while the second is sung with emotion in an almost folk (with production) groove. Both spotlight wide arrangements using strings, tympani and voices. **Musicor 1026**

CLAUDE KING



I'VE GOT THE WORLD BY THE TAIL (Ark-La Tex, BMI) (1:56)—**SHOPPING CENTER** (Acuff-Rose, BMI) (2:39)—Two sides that have catchy theme and sound by King. The first is a novelty with chorus and combo in a country vein, while the second is a quick-stepping weeper type that tells of a lad who sees his gal with another in the shopping center. Either or both here. **Columbia 42630**

TOMMY ROE



TOWN CRIER (Aldon, BMI) (2:29)—**RAINBOW** (Robbins, ASCAP) (2:15)—Two solid efforts from the lad looking for his "Sheila" follow-up. The first is a winning weeper sung in strong fashion against a fine dance beat. The flip is a familiar piece of material with a tender thought that's sung with much feeling. Chorus, strings and ork add to the effectiveness of the disk. **ABC-Paramount 10379**

PAT BOONE



IN THE ROOM (Tree, BMI) (2:24)—**MEXICAN JOE** (American, BMI) (2:14)—Ballad and novelty items are potent stuff for Boone here. The first is a soft weeper that's sung with tenderness against strings and chorus. The flip is a bouncy Tex-Mex-like reading of the oldie that's bright and sung with style by Pat. The first one has the edge, however. **Dot 16416**

SANDY STEWART



MY COLORING BOOK (Sunbeam, BMI) (3:21) — The attractive lass could have her first big hit with this lovely version of the touching new ballad "My Coloring Book." She introduced it on the Perry Como TV show and she sells it with poignancy here over a fine ork backing. Flip is "I Heard You Cried Last Night" (Porgie, BMI) (2:47). **Colpix 669**

THE EARLS



REMEMBER THEN (January, BMI)—A novelty-type version of what is basically an old-style New York rock record. The lead vocalist is backed by a mumbling figure from the rest of the group, and by a standard rock combo. Flip is "Let's Waddle" (Maureen, BMI). **Old Time 1130**

DANNY AND THE JUNIORS



OO-LA-LA-LIMBO (Dandelion, BMI) (2:19) — Here's a happy, shouting version of the limbo rhythm that is attracting a lot of attention from both adult and teen dance buffs. The boys sing the song with vigor, sparked by solid ork backing that builds. Flip is "Now and Then" (Dandelion, BMI) (2:29). **Guyden 2076**

KENNY KAREN



SIXTEEN YEARS AGO TONIGHT (Aldon, BMI) (2:20) —Kenny Karen has a catchy rocker here with teen-slanted lyrics and he comes through with a smart reading over gimmicky ork and chorus support. Side has a sound and a flavor and could take off. Flip is "Take Me Back" (Aldon, BMI) (2:13). **Columbia 42638**

RICHARD BERRY



WHAT GOOD IS A HEART (Garpax, BMI) (2:02)—**EVERYBODY'S GOT A LOVER BUT ME** (Briarcliff-Garpax, BMI) (2:42)—A solid pair of sides done by Berry in a singing style somewhat in the Brook Benton groove. He delivers the top side's weeper ballad with lots of commercial appeal. On the flip, the tune has an insinuating tempo that makes it a most appealing teen item. It features sharp harmonica and string work along with multi-tracking. **Smash 1789**

KITTY KALLEN



MY COLORING BOOK (Sunbeam, BMI) (3:16)—Kitty Kallen bows on the label with a moving reading of the fine new ballad "My Coloring Book." Tune is made to order for her warm style and her version could grab a good share of the action if the tune catches on. Song has also been recorded by Barbara Streisand, and George Chakiris. Flip of the Kitty Kallen disk is "Here to Us" (Morris, ASCAP) (2:00). **RCA Victor 8124**

TIPPIE AND THE CLOVERS



THE BOSSA NOVA (MY HEART SAID) (Trio, BMI) (2:40)—**BOSSA NOVA BABY** (Trio, BMI) (2:00)—Top-sider is a smart and intriguing use of the bossa nova rhythm for a bright rock dishing for the teen set. Tippi and the Clovers sell the happy effort with style on this Leiber-Stoller production. On the flip, it's another swinger which rocks with the bossa touch and lots of power. Both could take off. **Tiger 201**

Country & Western

WILMA BURGESS



SOMETHING TELLS ME (Tree, BMI) (2:22)—Here's a new thrush on the label with a haunting and beguiling new sound. The tune is a strong ballad and she does it handsomely in front of sharp, Floyd Cramer-type piano. This can go. Flip is "Confused" (Tree, BMI) (2:07). **United Artists 523**

TOMPALL AND THE GLASER BROTHERS



FALSE-HEARTED LOVER (Peer, BMI) (2:26) — The boys sound fine on this solid old tune written by one of the greats of the early country music world, A. P. Carter. A lot of charm in this sound and there's a good, simple rhythmic backing. Watch it. Flip is "Odds and Ends (Bits and Pieces)" (Central Songs, BMI) (2:40). **Decca 31447**

KITTY WELLS



CHRISTMAS AIN'T LIKE CHRISTMAS ANYMORE (Cedarwood, BMI) (2:51)—Here's a plaintive weeper tune in the Christmas vein by the queen of country music and she makes it come alive. A lot of heart here and a strong seasonal item. Should grab lots of action. Flip is "Dasher (With the Light Upon His Tail)" (Copar-Forrest, BMI) (2:14). **Decca 31331**

Christmas

WALTER BRENNAN



HENRY HAD A MERRY CHRISTMAS (Glo-Mac-Metric BMI) (2:30) — **WHITE CHRISTMAS** (Berlin, ASCAP) (2:28)—Brennan is hot now with "Mama Sang a Song," and he can stay that way with these two good holiday items. First up is a bright novelty done at an up-tempo clip. Flip is the Berlin standard, which starts with a fine choral sound and winds up with an effective recitation. Both can go. **Liberty 55518**

(Continued on page 24)

HANK BALLARD AND THE MIDNIGHTERS

★★★★ **Bring Me Your Love**—KING 5703 —Ballard turns in an impassioned performance of a slow, gospel-oriented rockaballad. Organ assists in the backup and the Midnighters punch out a solid gospel vocal support. (Ha-Lo, BMI) (2:49)

★★★★ **She's the One** — A good r.&b.-style tune and Ballard hands it a driving performance. Solid band backing here. (J&C, BMI) (2:32)

ODESSA HARRIS

★★★★ **A Rockin' Good Way**—CAPITOL 4881—Strong debut by the thrush on the old Dinah Washington-Brook Benton hit of a few years ago. She sells it with fervor over swinging backing. Could get action. (Eden, BMI) (2:33)

★★★★ **Nothing in the World** — Odessa Harris bows on the label with a Dinah Washington-tinged reading of the oldie. The backing is thick with strings and it sounds good, too. (Sweco-Eden, BMI) (2:30)

ARETHA FRANKLIN

★★★★ **Trouble in Mind** — COLUMBIA 42625—The traditional tune is sung with fervor and feeling by the lass over first-rate backing by the ork. Side could grab a lot of air play and sales as well. (Leeds, ASCAP) (2:15)

★★★★ **God Bless the Child**—The Billie Holiday song is sung with emotion by the lass, again over warm ork support. (Marks BMI) (3:01)

THE ROBERT SHAW CHORALE AND ORCHESTRA

★★★★ **Star Spangled Banner**—RCA VICTOR 8108—Inspiring rendition of the national anthem is done by the chorale and ork. The disk is the first done of the anthem in singles form in many a day. (3:57)

★★★★ **Battle Hymn of the Republic**—Highly dramatic reading of the "Battle Hymn" is sung with much excitement by the chorus. Spine-tingling version could get much play on many stations. (5:20)

FLOYD CRAMER

★★★★ **Melissa** — RCA VICTOR 8116—The pianist from Nashville plays a lovely three-quarter timer that has something of a jazz feel. The side is nicely orchestrated with strings and voices and should make fine easy listening fare. (Athens, BMI) (2:33)

★★★★ **Java**—Here's a punchy, fast-stepping side that has swing, strong keyboard work, voices and fascinating rhythm. Side also sports good string work. Oriental-blues-country touch give it much appeal. (Rush, BMI) (2:00)

BILLY EDD

★★★★ **Not Me**—UNITED ARTISTS 517 —Here's a vital, Western-type item from the lad. The tune has a Tex-Mex ring with strong work from guitarists in support of the lad with chorus of male voices and impelling rhythm. (Trio-Silverbell, BMI) (1:52)

★★★★ **Truckstop Romance**—On this side the lad's in love with a waitress at a

(Continued on page 22)

ORIGINAL BROADWAY CAST
 DAVID MERRICK
 BERNARD DELFONT
ANTHONY NEWLEY
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 ANNA QUAYLE
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 BRICUSSE NEWLEY
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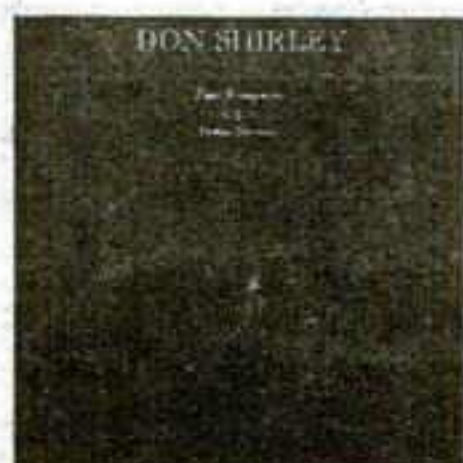


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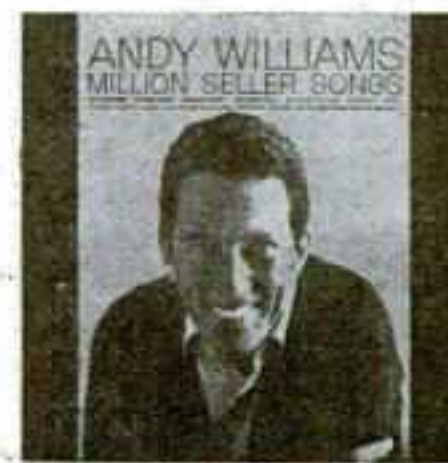
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● **Reviews of New Albums**

● *Continued from page 20*

COUNTRY & WESTERN

★★★ LULU BELLE AND SCOTTY THE SWEETHEARTS OF COUNTRY MUSIC
Starday SLP 206 (5)

FOLK

★★★ THREE YOUNG MEN FROM MONTANA
Cameo C 1025 (M); SC 1025 (S)

INTERNATIONAL

★★★ SOUL OF THE EAST
Buddy Sarkissian and his Mecca Four

With Fred Elias. Cameo C 1023 (M); SC 1023 (S)

POLKA

★★★ POLKA RHYTHMS
Eddie Liszewski and the Slovenes. R.E.F. LPM 1000 (M)

SPOKEN WORD

★★★ PAMELA BROWN AND THE ELIZABETHAN CONSORT: LOVE'S PROGRESS
Washington WLP 464 (M); WLP 9464 (S)

—Caiola has a tune here that's in a happy Russian, gypsy groove. Besides the guitarist's fine work, there is also smart string and brass writing. (Peer, BMI) (1:50)

★★★ Guitar Boogie — (Shapiro-Bernstein, ASCAP) (2:14)

JACKIE HAYES

★★★ Johnny Drive Me Home — SCEPTER 1242—An effective hunk of teen-styled balladry by the young thrush. She gets a pleasant backup from a fem chorus and a good arrangement. She's also the writer of the tune. (Aldon, BMI) (2:05)

★★★ Helplessly—(Aldon, BMI) (1:59)

DON JULIAN

★★★ Popeye (With a Touch of the Twist)—DYNAMITE 1112—Here we go again with "Popeye," in twist tempo, with Julian backed strongly by male group and ork. (Titanic, BMI) (2:25)

★★★ Heaven Only Knows—(Titanic, BMI) (2:20)

THE FABULOUS DINOS

★★★ That Same Old Song—MUSICOR 1025—The group's first outing on the Musicor label features an off-beat arrangement wherein the group sings in rhythm tempo against smooth strings and a woodwind obligato. Result is catchy and could step out. (Lowery, BMI) (2:50)

★★★ Where Have You Been—(Lowery, BMI) (2:13)

GEORGE CHAKIRIS

★★★ My Coloring Book—CAPITOL 4892—George Chakiris turns in a winning performance of the pretty tune about a love affair that's over. Simple backing and chorus work add warmth. Side could get a strong piece of the action, even though there are many versions. (Sunbeam, BMI) (2:51)

★★★ I've Got Your Number—(Morris, ASCAP) (2:07)

BARBARA STREISAND

★★★ My Coloring Book — COLUMBIA 42648—Barbara Streisand sells the warm tune with sock appeal over a lush, strong backing. There are many versions but this one has a chance to score. (Sunbeam, BMI) (3:08)

★★★ Lover Come Back to Me—(Harms, ASCAP) (1:47)

DEAN CHRISTIE

★★★ Shake — SELECT 718 — A new dance, "The Shake," is explained with lots of excitement on this wild disk. It could get action with the teen dance set. (Drury Lane, BMI) (2:02)

★★★ Teen-Age Jezebel—(Drury Lane, BMI) (2:05)

GENE AND WENDELL

★★★ Tight Skirts — PHILIPS 40066—Here's a rocking commentary on one of the current teen apparel fads. The boys hand it a rousing reading with good organ and rhythm support. Worth watching. (Sandra, ASCAP) (1:52)

★★★ Two Gun Bess—(Hoffman House-Bloor, BMI) (2:22)

CARRIE GRANT AND THE GRANDEURS

★★★ Take All of My Life—NEW-ART 1003—A slow and soulful reading by Grant, full of the shout quality. Good ballad wax with an effective choral backdrop and catchy arrangement that grows and grows. Watch this one. (66, BMI) (2:16)

★★★ There'll Come a Time—(66, BMI) (2:20)

BOB BAIN

★★★ Whatever Happened to Baby Jane? —RADIANT 1514—Here's the theme material to the highly touted pic, now in general release. The group does the tune in a sort of rock, bossa nova style, with alto sax in the spotlight. A smart side that's worth plays. (7 Arts, BMI) (2:02)

★★★ Loosey Goosey — (Montclare, BMI) (2:20)

BOBBY BRINKLEY

★★★ Tobacco Road—MONUMENT 803—Folk-flavored tune with some catchy rhythm accents and bluegrass guitar touches. Singer puts it across solidly in a style a little like Ernie Ford's "Sixteen Tons," and it could catch on. (Cedarwood, BMI) (2:52)

★★★ (I'm Just) The Guy With the Car—(Acuff-Rose, BMI) (2:15)

THE HONEYCOMBS

★★★ Strange Kind of Love—PRO 9001—The girls come through with a mighty cute reading here of a lightly swinging novelty effort that shows off nice vocal gimmicks and a stylish combo support. Worth exposure. (Cepha, BMI) (2:15)

★★★ Boom Shooma Rock—(Cepha, BMI) (2:15)

PRENTICE MORELAND

★★★ For Your Love — CHALLENGE 9176—This old rockballad favorite could be a good selling side for the lad. The vocalist is backed by a slow beat and combo with high soprano obligato adding to the sound. (Beechwood, BMI) (2:41)

★★★ Lover Supreme—(4-Star-Twist, BMI) (2:19)

JUNIOR PARKER

★★★ Foxy Devil — DUKE 357 — Strong rhythm on this side makes the side an item with much go for the teen market. It is sung with a solid dance beat. That should get it a lot of teen play. (Don, BMI) (2:14)

★★★ Someone Somewhere — (Don, BMI) (2:40)

JERRY VALE

★★★ From the Bottom of My Heart—COLUMBIA 42637—A lovely performance by Jerry Vale of a Mediterranean type tune, aided by lush ork backing. It could grab lots of air play. (Laurel, ASCAP) (2:45)

★★★ Here's to Us — (Morris, ASCAP) (2:00)

DICK ROMAN

★★★ Christmas Village—HARMON 1011—Pretty song about a dream of childhood days is sung with much feeling by the lad, while the ork lends good support. Could grab spins. (Bourne, ASCAP) (2:24)

★★★ Climb Every Mountain—(Williamson, ASCAP) (2:06)

BOBBY DIAMOND

★★★ Please Mr. Jones—MGM 13110—Interesting lyric on this side has the boy pleading with the gal's father as he's about to take her down the aisle. Lad sings it with much style against production background of strings and ork. (White Castle, BMI) (2:00)

★★★ For Just One Kiss—(White Castle, BMI) (2:05)

SAMMY KAYE AND HIS ORK

★★★ Shoot the Piano Player—DECCA 31448—Mighty cute arrangement of the title

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● **Reviews of New Singles**

● *Continued from page 19*

truckstop. He's hung, however, because the gal is in love with another. Vibrant vocal by Edd is backed by chorus of mixed voices and strong guitar work. (Quartet-Butterfield, ASCAP) (2:55)

PAUL PEEK

★★★ A Miss Is as Good as a Mile—MERCURY 72064—Paul Peek explains that he always came close but never got the cigar, on this sad weeper, that also shows off nice work by ork and chorus. Worth spins. (Pamper, BMI) (2:26)

★★★ Young Hearts — Chanter comes through with a rather exciting reading here of a bright rocker as he explains how young people in love often do foolish things. Two good sides. (Lowery, BMI) (1:56)

SHIRLEY HORN

★★★ Wild Is Love—MERCURY 72059—Here's a tune which formed the basis of a Nat Cole album awhile back and here the new thrush does a bossa nova rhythm interpretation. Gal has a real smoky feeling here and she's good enough to rate good play. (Comet, ASCAP) (1:44)

★★★ Do It Again—Here's the Gershwin-De Sylva oldie and Miss Horn hands it a breathless kind of reading that many will

find sultry. Good wax. (New World, ASCAP) (2:55)

THE PLATTERS

★★★ Heartbreak — MERCURY 72060—The Platters turn in a smart medium tempo ballad, written by Buck Ram. Side has a smart rhythm set in a showcase of sweeping strings. The effort could get plays aplenty. (Gleam, ASCAP) (2:05)

★★★ Memories—An old oldie is given the Platters' typical treatment with strong lead vocal and group support. Side is done to a shuffle rhythm with strings. (Remick, ASCAP) (2:02)

JODIE SANDS

★★★ Hello, Heartache — ABC-PARAMOUNT 10376—This one has "hello" in the lyric and might be one to watch. It's a country-styled ballad that features the thrush against strings and voices. (Marks, BMI) (2:33)

★★★ This Little Fool — (Aldon, BMI) (2:25)

AL CAIOLA

★★★ Kallinka—UNITED ARTISTS 545



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SPECIAL MERIT SINGLES

Continued from page 19

Pop Disk Jockey Programming

SAMMY KAYE AND HIS ORK
★★★★ SHOOT THE PIANO PLAYER (Bruder, BMI) (2:16) Decca 31448

Reviews of New Singles

Continued from page 22

tune from the French flick that is attracting attention in many cities. Breezy old-fashioned, yet modern tune, is handled neatly by the ork. (Bruder, BMI) (2:16)

★★★ **Big Deal**—(Republic, BMI) (2:27)

COUNTRY & WESTERN

WILMA LEE AND STONEY COOPER
★★★★ Singing Waterfall—HICKORY 1193—The great veteran country team have another fine side here. The lad and the lass sing the side with much feeling. The weeper, besides some fine old-fashioned singing, also has some strong guitar work in the background. (Fred Rose, BMI) (2:30)

★★★★ **Doing My Time**—Country-like work song here that's sung with soft and easy feeling by Cooper with noble assist from the lady on the unison parts. Strong guitar work is also evident. (Fred Rose, BMI) (2:57)

BOBBY AUSTIN
★★★★ I've Got a Heartache I Can't Hold—CAPITOL 4883—Bright novelty is sung with sparkle by the chanter over listenable backing, somewhat in the ranchero vein. It could get spins in the country market. (Central Songs, BMI) (2:23)

★★★★ **Put Me Out of My Misery**—A touching weeper receives a tender performance from the country singer here, over nice catchy support from ork and chorus. Piano work in the backing adds much. (Nashville Nevada, BMI) (2:23)

RAMSEY KEARNEY
★★★★ I'll Cry Myself to Sleep (Again Tonight)—HICKORY 1192—Soft ballad here that's sung with style by the lad. The tune is a weeper that could get some play in country areas. A sad tune that uses voices effectively. (Acuff-Rose, BMI) (2:48)

★★★★ **But Whatcha Gonna Do**—This is a fast stepping weeper with an engaging beat. The lad sings it with authority while chorus and combo (especially piano) make the side swing. (Combine, BMI) (1:50)

OLEMAN O'NEAL
★★★★ Mr. Heartache, Move On—CHANCELLOR 108—Country-flavored ballad with a honky-tonk beat, backed with a firm rhythm section and handled easily by O'Neal. Could develop in the c.&w. field. (Yonah-Pinetop, BMI) (2:00)

★★★ **Make Him Know**—(Yonah-Pinetop, BMI) (2:14)

BOBBY BARNETT
★★★★ Temptation's Calling—REPRISE 20133—Here's a wild side for the country market. The lad sings in a mighty enthusiastic fashion as he sings this fast-stepping weeper. (Hit Way, BMI) (2:12)

★★★ **Same Old Love**—(Hit Way, BMI) (2:02)

CHRISTMAS

BURL IVES
★★★★ Twelve Days of Christmas—

DECCA 25585—From the album, "Christmas Eve With Burl Ives," comes this traditional English carol. Material has always had a following but Ives' recent revival as a big pop artist could produce additional movement here. (4:08)

★★★★ **The Indian Christmas Carol**—From the same album comes this offbeat, but interesting carol, with an Indian motif. Flip should get the major play. (2:40)

THE BILL BROWN CHOIR
★★★★ Hall, All Hall—CHOREO 112—Fine Christmas music here that has solid chorus sound. Jocks should like to program something like this during the holiday season. (Wolf-Mills, ASCAP) (1:46)

★★★ **Hallelujah**—(Wolf-Mills, ASCAP) (2:02)

JAZZ

IKE QUEBEC
★★★★ Lole—BLUE NOTE 1874—Soft moody interplay here on the sax and guitar sound in a neat bossa nova outing from a recent album, "Bossa Nova Soul Samba." Much underplayed, but the side has a sound. (Elliot) (3:10)

★★★★ **Lloro Tu Despedida**—Another intriguing bossa nova side by the combo from the same album. Both could grab good play. (Robbins) (3:00)

HERBIE HANCOCK
★★★★ Watermelon Man—BLUE NOTE 1862—An interesting blues with gospel roots done neatly by the five-man combo. Good solos here against an insistent piano rhythm figure. (Aries, BMI) (5:30)

★★★★ **Three Bags Full**—A multi-tempo outing with something of the "Take Five" rhythmic flavor. Offbeat but some fans will like it. Both sides are from the album, "Takin' Off." (Aries, BMI) (5:30)

THE HORACE SILVER QUINTET
★★★★ The Tokyo Blues (Parts I and II)—BLUE NOTE 1871—The Silver group gets on a strongly oriental kick here with gongs signaling the start and following with some fine horn work against interesting percussion and piano spots on both sides. (Ecaroh, ASCAP)

ART FARMER
★★★★ The Sweetest Sounds—MERCURY 72062—Here's a wild bossa nova version of the fine Rodgers tune from the musical "No Strings" that spots swinging work from Art Farmer. (Williamson, ASCAP) (2:29)

★★★★ **Rain Check**—Another good jazz

side again featuring Farmer on lead while the big band punches behind him. (Tempo, ASCAP) (2:50)

SPIRITUAL

THE FIVE BLIND BOYS
★★★★ Father I Stretched My Hands to Thee—PEACOCK 1868—Strong gospel outing from the Blind Boys here. The lead preaches the plea with utmost conviction while the rest of the lads cry their answers and add harmony. (Lion, BMI) (3:14)

★★★★ **Lord Remember Me**—Fast stepping spiritual item here is sung with verve by the group. The side should be a good one for the many fans of the group. (Lion, BMI) (2:00)

INTERNATIONAL

IVO ROBIC
★★★★ Ein Ganzes Leben Lang (Can't Stop Loving You)—PHILIPS 40078—Don Gibson should be glad about this, because it's his tune, "I Can't Stop Loving You," done in German by Robic, a Yugoslav chanter who had a pop hit here several years back. Some jocks may spin this for quality and for a switch. (Acuff-Rose, BMI) (2:28)

★★★ **Ich Denk's Nur An's Wiedersieh'n**—(Templin) (2:13)

★★★ MODERATE SALES POTENTIAL

PENNY RAY
★★★ Shame, Shame, Shame (Robin Hood, BMI) (2:02)—★★★ **Chugga Lugga Choo Choo** (Robin Hood, BMI) (2:35). INFINITY 026

THE LIVELY ONES
★★★ Misericion (Colonial, BMI) (2:10)—★★★ **Livin' (Maravilla, BMI)** (2:30). DEL FI 4189

JERRY AND THE UPBEATS
★★★ The Crow (Judy, ASCAP) (1:58)—★★★ **Sour Apples (Judy, ASCAP)** (2:01). UNITED ARTISTS 547

ROB TOWNSEND
★★★ Christmas Message From Space (Chu-Fin, BMI) (1:48)—★★★ **The Night Before New Year's (Chu-Fin, BMI)** (1:48). MINARET 106

LILLIAN BROOKS
★★★ Nina Non (Frederick, BMI) (2:27)—★★★ **Twinkle Toes (Frederick, BMI)** (2:23). NEWPORT 105

STEVE KING
★★★ Long Lonely Road (MRC, BMI) (2:33)—★★★ **Satan Is Her Name (MRC, BMI)** (2:32). MERCURY 72061

BOBBY SMITH AND THE SPINNERS
★★★ Too Young, Too Much, Too Soon (Fuqua, BMI) (2:30)—★★★ **She Don't Love Me (Fuqua, BMI)** (2:40). TRI-PHI 1018

XAVIER CUGAT
★★★ Love Is a Many-Splendored Thing (Miller, ASCAP) (2:55)—★★★ **Flying Down to Rio (Bossu Nova)** (Harms, ASCAP) (2:34). MERCURY 72052

THE CHESSMEN
★★★ Mr. Cupid (Suffolk, BMI) (2:05)—★★★ **What's to Become of Me (Suffolk, BMI)** (2:20). AMC 101

SAMMY MARSHALL AND MARY KAYE
★★★ While I'm Still Missing You (McGinty, ASCAP) (2:00)—★★★ **Is It Christmas Everywhere (McGinty, ASCAP)** (2:33). ROXIE 330

HERBERT HUNTER
★★★ I'll Hold You in My Heart (Adams-Vee-Abbott, BMI)—★★★ **La La La La (Herb Hunt-Tenn, BMI)**. SPAR 727

THE KENJOLAIRS
★★★ Little White Lies (Bregman, Vocco & Conn, ASCAP) (2:18)—★★★ **The Story of an Evergreen Tree (Irving, BMI)** (2:25). A & M 704

GARY MILES
★★★ Mr. Taxicab Driver (Tenn, BMI)—★★★ **Candy From a Stranger (Kavel, BMI)**. SPAR 726

BUDDY SAVITT
★★★ Smoke Gets in Your Eyes (Harms, ASCAP) (2:20)—★★★ **(Buddy, Buddy) Come Blow Your Horn (Kalmann, ASCAP)** (2:38). PARKWAY 857

LEAN DEAN HOVLAND
★★★ Lester, the Toy Tester (3:00)—★★★ **Cy, the Weather Guy (3:00)**. LODESTAR 3308

RON SCUDERI
★★★ Blues in the Night (Remick, ASCAP) (2:10)—★★★ **Swanee River Shake (Kim Fowley, BMI)** (1:52). KIM-LEY 924

LINDA MANNING
★★★ Thanks a Lot for Everything (Pamper, BMI) (2:43)—★★★ **Johnny Kiss and Tell (Central, BMI)** (2:35). GAY-LORD 6425

CHAZ + 2
★★★ Soup-Bone (Ja-Ba-Ma, BMI) (2:21)—★★★ **Mambo Twist (Ja-Ba-Ma, BMI)** (1:43). MAB-JAB 1001

THE TWO FRIENDS
★★★ Just to Much to Hope For (Fuqua, BMI) (2:30)—★★★ **Family Reunion (Fuqua, BMI)** (2:38). H.F.C. 101001

(Continued on page 26)

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Featuring
RAIN RAIN GO AWAY

I LOVE YOU
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● **Reviews of New Singles**

● *Continued from page 24*

- FRANK (DUAL-TRUMPET) MOTLEY**
 ★★★ Hitchhikin' (Den & Dumont, BMI) (2:08)—★★★ This Is Our Love (Verna, ASCAP) (1:56). DC 0437
- JIMMY HUGHES**
 ★★★ I'm Qualified (Fame-Dandelion, BMI) (2:32) — ★★★ My Loving Time (Fame-Dandelion, BMI) (1:50). GUYDEN 2075
- KENNY ANGEL**
 ★★★ Teen-Age Honeymoon (Garpax, BMI) (2:05)—★★★ Am I Too Young to Dance (Garpax, BMI) (1:59). COLLEUM 602
- MARK ANTHONY**
 ★★★ Mama's Twistin' With Santa (Hollyvale, BMI) (2:15) — ★★★ Studio D (Hollyvale, BMI) (2:35). LABELLE 779
- CAROL CONNORS**
 ★★★ I Wanna Know (Sherman-Devorzon, BMI) (2:08) — ★★★ Tommy Go Away (Bamboo, BMI) (2:18). ERA 3096
- BILL PURSELL**
 ★★★ A Wound Time Can't Erase (Buna, BMI) (2:04)—★★★ Our Winter Love (Cramart, BMI) (2:22). COLUMBIA 42619
- THE RUMBLERS**
 ★★★ Boss (Downey, BMI) (2:22)—★★★ I Don't Need You No More (Downey, BMI) (2:18). DOT 16421
- JOE WILLIAMS**
 ★★★ Some'a Dis 'n' Some'a Dat (Kaw-lus, ASCAP) (2:11)—★★★ She's Warm, She's Willing, She's Wonderful (Marvin, ASCAP) (2:17). RCA VICTOR 8117
- JOE BROWN AND THE BRUVVERS**
 ★★★ The Other Side of Town (Mistle-toe, ASCAP) (2:17)—★★★ Your Tender Look (Michael Keane, ASCAP) (2:16). LONDON 10522
- THE SWEETHEARTS**
 ★★★ In Between Kisses (Pearl, BMI) (2:48)—★★★ (He's My) Superman (All State, BMI). BRUNSWICK 55237
- JAMES CHURCH**
 ★★★ Fool No More (Acuff-Rose, BMI) (2:33)—★★★ Find a Job (Cal, BMI) (1:58). HICKORY 1194
- MIKE BERRY**
 ★★★ Every Little Kiss (2:23)—★★★ Tribute to Buddy Holly (2:50). CORAL 62341
- BEN TATE**
 ★★★ Tell Me (Winslow, ASCAP) (2:26)—★★★ Wedding Day (Winslow, ASCAP) (2:43). RONNIE 2029
- BEN TATE**
 ★★★ Dark Is the Night (Winslow, ASCAP) (3:09) — ★★★ Our Heaven (Winslow, ASCAP) (2:39). RONNIE 2028
- BEN TATE**
 ★★★ My Trouble, Blues (Winslow, ASCAP) (2:43)—★★★ I'm on the Right Track (Winslow, ASCAP) (2:53). RONNIE 2027
- NINA WRIGHT**
 ★★★ Before Your Time (Yonah, BMI) (2:15) — ★★★ Waiting for Daddy (McFadden, BMI) (2:20). SENATOR 717
- MICHAEL CLARK**
 ★★★ None of These Girls (Travis) (2:25)—★★★ Work Out (Travis) (2:05). IMPERIAL 5893
- TINY GRIMES**
 ★★★ Do It Yourself Blues (Turquoise, BMI) (2:55)—★★★ Happiness Is a Thing Called Joe (Feist, ASCAP) (2:45). UNITED ARTISTS 502
- EDDIE CURTIS**
 ★★★ Ding Bat (Amelia, ASCAP) (2:39)—★★★ I Came a Long Way (To Be Kissed) (Ampro, ASCAP) (2:25). ABC-PARAMOUNT 10378
- KELLY STONE**
 ★★★ Nobody in the Whole Wide World (Trinity, BMI) — ★★★ Trying to Win Your Love (Trinity, BMI). REPRISE 20134
- BILLY WASHINGTON**
 ★★★ You Left Me Something (To Remember You By) (O-Cal-Briarcliff, BMI) (2:20)—★★★ Third Finger Left Hand (O-Cal-Briarcliff, BMI) (2:45). BETHLEHEM 3044
- RICKY DEAN**
 ★★★ Little Girl Maravilla-Cloverdale, BMI) (1:45)—★★★ Blue Tears (Cloverdale, BMI) (2:10). DEL-FI 4190
- THE VICEROYS**
 ★★★ Moasin' (Sonio, BMI) (2:35)—★★★ Seagrams (Sonio, BMI) (2:23). BETHLEHEM 3045
- STEVE MONAHAN**
 ★★★ Annabelle Lee (Bridgeport-Raco, BMI) (2:05) — ★★★ Hugs and Kisses (Raco, BMI) (1:55). RACO 1121
- THE ASCOTS**
 ★★★ She Did (Lois-Frederick, BMI) (2:15)—★★★ Hip Talk (Lois-Frederick, BMI) (2:40). BETHLEHEM 3046
- JOHNNY TORRENCE**
 ★★★ Your Lover Man (Travis, BMI) (2:20)—★★★ Rat Race (Travis, BMI) (2:13). IMPERIAL 5897
- DOUG JOHNSON AND THE OUTLAWS**
 ★★★ Slip Knot (Lois-Frederick, BMI) —★★★ Quick Sand (Lois-Frederick, BMI) (2:35). BETHLEHEM 3047
- JOHNNY DE LITTLE**
 ★★★ You Made Me Love You (Broadway, ASCAP) (1:54)—★★★ Lover (Famous, ASCAP) (2:12). CAPITOL 4682
- JOHNNY FREY**
 ★★★ Doggie Heaven (Rock, BMI) (2:27)—★★★ If You Love (Rock, BMI). CAPITOL 4889

★★★ **MODERATE SALES POTENTIAL**

COUNTRY & WESTERN

- KENDALL HAYES**
 ★★★ Roaming Through the Countryside (Lowery, BMI) (2:18)—★★★ Come On Son (Lowery, BMI) (2:35). PALISADE 14710
- KENDALL HAYES**
 ★★★ Johnny Lonesome (Lowery, BMI) (2:19)—★★★ The Tears Came Falling Down (Lowery, BMI) (2:15). PALISADES 14610
- HOWARD WILKIE AND THE MELODY BOYS**
 ★★★ Missing You Tonight — ★★★ Wanting You. RELIABLE 8757
- JIMMY KIRK AND THE DREAMERS**
 ★★★ I Am a Dreamer (Pleasant Ridge, BMI) (2:27)—★★★ Burning Love (Pleasant Ridge, BMI) (3:20). KLUB 3110
- SUZI ARDEN**
 ★★★ What's the Matter With Me (Copa-Forrest, BMI) (2:12)—★★★ In the Night (Copa-Forrest, BMI) (2:12). TODD 1081
- LARRY KIRBY**
 ★★★ Make Believe You Do (Wel-Dec-Todd, BMI) (2:55)—★★★ Full Heart and Empty Arms (Gleam, ASCAP) (2:55). TODD 1080
- BOOTS FAYE**
 ★★★ Tip Toes (Krawl, BMI) (2:00)—★★★ Dreamy Moon (Krawl, BMI) (2:40). CALLFAYE 130
- PEE WEE WHARTON**
 ★★★ Third Party (Oakcrest) (2:20)—★★★ Do You Remember? (Lin, BMI) (2:15). MARLENE 106
- DICK WAYNE**
 ★★★ Tears Come Easy to My Eyes (Hartmann & Van Horn, BMI) (2:10)—★★★ I Know There is a Santa Claus (Hartmann & Van Horn, BMI) (2:15). HART-VAN 16011
- CLYDE AND WILLIE MAE JOY**
 ★★★ Out Behind the Barn (Acuff-Rose, BMI) (2:41)—★★★ Memories of the Wash Cannonball (Staid, BMI) (3:08). SIOUX 10562
- HOWDY KEMPF**
 ★★★ That's What You Tell Me (Window, BMI) (2:10)—★★★ I'm Lonesome in My Heart (Starday, BMI) (2:22). NASHVILLE 5092

SACRED

- EARL CRAIG**
 ★★★ If Jesus Came to Your House (2:42) — ★★ Double Stone (Powhatan, BMI) (2:11). DOMINION 1017

CHRISTMAS

- WENDY BURTON**
 ★★★ 17 Million Bicycles (Trinity, BMI) (2:21)—★★★ Mommy's Daddy, Daddy's Daddy and Santa Claus (Trinity, BMI) (2:02). COLUMBIA 42624
- THE LOVE TONES**
 ★★★ You Can Tell That This Is Christmas (Faith-Song, ASCAP) (2:30)—★★★ When I Asked My Love (Love-Song, BMI) (2:15). LOVE-TONE 101
- MAGGIE INGRAM**
 ★★★ Vision of the Shepherd (Excellorec, BMI) (2:40)—★★★ King of Kings (Excellorec, BMI) (2:20) NASHBORO 751
- DON RALKE CHORUS AND ORK**
 ★★★ Keep Christmas in Your Heart (Origatunes, BMI) (2:28)—★★★ Cracker-Jack Christmas (Berry, BMI) (1:49). STAR-DISC 100
- JOAN CONRAD**
 ★★★ Gee Golly-The Holly (Poinsettia, BMI) (2:00) — ★★ Christmas Day (Poinsettia, BMI) (2:10). ALLEY 1007
- MARIA RANDALL**
 ★★★ When Christmas Comes (ASCAP) (3:01)—★ Caro Amor (ASCAP) (2:22). 3 D 1850

RHYTHM & BLUES

- ARTHUR K. ADAMS**
 ★★★ The Same Thing (Herb Hunt, BMI) —★★★ Tend to Your Business (Herb Hunt, BMI). VALDOT 7002

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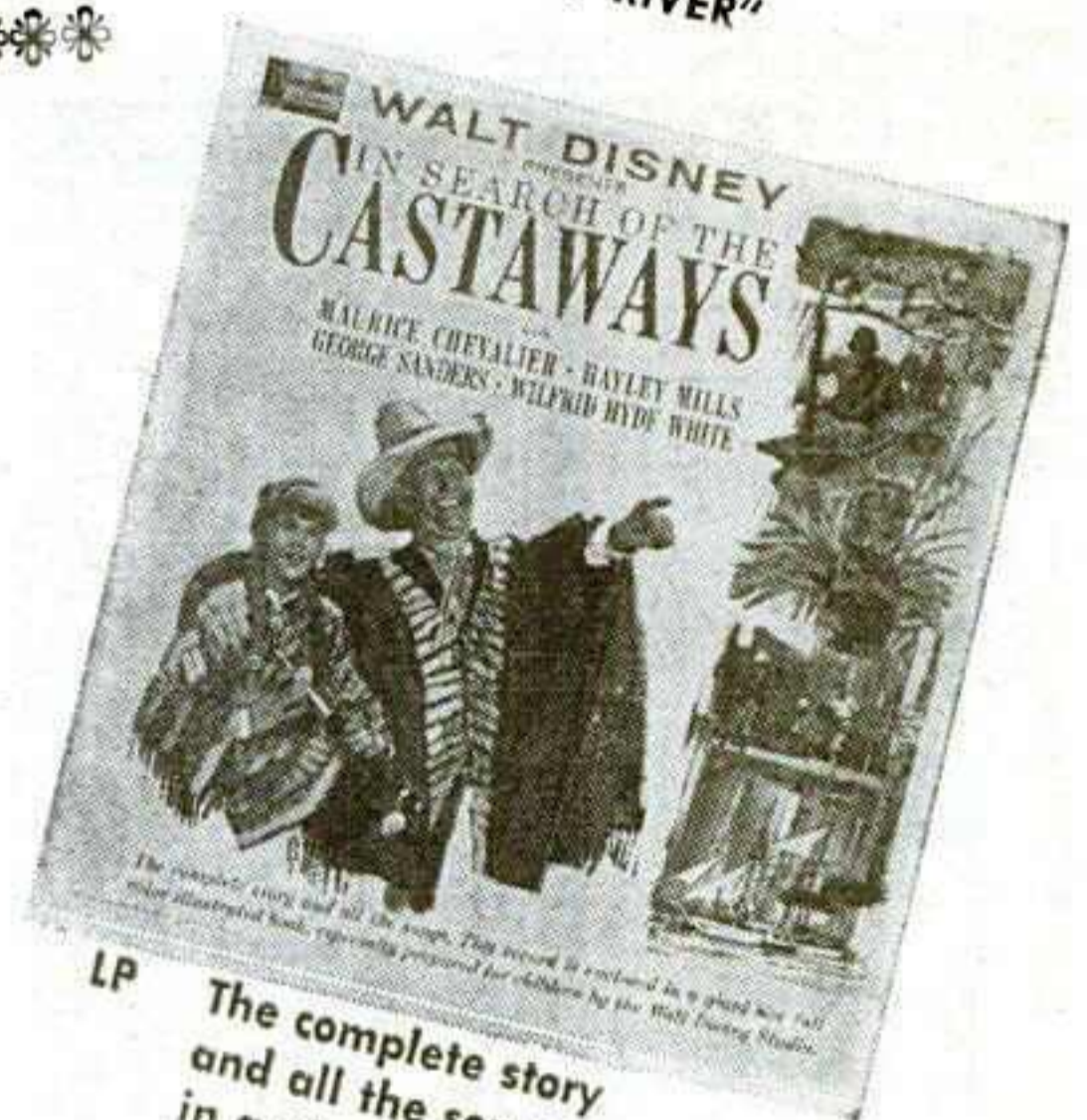
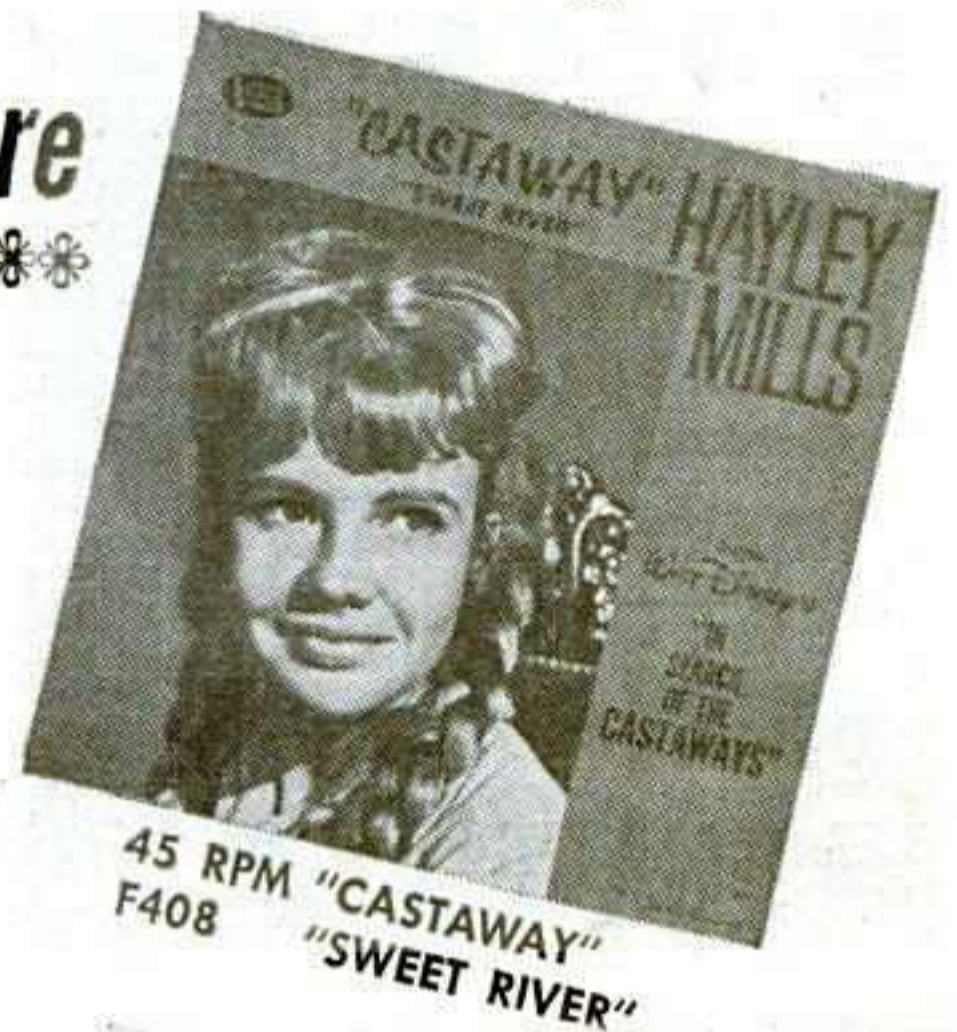
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CHESS THE BIG LABEL

WITH
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HITS**

"TWEEDLEE DEE"

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**Dave "Baby"
Cortez**
Chess #1842

"EVERY DAY I HAVE TO CRY"

by
Steve Alaimo
Checker #1032

"NIGHT MIST BLUES"

by
Ahmad Jamal
Argo #5429

"WOULD IT MAKE ANY DIFFERENCE TO YOU"

by
Etta James
Argo #5430

**CHESS
PRODUCING CORP.**
2120 S. Michigan Chicago 16, Ill.

A Star Is Born

• Continued from page 4

a good thing, the tremendous number of new outlets for records across the country has made it possible for the consumer to buy the hit LP at scores of locations that didn't even carry records a few years ago.

Though regular record shops are smaller in number than they used to be a decade ago, the chains, supermarkets, drug stores, cigar stands and rack locations carrying records has grown to a tremendous figure.

It has been estimated by the National Association of Rack Merchandisers that their organization alone services over 18,000 locations with disks.

Hip and Fresh

The Sherman and Meader records, of course, are mighty funny satires. More than that they are hip and fresh in style, and content, and the comics have not been overexposed on TV.

But without the pressing facilities and the large number of retail outlets through which they can be purchased, it is doubtful if they ever would have rung up such fantastic sales so quickly.

Both the Sherman and Meader LP's also seem to have an across-the-board appeal. They interest kids and adults alike. Radio stations who do not play Top 40 and who eschew the hits were surprised to find that they suddenly became responsible through their airings of Sherman and Meader tracks for more LP sales than they had never anticipated.

The Sherman and Meader disks have caused so much excitement in the trade that LP sales will be measured against the sales of these two albums for a long time.

Tradesters claim that the Sherman disk on Warner Bros. has a good chance of hitting a million. They also seem to feel that the Meader disk on Cadence will hit close to 2,000,000.

Trade's New Look

• Continued from page 4

next market. A number of labels holding off shipping free and semi-free merchandise to a market until the new single breaks to some degree.

Room to Move

The reasoning here is that the promotional copies supplied to distributors after a record has broken, works as an incentive to give distributing outlets room to manipulate with racks, dealers and special promotions.

Another important facet of the hot singles surge is the close tie with album product. A flock of LP's now hop on the chart as a result of being kicked off by singles, and this trend seems to be growing. Again, the hot action on the LP front is a direct result of timing and special action on the part of companies. They must take advantage of the rush of attention, popularity and excitement created by a hit single.

Meader Hot LP

• Continued from page 4

album, Johnson told BMW the record business has been holding its own with last year's record-high level. While strike clouds are still hanging ominously over the San Fernando Valley area, Sight & Sound's hard-goods sales are running 40 per cent off, while the record business is still running strong. Said Johnson: "We can't get enough of the albums to satisfy the customers, and in spite of a threatened economic disaster in our area, 'The First Family' LP is saving the day for us. It's the biggest thing I've seen in the 10 years I've been in business."

Music City Stores' Rujan Caston said: "I've never seen anything like this before; customers are buying two and three albums at a time."

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING DECEMBER 1

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	6
2	2	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Presley (BMI)	6
3	5	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	4
4	7	LIMBO ROCK	By W. E. Strange and Jon Sheldon—Published by Four Star-Twist (BMI)	7
5	3	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	8
6	4	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	9
7	9	DON'T HANG UP	By Man-Appell—Published by Kalman (ASCAP)	4
8	11	THE LONELY BULL	By Sol Lake—Published by Almo (ASCAP)	3
9	10	RIDE!	By Sheldon-Leon—Published by Woodcrest-Check-Colt (BMI)	4
10	8	GINA	By P. Vance-L. Carr—Published by Elm Drive (ASCAP)	7
11	6	NEXT DOOR TO AN ANGEL	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	7
12	12	THE CHA-CHA-CHA	By Mann-Appell—Published by Kalmann (ASCAP)	5
13	18	TELSTAR	By Meek—Published by Ivy (ASCAP)	2
14	21	MY OWN TRUE LOVE	By M. David-M. Steiner—Published by Remick (ASCAP)	3
15	15	DESAFINADO	By Jobim—Published by Hollis (BMI)	6
16	13	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	10
17	20	RELEASE ME	By Miller-Williams-Yount—Published by Four Star (BMI)	2
18	22	(DANCE WITH THE) GUITAR MAN	By Eddy Hazlewood—Published by Linduane (BMI)	4
19	16	CLOSE TO CATHY	By B. Goodman-E. Shuman—Published by Arch (ASCAP)	7
20	19	WHAT KIND OF FOOL AM I	By Newley-Bricusse—Published by Ludlow (BMI)	8
21	30	KEEP YOUR HANDS OFF MY BABY	By Goffin-King—Published by Aldon (BMI)	2
22	—	RUMORS	By H. Greenfield-H. Miller—Published by Aldon (BMI)	1
23	14	NOTHING CAN CHANGE THIS LOVE	By Sam Cooke—Published by Kags (BMI)	6
24	—	ESO BESO	By Joe & Noel Sherman—Published by Flanka (ASCAP)	1
25	29	I CAN'T HELP IT	By Hank Williams—Published by Acuff-Rose (BMI)	2
26	23	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	11
27	—	LOVE CAME TO ME	By D. DiMucci-J. Falbo—Published by Schwartz-Disal (ASCAP)	1
28	—	WIGGLE WOBBLE	By Les Cooper—Published by Bob-Dan (BMI)	1
29	24	I'VE GOT A WOMAN	By Ray Charles—Published by Progressive (BMI)	5
30	17	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	11

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- BOBBY'S GIRL**—Marcie Blane, Seville 120.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033.
- ALL ALONE AM I**—Brenda Lee, Decca 31424; Sandy Lynn, Twin Hits 2029.
- HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Phillies 106; Dee Dee Clark, Twin Hits 2031.
- DON'T HANG UP**—Orions, Cameo 231.
- THE LONELY BULL**—Tijuana Brass, A & M 703.
- RIDE!**—Dee Dee Sharp, Cameo 230.
- GINA**—Johnny Mathis, Columbia 42582.
- NEXT DOOR TO AN ANGEL**—Neil Sedaka, RCA Victor 8086; Kit Fleming, Twin Hits 2034.
- THE CHA-CHA-CHA**—Bobby Rydell, Cameo 228.
- TELSTAR**—Tornadoes, London 956L.
- MY OWN TRUE LOVE**—Dupress, Coed 571.
- DESAFINADO**—The Contrasts, Twin Hits 2033; Ella Fitzgerald, Verve 10274; Stan Getz & Charlie Byrd, Verve 10260; Bob Gallo, Assault 1844; Julie London, Liberty 55512; Lloyd Mayer, United Artists 509; Freda Payne, ABC-Paramount 10366; Mavis Rivers, Reprise 20115; Pat Thomas, MGM 13102; Si Zentner, Liberty 55499.
- ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Muscor 1022; Chet Avery, Twin Hits 2030.
- RELEASE ME**—"Little Esther" Phillips, Lenox 5555.
- (DANCE WITH THE) GUITAR MAN**—Duane Eddy, RCA Victor 8087.
- CLOSE TO KATHY**—Mike Clifford, United Artists 489; Ed Gregory, Twin Hits 2032.
- WHAT KIND OF FOOL AM I**—Ronnie Aldrich, London 9553; Shirley Bassey, United Artists 503; Cordials, Felsted 8653; Vic Damone, Capitol 4827; Billy Daniels, Jubilee 5437; Sammy Davis Jr., Reprise 20048; Billy Eckstine, Mercury 72022; Burt Farber, Felsted 8652; Robert Goulet, Columbia 42519; Woody Herman, Philips 40062; Mantovani, London 9552; Anthony Newley, London 9546; Keely Smith, Dot 16386; Jack Pleis, Cameo 235.
- KEEP YOUR HANDS OFF MY BABY**—Little Eva, Dimension 1003.
- RUMORS**—Johnny Crawford, Del-Fi 4188.
- NOTHING CAN CHANGE THIS LOVE**—Sam Cooke, RCA Victor 8088.
- ESO BESO**—Paul Anka, RCA Victor 8097.
- I CAN'T HELP IT**—Suzanne Carol, Parker 205; Billy Strom, Infinity 023; Johnny Tillotson, Cadence 1432.
- DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
- LOVE CAME TO ME**—Dion, Laurie 3145.
- WIGGLE WOBBLE**—Les Cooper, Everlast 5019.
- I'VE GOT A WOMAN**—Jimmie McGriff, Sue 770; Jimmy Smith, Blue Note 1767.
- MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.

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Billboard Music Week's NEW, BIGGER, BETTER, BROADER SPECIAL YEAR-END EDITION

Built on a theme of **SUCCESS** in the World-Wide
Music-Record-Automatic Industry

December 29, 1962

BILLBOARD MUSIC WEEK

In Two Sections.....Section 1

THE MOST IMPORTANT INTERNATIONAL MUSIC EDITION EVER PUBLISHED . . .



FOLK TALENT & TUNES

By BILL SACHS

The Shenandoahs, dispensers of commercial folk music, have dropped their trio billing and are now touring as the Shenandoah Duo, with Dick Torst, lead singer and four-string banjoist, and Earl Dummer, tenor and jazz guitarist, as the standardbearers. A recent feature at the Ice House, Pasadena, Calif., folk music showcase, the lads are presently working club and concert dates on the West Coast under the personal management of Wiley Dixon. . . . Freddie Hart, Columbia artist, appeared at the Fort Bliss NCO Club, El Paso, Tex., and the VFW Hall, Alamogordo, N. M., recently and drew full houses at both spots, according to word from Mike Oatman, Program director at KHEY, El Paso. Freddie worked the two performances with OP Mike and the KHEY Riders, and did guest shots on KHEY's hour-and-a-half live radio program, "Bassett Center Jamboree," and on KHEY's television seg, "Lone Star Jubilee."

Hubert Long Talent, Inc., Nashville, last week set Ferlin Husky and Smiley and Kitty Wilson and band for a 10-day stand at the San Antonio Livestock Show beginning February 7. . . . Station KBER, San Antonio, celebrated its first anniversary November 11 by presenting a "Grand Ole Opry" performance at the Municipal Auditorium there, which attracted more than 6,000 KBER fans. Featured were Minnie Pearl, Little Jimmy Dickens, George Jones, Wanda Jackson, George Hamilton IV, Roger Miller, Billy

Deaton and Charlie Walker. In connection with the celebration, A. V. Bamford, KBER manager, staged an amateur contest, with 85 contestants participating. The first prize, a recording contract, went to Jerry King and Ray Smith, San Antonio high school students.

"Grand Ole Opry's" Bill Anderson is routed for Rockford, Ill., November 29; Fort William, Ont., December 3; Duluth, Minn., 4; Madison, Wis., 5; Jacksonville, Fla., 8; Tampa, 9; Muskegon, Mich., 28; Lansing, Mich., 29; Saginaw, Mich., 30, and Grand Rapids, Mich., 31. . . . George Hamilton IV treks through California for the January 18-February 2 period. . . . Ray Price and His Cherokee Cowboys show their wares at Temple, Tex., November 29; Houston, 30; Riviera, Tex., December 1; Odessa, Tex., 2; Lawton, Okla., 28; Oklahoma City, 29, and Tulsa, Okla., 31. . . . Ernest Tubb and his unit stop off in San Antonio November 30.

Jim Reeves has taken action to stop another group from using the Blue Boys name in its billing. Says he has the name protected by registration. Jim left Nashville Thanksgiving Day for a date in Dallas, returning to the Music City late Saturday (24). On Monday (26) he takes off for a 10-day hunting trip that will take him into Texas and parts of Mexico in search of wild turkey, bear, deer and wild boar. . . . Ott Stephens,

recently signed by Chancellor Records, jettied to the West Coast last week to hustle his new release, "Robert E. Lee" b.w. "Never Tired of Loving You." While on the Coast, he plans to visit Liz and Casey Anderson, who penned the "Robert E. Lee" side. . . . Shelby Singleton, vice-president and a.&r. man with Mercury, has signed Earl Scott to a recording pact. Deal was made with Little Richie Johnson, Scott's personal manager.

The growing strength of the Country Music Association is evidenced in new membership gains, Jo Walker, CMA executive secretary, said last week in announcing an extensive list of new members. Many new members joined CMA during the Country Music Festival in Nashville recently. They include: John Avelis, Terre Haute, Ind.; Robert L. Martin, Toronto; Dave Pitt, Nashville; Frank Miller, Hollywood; Mrs. Phyllis Lumb, Buffalo; Allan N. Clark, New York; Big Jim Hess, Knoxville, Jimmie Klein, Converse, Tex.; James E. Myers, Philadelphia; Bob Luningham, Farmington, N. M.; Jim Collins, Memphis; C. Ted Kirby, Dublin, Ga.; Mike Hanes, Troutville, Va.; Emory N. Tarpley, Salem, Va.; Jim Clark, Arlington, Va.; Lenora Farley, Atlanta; Frank T. Ryall, Atlanta; Jimmy Stephens, Cromwell, Conn.; Frances V. Long, Haleyville, Ala.; Allen Fowler, Floydada, Tex.; James M. Faszholz, St. Louis; Les Booth, Lake Charles, La.; Buck Mounhart, Lake Charles, La.; Roy Orbison, Hendersonville, Tenn.; Pat Kelleher, New York; Arlan Harris, Houston; Robert E. Scott, Las Vegas, Nev.; Robert J. Flower, Cuba, N. Y.; Gerry Eller, Scottsboro, Ind.; Margie Hyman Austin, Irving, Tex.; Bob Ross, Niagara Falls, Ont.; Billy Dilworth, Anderson, S. C.; Fred M. Huff, Eastanollee, Ga.; Col. Dink Embry, Hopkinsville, Ky.; Jim Clemens, Mankato, Minn.; Jim Conlon, Waterford, Ireland; Thomas Dunphy, Waterford, Ireland; Sally A. Govers, Arlington, Va., and J. W. M. Campbell, Port Credit, Ont.

Warren Smith scheduled for an early Liberty session under the direction of the label's new country a.&r. man, Tommy Allsup. . . . Smokey Stover, c.&w. deejay at Station KMOP, Tucson, Ariz., is slated to cut his second session for Toppa Records at the Gulf Coast Studio, Beaumont, Tex., Christmas week. . . . Top side of Wade Ray's new Toppa release, set for December 1, is "Have Yourself a Party," written by Eddie Miller. . . . "Wrong Side of Town" is the No. 1 side on Johnny and Jonie Mosby's new Toppa disk, out on rush release this week. . . . Cincinnati country singer, Jay Johnson, issued the second release on his own Rocket label last week. Coupled are a bluegrass ditty, "My Home in Old Kentucky," and a ballad, "Memories of Love," both penned by Johnson. Session was cut recently at the King Records studio in Cincy, with Chuck Seitz directing. . . . The Ozark Mountain Trio (John Harford, Don Brown and Norman Ford) appeared as headliners on Cal Shrum's "Land of Lincoln Jamboree," Springfield, Ill., November 17. Regulars on the show include Toby Dick Ellis and the Possum Holler Opry Gang of WGEM-TV, Quincy, Ill.

Capitol Signs Husky For Another 5 Years

HOLLYWOOD — Capitol Records last week renewed its contract with Ferlin Husky for another five years. Husky, one of the label's consistent top sellers, is rounding out his 10th year with the label. The artist's recordings, from the time he joined the label, were produced by Ken Nelson, Capitol's executive producer.

BILLBOARD MUSIC WEEK

HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/1	Weeks on Chart
1	1	MAMA SANG A SONG	Bill Anderson, Decca 31404	19
2	2	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072	12
3	3	A GIRL I USED TO KNOW	George Jones & the Jones Boys, United Artists 500	9
4	4	I'M GONNA CHANGE EVERYTHING	Jim Reeves, RCA Victor 8080	14
5	7	DON'T GO NEAR THE INDIANS	Rex Allen, Mercury 71997	10
6	6	COW TOWN	Webb Pierce, Decca 31421	9
7	9	WE MISSED YOU	Kitty Wells, Decca 31422	5
8	15	SING A LITTLE SONG OF HEARTACHE	Rose Maddox, Capitol 4845	4
9	22	WALL TO WALL LOVE	Bob Gallion, Hickory 1181	4
10	12	THE BURNING OF ATLANTA	Claude King, Columbia 42581	7
11	16	LITTLE BLACK BOOK	Jimmie Dean, Columbia 42529	10
12	14	DEVIL WOMAN	Marty Robbins, Columbia 42486	18
13	5	PRIDE	Ray Price, Columbia 42518	11
14	8	KICKIN' OUR HEARTS AROUND	Buck Owens, Capitol 4826	6
15	13	BIG FOOL OF THE YEAR	George Jones & the Jones Boys, United Artists 500	8
16	24	HELLO TROUBLE	Orville Couch, Vee Jay 470	2
17	11	HE STANDS REAL TALL	Del Reeves, Decca 31417	6
18	18	HELLO OUT THERE	Carl Belew, RCA Victor 8058	10
19	20	THEN A TEAR FELL	Earl Scott, Kapp 854	5
20	10	THE VIOLET AND A ROSE	"Little" Jimmy Dickens, Columbia 42485	5
21	27	THE SOUND OF YOUR FOOTSTEPS	Wilburn Brothers, Decca 31425	3
22	19	FOOTSTEPS OF A FOOL	Judy Lynn, United Artists 472	16
23	30	SO HOW COME	Don Gibson, RCA Victor 8085	3
24	-	MARY ANN REGRETS	Burl Ives, Decca 31433	1
25	-	IT WAS YOU	Ferlin Husky, Capitol 4853	1
26	25	AFTER LOVING YOU	Eddy Arnold, RCA Victor 8048	18
27	21	MUST YOU THROW DIRT IN MY FACE	Louvin Brothers, Capitol 4822	3
28	23	SOONER OR LATER	Webb Pierce, Decca 31421	8
29	29	ANOTHER DAY, ANOTHER DOLLAR	Wynn Stewart, Challenge 9164	2
30	28	I'LL SIGN	Beverly Buff, Bethlehem 3027	2

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Davie Lee (Dave White) has transferred from KOKE, Austin, Tex., to KPCN, full-time country station in Dallas, as program director. Others on the KPCN jockey staff, besides Davie, are Mac Curtis, Jim Newton and Brad Owens. "Our all-country policy is proving very successful for us," writes Dave. "We are the only c.&w. station in Dallas County and, as we haven't been all c.&w. too long, we are in dire need of the old c.&w. records and LP's. Can use more of the new stuff, too." KPCN also presents a live show from the stage of the Beverly Hills Theater, Dallas, each Saturday afternoon, 2-4 o'clock, and artists playing the Dallas sector are invited to drop by for a visit.

"Scooter" Bill Mann, of KTBE Radio, Vets Hospital, Tucson, Ariz., writes: "Just a line to let you know how my records are picked each week. We have around 300 patients here. Of course, they come and go all the time, but 300 is the average, and they all like country and gospel music. I was with WCOR, Lebanon, Tenn., for a long time; then I went to WRKM, Carthage,

Tenn. I came down with arthritis and made the trip to Arizona, hoping the climate might help me. Arrived here July 11, 1961, and suffered a stroke two days later, and have been here since and may be around for a long time. However, I'll continue to spin records as always."

Charlie Cabaniss, of WOHS, Shelby, N. C., is rejoicing over the fact that he has been given more time on his Saturday morning jamboree show (he's now on 9-9:55), but says he can always use more records. Charlie claims that several of the majors have let him down on records and that he has to buy 'em, and often it's two weeks before he can get 'em. Cabaniss features interviews with c.&w. names, and the final 10 minutes of his program is devoted to an artist of the week, when Charlie spins the artist's big record (usually an old one), gives a bit of biography, and winds up with the artist's current release. . . . Ram Records, Inc., Shreveport, La., has made arrangements with George L. Keane, of Quality Records, Ltd., for immediate release in Canada (Continued on page 32)

Mrs. Jimmie Rodgers

IN MEMORY of Mrs. Jimmie (Carrie) Rodgers, the First Lady of Country Music, but my special first lady, who passed to her reward November 28, 1961.

In trying to write this tribute to my mother, Carrie Rodgers, I find it the most difficult task I have ever attempted. For who can describe a ray of sunlight? Who can capture in words a soft, fresh breath of air, or describe the misty light of night, the soaring sensation of happiness, or the warmth that touches your heart when a friend clasps your hand?

Words, regardless of choice or variety, cannot describe her sunny loveliness, her gentle manner and quiet charm, her tranquil wisdom. Nor can words describe the continuing, comforting presence of her, ever with me, in each room of our home, reassuring me each time I have a problem and sharing, as ever, each joy and hope.

No, and words cannot describe the feeling crowding around my heart—humility and of pride—when others speak her praises to me. Least of all can words describe the joy and gratitude that God let her be my mother—my son's grandmother.

She left me a fabulous estate—not to be measured in worldly goods "where moth and rust doth corrupt and where thieves break through and steal," but rather nuggets of golden memories, words of wisdom planted and growing with each passing day. And, a last promise, kept as all her promises were kept, that "Nita, if God takes me, I'll comfort you, dear, if you will let me."

Could I but leave to my son, Jimmie Dale, a similar estate I know I will have made her happy; the only tribute she would have me make to my mother, my friend, my ideal—Carrie Rodgers.

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Our way of saying thanks is by doing a better job. This is our pledge to you this week . . . and every week.

WITH THE COUNTRY JOCKEYS

• Continued from page 30

of the new Margaret Lewis single. . . . DeeJay copies of the Faulkner Brothers' instrumental on the Kiski label are available by writing to Mabelene Baker, Kiski Valley Recording Company, 523½ Burnes Street, Vandergrift, Pa.

"The Johnny Daume Show" is now heard in Southern Ohio and portions of Kentucky and West Virginia on two stations—WCHI, Chillicothe, Ohio, and its sister station, WKOV, Wellston, Ohio. Johnny commutes to Wellston five days a week, and presents separate and distinct shows on each station. To save time in pulling records for his shows at each station, Johnny carries his own library along with him. His shows occupy 42 hours weekly, about equally divided between c.&w. and pop. Daume asks that promo records for his shows, hops and listings be sent to him at P. O. Box 325, Chillicothe. . . . Homer Lee Jackson, country jock at WBVL, Barbourville, Ky., continues to sign on and off his daily platter stint with the Acorn Sisters' recording of "Where Will I Shelter My Sheep," a gospel tune which he first began using in 1959. According to Jackson, the Acorn girls' new EP on the Acorn label is off to a good start in his area.

Billy Dilworth, Georgia editor for The Anderson (S. C.) Independent, which covers Northeast Georgia, Western South Carolina and West North Carolina, and c.&w. deeJay on Station WLET, Toccoa, Ga., which blankets the same area, infos that he's missing out on many current releases and that he'd appreciate help from the artists, publishers and diskeries. Billy's address is P. O. Box 117, Carnesville, Ga. . . . DeeJay copies of Glenn Barber's "I Can't Stop" b.w. "Two Little Hearts" and Smiley Monroe's "Blue Grass in Hollywood" are your's for the asking. Drop a line on your station's letterhead to Slick Norris, P. O. Box 653, Highlands, Tex.

Jerry Howard, having finished his stint in the Army, is back to spinning c.&w. music at WFIS Radio, Fountain Inn, S. C., where he replaces Don Bagwell, who recently left the station. . . . Troy G. (Tex) Young, formerly with KPEG, all-country station at Spokane, Wash., now has a daily two-hour c.&w. show, "Ranch Round-Up," on KKID, Pendleton, Ore. Tex writes that he has a dire need for c.&w. releases and promises good exposure on all records of merit. . . . Neal Merritt has left KENS, San Antonio, which recently announced plans to drop country music, to become program director at Station KOPY, Alice, Tex., which is programming country music for the first time. In addition to his P.D. duties, Neal whirls c.&w. wax four hours daily, 6-10 a.m., and infos that he's in need of c.&w. records of all kinds.

Gene Williams, president of Cotton Town Jubilee Records, P. O. Box 322, West Memphis, Ark., and deeJay at KWAM, Memphis, invites deeJays to write in on their station letterhead for copies of his firm's releases. . . . After handling country music programming at KBEL-Radio, Idabel, Okla., the last three years, Doug Davis has resigned his post there to engage in music programming, via taped shows, for other stations, including his former employers. Doug says he can always make use of photos, biogs, taped promos and intros and c.&w. releases of all kinds. His address is

Box 847, De Kalb, Tex. . . . DeeJay copies of "Don't Go Near the Eskimos," by Ben Colder, are available by writing to Marie Wilson at Buttercup Music, 2817 Vanderbilt Place, Nashville.

Decca artist Connie Hall has begun promotion on her new release, "Fool Me Once" b.w. "We Don't Have Much in Common Any-more," which she reports has kicked off well in several sectors. DeeJays needing a copy may write to Connie on station stationery at 65 Pelly Road, Independence, Ky. . . . Billy Deaton is sending out copies on his latest Smash release, "I'd Rather Stumble Into Your Arms." Write to him at Station KMAC, San Antonio. . . . John All, formerly chief engineer and deeJay at WJAT, Swainsboro, Ga., is now spinning a new Saturday afternoon seg, "Mohawk Jamboree," on WRNY, Rome, N. Y. "Can always use c.&w. records of all kinds," writes John.

Sky Corbin, Cherokee Orrell and Lightnin' Crabtree, who spin the country wax at KLLL, Lubbock, Tex., have this to say: "We're getting a lot of mileage here at KLLL out of a couple of new releases that other c.&w. deeJays shouldn't overlook. The first is 'When Came the Fall,' by the Hollyhaws on Jubilee. This record is as country as all get out and our listeners eat it up. Although it isn't being promoted as a country record, it sounds right rural to us. The other record we're hot on is Grandpa Jones' new version of 'T for Texas.' We're hog wild about it and so are our listeners."

After an absence of 18 months, Willard Howell has resumed deeJay duties at WZOB, Fort Payne, Ala., with the added title of P.M. Willard sends out a plea for c.&w. and gospel releases. Also recently added to the WZOB staff is Mrs. Olive Gravitt, secretary and women's director. Jimmy Gilbreath is the new weekend man. . . . Little Richie Johnson, who has been pushing Earl Scott's "Then a Tear Fell," last week hopped on Rose Maddox's new Capitol recording, "Sing a Little Song of Heartache," and Warner Mach's Decca release, "I Wake Up Crying." DeeJays needing copies write to Johnson at Box 3, Belen, N. M. . . . H. E. Smith, P.D. at WKWS, Rocky Mount, Va., puts out a cry for help on obtaining c.&w. releases.

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COUNTRY MUSIC ASSOCIATION, INC.

MEMBERSHIP APPLICATION

PURPOSES AND AIMS
The Country Music Association is a non-profit trade association for the purpose of fostering, publicizing and promoting the growth of and interest in country music.
To make the public, especially the advertising industry, more cognizant of the commercial value of Country Music as an advertising means.
To secure increased programming time devoted to Country Music on both the network and local level in radio and television.
To promote Country Music in its entirety, with no selfish motives; to encourage the highest ethics throughout the industry; and to ensure that Country Music retains its individuality.
Country Music, as a type of entertainment, has enjoyed outstanding success for more than a quarter of a century as a tried and proven means of reaching the masses. The Country Music Association proposes to make advertisers and broadcasters aware of this fact.

WHO IS ELIGIBLE?
There are nine categories of CMA memberships on an individual basis, and they are:
ARTIST-MUSICIAN, MANAGER, BROKERS, PROMOTER, ETC., COMPOSER, DISK JOCKEY, PUBLISHER, RADIO-TV PERSONNEL, RECORD COMPANY PERSONNEL, TRADE PUBLICATION PERSONNEL, NON-AFFILIATED.
The Non-Affiliated category covers a wide range of performance, society personnel, attorneys, record shop personnel, etc., and fans. Those who seek

benefit from the popularity of Country Music should devote some time and energy to expand the popularity of Country Music.

MEMBERSHIP AND DUES
There are, at present, two types of membership—Organizational and Individual. The Organizational membership dues are based on the annual gross receipts of the business, on a sliding scale. The Individual membership dues are \$10.00 per year—due on the first day of the month one year following the month in which one joins.

ADDITIONAL INFORMATION
The Country Music Association is not a static organization, but an active group which will continue to gather momentum and present a solid front. All monies taken into the CMA Treasury, above operating expenses will be used to promote the commercial possibilities of Country Music on a world-wide scale for the ultimate benefit of all those associated with the industry. The office secretary is the only paid employee. (All Officers and Directors give their time and bear their own traveling expenses.)
Every great industry has an organization working toward the recognition of its growth and importance. This Association is dedicated to preserving the heritage and promoting the great potential of Country Music.
The CMA office will be happy to answer any inquiries.

APPLICATION-BLANK COUPON

COUNTRY MUSIC ASSOCIATION, INC.
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Now in National Release through Circa, B/W "Promise Land"



Bossa Nova Starts World Swing

• Continued from page 5

leased, as have European-made sides by stars like Richard Anthony, and Enrique Rinaldo.

"Eso Beso," the American bossa nova hit by Paul Anka, broke into the market in Belgium and Spain. And in both spots, the disk was moving out quickly with other, more jazz-oriented material, close on its heels.

In Germany, the budding bossa bloom is being carried by the Getz-Byrd record, with the Diz Gillespie and other sets getting good air play throughout the country.

In Denmark, the movement is just getting started. It was helped

significantly when Charlie Byrd appeared at a Copenhagen concert that also featured Zoot Sims. Records by both artists are getting play, as are the Diz Gillespie and Edmundo Ros recordings of the rhythm.

In Sweden the new Brazilian rhythm is also just getting under way. The Barney Kessel and Shorty Rogers sets were beginning to roll. Felix Stahl of the publishing firm, Stockholm Musikproductions, has obtained "Desfinado" rights in the country, announcing that he expects it to become a big hit there.

Bossa nova rumblings are also

reported to be stirring the radio air in Mexico, Australia and New Zealand. In South America bossa nova has long been known, but its commercial emergence in the U. S. has added mightily to its marketability. For years in its home country Brazil, the young bossa nova rhythm has been step-child to the samba — which is practically the national rhythm.

Excitement in the United States over the music, however, has made recording companies in Brazil take another listen. The bossa nova sound has been under their ears for more than five years. Joao Gil-

berto, A. C. Jobim, Luis Bonfá and other practitioners of the beat are all being recorded at a fast clip.

In Argentina, where the music has been a part of the scene for years, new recordings are being released by the bushel. Among the latest sides to appear in that market are a number by non-Latin American artists. June Christy's single of "One Note Samba" and Paul Anka's "Eso Beso" are two of the sides.

will invade the market starting next week; and, as it happens every year, each company will present its own material.

The trend toward multi-language recordings by French artists is now well established. Latest to follow this trend are the Compagnons De La Chanson (Polydor) and Francoise Hardy (Vogue), who for the first time will record in German.

This & That

Ricordi issued Dinah Washington's first record on Roulette "Where Are You." . . . Vince Taylor's sidemen The Play Boys (Barclay) will record exclusively as instrumental group. . . . Vogue Records claim that Petula Clark has sold 420,000 EP's of "Chariot" in the Common market countries. . . . Ricordi started a great promotional campaign for Joey Dee's record "What Kind of Love Is This" in view of his coming to Paris next January.

AUSTRALIA

'Music Man' Set For Christmas Debut

By **GEORGE HILDER**
19 Todman Avenue
Kensington, Sydney, N.S.W.

"The Music Man," as film and sound track, hits Australia in time for Christmas. The flick goes into Sydney Regent Theater at increased admission prices in December, and the Australian Record Company has completed plans to launch the sound track prior to the film's release. Paper-back book versions of the show have been imported from the U. S. A. by A.R.C. for promotional use with retailers. Chappell's, who control the music, has approved the use of the books which carry the full lyrics as well as the story. Retailer previews have been lined up for November.

Amalgamated Wireless (Australia) Ltd. has produced, in conjunction with the Australian Broadcasting Commission, a 12-inch album on Radiola Records for the opening ceremony of the British Empire and Commonwealth Games held at Perth, Western Australia. All manufacturer profits derived from the sale of the record are to be donated to Perth Torchbearers for Legacy.

Disk Artist Notes

Carmen McRae has been booked to play Chequers Night Club, Sydney, from middle December. . . . Johnny O' Keefe, who has been in hospital for nine weeks, returned to the Festival studios on November 2 to cut a new single for the Leedon label. The titles "I Thank You" and "Heaven Sent," will be released for the Christmas trade.

Kevin Jacobson, manager of Col Joye Enterprises, has announced the formation of Col Joye T.V. Productions in conjunction with Producer Reg Grundy. Plans are for a series of 13 shows starring Joye for local viewing. Col Joye's next single "Ring Around My Rosie" has been written and arranged by Allan Lober in Nashville, Tenn., and is scheduled for early release.

Since copyright restrictions have been lifted from Gilbert and Sullivan operettas, sales of these disks have increased more than 50 per cent. . . . Bill Watson, show promoter and manager of Lucky Starr, who recently had a nationwide hit with "I've Been Everywhere," has commenced a four-week tour of Queensland to promote his latest single "Hot Rod" which is destined to become one of the most controversial Aussie disks ever released by Festival. Top Sydney disk jock-

eys Bob Rogers and John Laws have refused to play the disk.

Bert Wilcox, of Zodiac Records, London, has arrived in Sydney from London to record local talent for release in England. He also plans to establish his label in Australia.

BRITAIN

Pickwick Outfit Opens Up Shop

By **DON WEDGE**
News Editor, New Musical Express

Pickwick International was launched here this month as the British offshoot of the American concern. It will operate as a low price line with its main album range of 12-inch LP's set for sale at \$2.63 — among the lowest on the British market. Its singles, dubbed "Big Seven Happy Time" for children, are the lowest on the market, selling at 49 cents.

There is also a "Pickwick Happy Time" kiddies' LP range, which also sells at \$2.63. The initial release included 30 Pickwick LP's, 12 Pickwick Happy Time LP's and 72 Happy Time singles. The first group includes a Ray Charles album and LP's containing tracks by Della Reese, Sammy Davis, Stan Getz, Earl Hines and six show albums. Pickwick is being operated by Monte Lewis in association with the American firm.

The repertoire was previously handled by the now inoperative Gala Records, with which Lewis was formerly connected. The range is being distributed by three firms which operate independently of the British majors.

Music Trade News

EMI Records' general manager, Arthur Muxlow, produced a show by three of the group's artists—Bert Weedon, Carol Deene and Kenny Lynch—when Princess Margaret opened a youth club at Bolton, Lancashire.

Two important members of the British entertainment industry celebrated anniversaries last week. The BBC marked the 40th anniversary of the start of broadcasting in this country with a week of special programs, many of them highlighted by music. The actual anniversary fell on November 14, the day on which a special dinner was given by the directors of the Francis, Day and Hunter music publishing firm to mark its own 85th anniversary.

Anne Shelton (Philips) will be the British representative on the special United Nations' LP (BMW November 17). The American contribution includes tracks by Nat Cole, Patti Page and Mahalia Jackson.

BRAZIL

EMBI Snares 2 Bossa Nova Titles

By **MAURICIO QUADRIO**
Rua Visconde da Gavea 125
Rio De Janeiro

EMBI, which represents Peer International and Southern Music in Brazil, bought the two leading tunes of the film "Copacabana Palace." Those tunes, in bossa nova style, are "Cancao do Mar" and "Tristeza" ("Song of the Sea" and "Sadness") by Luis Bonfá and Maria Toledo.

Chantecler is going to introduce a new idea in the domestic record business. It will be the dramatized version of the St. Luke's Gospel, in four LP's. The cast will include 26 actors. . . . RCA has just waxed the second LP of bossa nova to attend American request; tunes are played by the **Brazilian Jazz Group**. Also the **Velinhos Transviados**, an old-style band playing modern tunes in modern arrangements, have recorded their third LP. The previous records had a good sale.

Mario Alves, a new RCA singer, made his first LP on Camden. U. S. Columbia, now CBS, has 21 new LP's, presenting Emilinha Borba, Fernando Costa, Tito Madri, Alcides Gerardi, Marisa Barosa, Wanderlea and the orchestra of Joao Virgilio, Sylvio Mazzucca, Sidney and, of course, Astor, who is also the musical manager of the company. The international repertory of the CBS will introduce the Jewish singer Yaffa Yarkoni, and will present new albums of such well-known stars as Percy Faith, Julio Munoz, Trio Los Panchos, Brothers Four and Johnny Mathis. There will also be the traditional LP of new carnival tunes.

By the way, 1963 Carnival LP's

Without Doubt, The Most Important Music Industry Publication!

BILLBOARD MUSIC WEEK'S 1963 WHO'S WHO IN THE WORLD OF MUSIC

will be published December 29, 1962. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented.

Contact your nearest representative or Frank Luppino Jr., International Director
Billboard Music Week
1564 Broadway, New York 36, N. Y.

EIRE

Irish Lass Sings Country Accents

By **KEN STEWART**
Teenage Express, Dublin

Maisie McDaniel, a local girl with several successful disks to her credit, has established herself as one of Ireland's leading exponents of U. S. country music, which appears to gain a host of new followers—all potential record buyers—every day.

She has made a point of plugging c.&w. material during her frequent stage, radio and television appearances. Now she has been signed to a new personal management contract by George O'Reilly, managing director of Television and Radio Production Services, Ltd., Dublin. This company has just completed negotiations with Telefeis Eireann to screen a number of Bing Crosby hour-long spectacles in the near future. Maisie McDaniel's latest record, "Christmast Candles," has been issued internationally by Fontana and a c.&w. LP will be released by the label early next year. Initial reaction to the seasonal disk indicates that it should do steady business.

A batch of 20 new Golden Guinea disks has been marketed by Pye as one of the highlights of the group's Christmas output. Among artists available on the low-priced label are Theodore Bikel, Chubby Checker, Josh White and Bobby Rydell.

EMI (Ireland), Ltd., hosted a reception in Dublin to mark the release of a new Brendan O'Dowda album of songs by Percy French, one of the best-loved Irish composers. The singer's LP's usually outsell those of most foreign artists in the Republic.

FRANCE

Bossa Nova Tilts With Tamoure Fad

By **EDDIE ADAMIS**
92 Quai du Marechal Joffre
Courbevoie (Seine)

Two dance fads are actually in competition on the French record market: The Brazilian bossa nova and the Tahitian Tamoure.

While bossa nova moves along, promoted by a large part of the record industry, the tamoure has a good chance to be the real successor to the twist. Latest tamoure records are two EP's by the Kavekas, but on two different labels: Vogue and President.

GERMANY

'Music in the Air' Tops Among GI's

By **JIMMY JUNGERMANN**
102 Ismaninger Street, Munich 27

Hourly newscasts and the evening program "Music in the Air" won the popularity poll, as American Forces Network listeners in Europe expressed their views of AFN on ballots printed in the army newspaper "Stars and Stripes" edited in Darmstadt, West Germany. Some 87 per cent of those polled named "Music in the Air" as No. 1 choice.

To celebrate the 25th anniversary of the legendary first Christmas concert of the NBC Symphony of the Air, conducted by Arturo Toscanini, the RCA/Teldec issue seven LPs in a jubilee album de luxe featuring the nine symphonies by Ludwig Van Beethoven. Special price for this album: \$22, just half of the normal price for a value like this.

Trade News

Some 250,000 records of the Vogue hit "Monsieur" by Petula Clark were sold. The number has been bought by Edition Alpha for France and Belgium, by Basart for the Netherlands, by Multitone for Scandinavia, by Fazer for Finland, by Tin Pan Alley for Great Britain and by Leonardi for Italy. . . . Yugoslavian singer Ivo ("Morgen") Robic recorded the Montana hit "Geh Doch Nicht Vorbei" for Polydor. This is the German version by Kurt Schwabach of the French hit "Un Premier Amour."

Conny Froboess and Peter Weck sing "Well, We Did It," German version of "Oh, Mama, Wir Sind Glueklisch," on Electrola. . . . For the first time, Eartha Kitt may be heard on a Metronome album. The title is "Eartha at Tivoli."

The newest sensation of the German market is the 35mm. process stereo album. On Mercury a sampler album offers The Best of f:35d for a low price of \$2.50. On Command, two albums are available: "Great Themes From Hit Films" by Enoch Light, and "Enoch Light at Carnegie Hall." All albums contain information on this new 35mm-film-recording system.

HONG KONG

Adam Faith Ill; Not Seriously

By **CARL MYATT**
Estoril Court, Garden Road
British pop singer Adam Faith flew here from New Zealand. He

was three days late but there was a reason. The young entertainer developed ear trouble while flying to one of his most recent engagements and was advised by doctors to rest for a while.

Earlier reports from New Zealand indicated that the singer was going deaf, and this caused his manager, his entourage and the EMI officials here a great deal of concern. Nevertheless, he is recovered now, and received a hearty welcome from his many fans on arrival.

He also did a one-night stand at one of the Colony's leading night clubs before leaving for the U. K.

Tito Puento's popularity has been such that the group has extended its stay in Hong Kong. The orchestra and dancers of the group completed an engagement at the biggest of the night clubs on the Island, and were promptly contracted to do a series of shows at a mainland club. He is due to leave for Japan when this contract expires.

HUNGARY

Sonoda Sells Out Budapest Houses

By PAUL GYONGY
Deretucka 6, Budapest

Takahiro Sonoda, the great Japanese pianist, who scored already last season with Hungarian concert goers, played twice before sold-out houses in Budapest. His solo concert received flattering praises by Hungarian critics and his performances of two piano concertos by Schumann and Roussel were fascinating.

Italian conductor Lamberto Gardelli, former musical chief of the Royal Opera House in Copenhagen, signed an eight-month contract with the Hungarian State Opera in Budapest.

Francis, Day and Hunter, Ltd., the London publishing house which already has a number of Hungarian compositions in its background and mood music catalog, recently chose 27 compositions by 13 Hungarian composers for signing with the Hungarian Copyright Bureau.

Gyorgy Ranki, one of Hungary's wittiest composers—a Kodaly disciple—made a direct hit with his new children's opera "Musician Peter." In this opera many of the orchestra's instruments are impersonated and children as well as adults follow the various adventures of "Musician Peter."

A severe crisis is developing in the Hungarian record business in general. Important talks are on behind closed doors.

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

ITALY

Council Debates Drums in Church

By SAM'L STEINMAN
Piazza S. Anselmo, 1, Rome 0803

Music has even reached into the sacred precincts of the Second Vatican Council with discussions on whether guitars and drums should be used in the liturgy of the church in world areas where these instruments are best understood.

Voce del Padrone has already taken note of the meeting with a record of sacred selections dedicated to the Ecumenical Council.

Walt Disney will be RAI-TV's Christmas spectacular with the unusual combination of a film taped in Hollywood and 10 original Italian numbers inspired by Disney characters. Latter group will be presented in San Remo December 15 by Betty Curtis, Tony Dallara, Pino Donaggio, Johnny Dorelli, Cocky Mazzetti, Gianni Morandi, Emilio Pericoli, Radar Quartet and Claudio Villa with Pino Calvi Orchestra.

Henry Wright, an American Negro singer, who has been working in Italy since 1955, has clicked with his new French and Italian disks for Galleria del Corso. . . .

Piero Umiliani has recorded his score for "Smog," first Italian feature made in U. S. for RCA Victor. . . .

International Congress on Author's Rights will meet in Catania, Sicily, December 4-8. . . .

Fran Jeffries has been cast in a leading role in "The Pink Panther." . . . Sergio Bruni is on tour throughout Southern Italy this month. . . .

Voce del Padrone is presenting Gene McDaniels on an LP for the first time in Italy.

New Bills
New legislation is pending in Par-

liament to extend author's rights here from 50 to 65 years in line with recent enactments in both the United States and Norway. Premier Aminstore Fanfani is being pressed to assure action before end of 1962.

London-Decca is featuring two new albums, Leontyne Price in Christmas songs and Caterina Valente in Caterina Show. . . . Peppino of Capri, whose latest LP featuring Twist and Madison numbers has just been issued by Carisch, has attained equal success in Germany where he rates in third place among all recording artists.

A cocktail party in Milan by Columbia hailed "One Who Is Thinking of You," a new album by Nicola Arigliano, which contains only songs which were written especially for him, hitherto only done for Nat King Cole, whose latest by Capitol here is "Ramblin' Rose."

Vis-Radio, whose top jazz combo is the Sam Blok Quartet, is now reissuing the old Claudio Villa discs made before he moved to Cetra. . . .

Joao Gilberto, top Brazil name on Odeon's South American subsidiary, is being introduced by label in Italy with "Love, Smiles and Flowers." . . .

In the wake of the success of "Topo Gigio," an animated mouse in children's TV shows, the newest series features "Toto and Tata," two animated children heard up to now on Italian TV commercials. . . . Graz, lots!

ISRAEL

Musicals Draw Favor in Israel

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv

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the Israel National Theater, of "Hudibuk" International fame, has put on a Hebrew version of Margaret Monnot's "Irma La Douce"—and it's a hit.

Previous efforts in this direction had been partisan. The Musical Theater Company (the now defunct "Do-Re-Mi") had put on "The Pajama Game," and a Hebrew musical by Moshe Vilensky, star-

ring Shoshana Damari, called "Shoulamith." American companies had performed "Porgy and Bess" and "West Side Story."

The increasing number of musicals on the screens of this movie-conscious country had brought forth an ever-growing audience and a larger market for records and sheet-music of albums from films and musicals. The Ilan Melody

Press had published previously sheet-music from "West Side Story," "Gigi," "Oklahoma," "Never on Sunday," "The Alamo," "Hans Christian Andersen," and a local musical comedy, "5 x 5," a one-time hit.

Sheet music of "Irma la Douce" is setting a high in this new trend.



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NEW ZEALAND

By **FRED GEBBIE**
 P.O. Box 5051, Auckland

Kerridge Odeon Theatrical organization will bring British singer **Vera Lynn** to New Zealand early next year. This will be Miss Lynn's first tour of New Zealand and one that is being eagerly awaited, as she has long been one of the most popular artists for Decca Records here.

Clarence (Frogman) Henry, also touring here right now, forgot to pack his most important item, his toy frog called "Mr. Argo." Clarence was met at Auckland airport by many of his admirers. . . . Also, while still on record personality tours, strong rumors going around that **Chubby Checker**, **Dion** and **Pat Boone** will be heading our way soon.

HMV busy recording local artists lately. Their big female find is pretty **Jill Thomas**. Her latest for the label is an Australian composition, "Barefoot Boy," recorded in Wellington. The other local from HMV is **Max Merritt**, who will fly up to Auckland from Christchurch for personal appearances. His new single features his show band the **Meteors**. . . . Composer of British hit "Come Outside," **Charles Blackwell**, toured New Zealand recently with **Adam Faith**. Unfortunately, not many knew of his recording fame and his presence went virtually unnoticed. . . . Philips cut a new single with duo singers **Bill and Boyd**. Song is "Double Trouble," and comes from the flick, "It's Trad Dad."

La Gloria vocalist **Antoni Williams** has been voted NZ's best dressed young man by the NZ Clothing Marketing Association. He is the first pop singer to win such an award. . . . American movie audiences may see local vocal group the **Southerners** on TV soon. They were featured in a filmed sequence showing U. S. deep-freeze boys being entertained by local Kiwi talent, a **Kingston Trio**-type folk group. The bossa nova has been covered locally.

NORWAY

Siemans Is Siemans Again

By **ESPEN ERIKSEN**
 Verdens Gang, Oslo

The Common Market is on its way in Norway, which was clearly demonstrated here when Proton A/S was renamed **Siemens Norsk A/S** its pre-war tag. The recording department of this world-wide German firm represent the labels **Deutsche Grammophon Gesellschaft**, **Polydor**, **Heliodor**, **Decca**, **London**, **Brunswick**, **United Artists**, and **Coral**.

Thanks to large sales of "Speedy Gonzales" by **Pat Boone**, diskery **Egil Monn Iversen A/S** will still represent the American Dot label in Norway, thereby scotching the rumors that Dot was to move.

CBS Is Here

American Columbia is back on the Norwegian market again. The label has not been here since the deal between Columbia and Philips eight years ago. The label will be presented here as **CBS**—not to be confused with British Columbia. **Norsk A/S Phonogram** (earlier Philips) will distribute CBS. The number of record labels in Norway now exceeds 100.

PERU

FTA Sets Heavy Victor Schedule

By **HECTOR ROCCA**
 Galerias Boza 114, Lima

Sam Chase, editor of the Billboard Music Week, made a visit to Lima. He visited principal record manufacturers.

F.T.A., as representative of RCA Victor here, began activities with "A Steel Guitar and a Glass of Wine," by **Paul Anka**. F.T.A. will release 22 singles and 10 12-inch LP's.

New Representatives

In December, Transmundos will order pressing for the first records of **Musidisc** and **Copacabana** from Brazil and **Tonodisc** and **Calesita** from Argentina. . . . **Distribuidora Peruana**, already released first LP's from the Command label.

PHILIPPINES

Philharmonic's Second Concert

By **LUIS MA. TRINIDAD**
 264 Escolta, Manila

The Quezon City Philharmonic Orchestra is readying a second offering for November 20 at the Rizal Theater, presented by International Relations, Inc. The program will open with the major symphonic work of the evening, **Franz Schubert's Symphony No. 7 in C major**, which has never been performed in Manila. **Ramon Tapaes** conducted the 90-member orchestra in this first Manila performance of the Schubert symphony.

Tito Puente arrives November 16 at Dome. Puente, who has delighted millions of mambo addicts with his uninhibited tempo, launched the show at the Araneta Coliseum with **Dee Dee** ("Mashed Potato") **Sharp** and **Vic Dana**.

In line with the current production plans of **Villar Records**, a new single by **Dawn Turner**, a U. S. singer, is the second of a series to feature on local wax visiting foreign artists of international fame. Australia's **Tony Brady** is credited with a recording by a foreign artist of two outstanding Philippine tunes, "Dahil Sa Iyo" and "My Song of Love."

Brady is leaving for Tokyo November 15 for a two-week night club performance, under contract with **Swan Promotions**.

Allen H. Arrow of **Orenstein & Arrow** of New York arrived in Manila for a short visit Sunday, November 11. The purpose of his trip was to survey the music and recording biz in the Philippine Islands and to render a report to his clients on existing and future conditions.

BMW's vice-prexy **Roger Littleford** and his wife are expected to arrive in Manila Monday, November 5.

The 1963 **Dimitri Mitropoulos** International Music Competition will be held this time for conductors and it is the first of its kind to be held in the United States. Actually, it is the second Mitropoulos competition, the first, in 1961, was for pianists and 19 nations participated.

But the Filipino conductor is faced by two difficulties: age limit and transportation costs to and from New York, which he must bear. Of the nationally known Filipino conductors, we can think of only one who is eligible as far as age goes. This is **Redentor Romero**, 33, of the National Philharmonic Orchestra of the Philippines. The contest is limited to conductors be-

tween 20 and 35 years of age. This rules out Antonio Buenaventura, Ramon Tapales, Antonio J. Molina, Eliseo Pajaro and Luis Valencia.

where the "Per Gynt" suite produced was in jazz. This warning was the same as a prohibition. Rabe says that it is also known that our Swedish radio marks certain records with a "death's head," meaning forbidden on the air. "How can our Musical Academy decide that if a classical theme is put into a jazz version it immediately is being corrupted? As far as I know," says Rabe, "none of the members in our Royal Academy of Music is an authority on jazz."

SPAIN

Distaff Competition For Ray's Smash

By RAUL MATAS
32 Av Jose Antonio
Madrid 13

Ray Charles' hit "I Can't Stop Loving You" took two months to become No. 4 last October in Spain and "You Don't Know Me" is moving up every week. In both cases, Charles has competition from the ladies. Connie Francis. (MGM-Hispavox) with "Can't Stop," and Patti Page (Mercury) with "You Don't Know Me."

Big hit at the Price Music Hall in Madrid is the Latino show with Candilejas (a Mexican quartet) and Los Cinco Latinos with Estela Raval. These Latinos from Buenos Aires cut their first CBS records here. . . . "Et Maintenant" by Gilbert Becaud with Spanish lyrics could become a year-end hit.

Discorama is a new company here selling records by mail. . . . Mercury provided the material for the new service which is meeting with much success.

The Macke Mac's had to postpone a European tour. . . . Spain is still experiencing a South American invasion of groups, orks and soloists. . . . RCA has launched Alejandro Algara singing "Augustin Lara." The music from "Lolita" has been issued by Nelson Riddle (Hispavox).

Disk Talk

A new Swedish song has been recorded by Lawrence Welk. The tune is "Zero-Zero" by Carl-Henrik Norin. Originally he wrote it for the picture "En nolla for mycket" (One Zero Too Many) and right now it is the theme of the most popular TV program here, "Hylands Horna" (our Jack Paar show). Two Swedish instrumentals are already released in the States of this tune—Atlantic with the composer and on Decca with the Popcorns. Lill Babs, star of the above-mentioned picture, has made a vocal of the same tune "Att vara foralskad" (To be in Love).

Last year's Danish Eurovision hit "Angelique" will be released on Capitol with Lill Jorgen as trumpet soloist. Owe Thörnqvist's success "Nar min van" (When My Friend) is released as a new instrumental called "When My Friend Is Bossa Novaing).

Visitors

Visitors in town are Charlie Byrd Trio with Zoot Sims, the Cousins from Belgium and Papa Bue's Viking Jazz Band from Copenhagen.

Starday Appoints Herb Shucher

MADISON, Tenn. — Herb Shucher has been appointed national director of publicity and promotion for the Starday label. According to Don Pierce, head of the firm, Shucher will concentrate on promotion of Starday singles as well as the various album sales programs.

In other appointments to key positions at Starday, Martin Haerle was named vice-president of sales and production; He will continue his duties as administrative assistant to Pierce. Tommy Hill, a.&r. man and head of the Starday studios, was elevated to a vice-presidency. Jack Linneman has been added to the studio's engineering staff. Eddie Wilson is taking over the newly created song and publishing department of the firm.

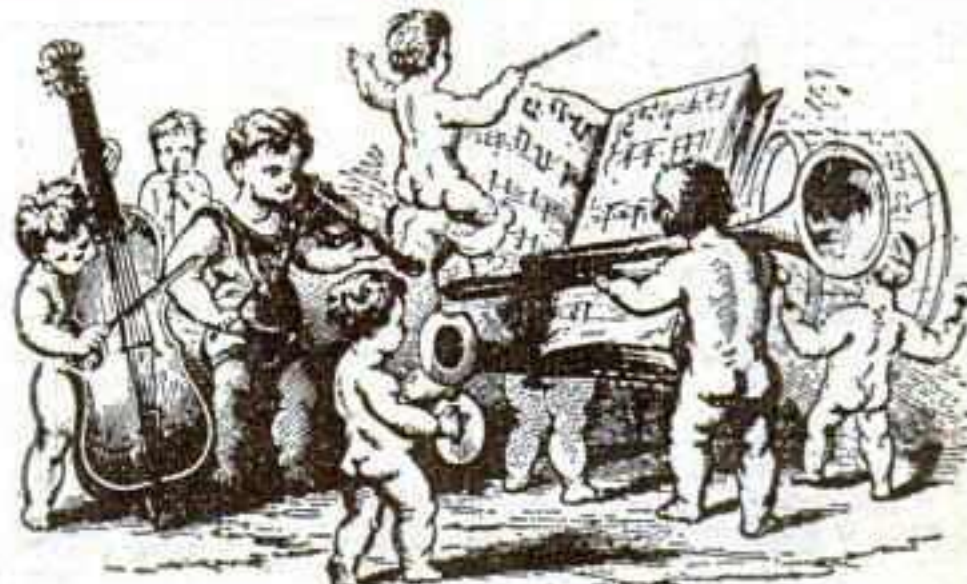
In another move Starday took over expansion distribution of the new pop label, Minaret Records of Nashville.

SWEDEN

Question Jazz as Music Corruption

By HENRY FOX
56 Kungsgatan, Stockholm

According to Article 51 in the Swedish law of July 1, 1961, public performances of music can be forbidden if "they violate the interest of spiritual meaning." Folke Rabe writes in Expressen, our largest evening newspaper, that last year our Swedish Music Academy warned some of our record distributors not to release two American records that employ themes from Grieg. One used a version of the piano concerto and another



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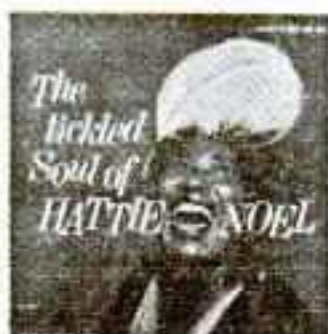


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UNITED ARTISTS RECORD UA 540



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George Jones

UNITED ARTISTS RECORD UA 500

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VOX JOX

By CHARLES SINCLAIR

THE BAMBOO CURTAIN: Remember that recent stunt of WWDC, Washington? The one in which the station planned to swap "Top 10" hits with Radio Moscow? Well, deejay Peter Jackson of CKY, Winnipeg, has come up with his own version of this type of international co-operative venture. Concerned with world tensions over the China-India borderland "hot" war, Jackson selected a record from his current crop, packaged it and mailed it off to Mao Tse Tung, boss of Red China. The record, said Jackson in an accompanying letter, was being sent to Mao "in the hope that it will express to you the sincere hope of the people of Canada for world peace." The title of the record, however, may not amuse Mao. The record was Rex Allen's "Don't Go Near the Indians."

PULLING A SWITCH: A number of well-known jockey personalities are busy with new chores as a by-product of some last-minute switches and substitutions. Here are a few: Robert Q. Lewis, who has been a KHJ, Hollywood, personality for more than a year, has been given permission to cut short his early-morning contract with the station in order to take over the host chores on NBC's "Play Your Hunch" show, which originates in New York. . . . Phil McLean, a relative newcomer to WNEW, New York, who has a daylight-hours show, and Dick Partridge, who has been in charge of WNEW's "Milkman's Matinee" for the past 18 months, have swapped jobs. . . . Ted Steele, former WINS, New York, manager and a pioneer in TV deejay programming, has taken over Jack Sterling's morning chores on WCBS, New York, while Sterling is in the hospital for minor surgery.

PERSONAL APPEARANCES: With the holiday season at hand, it's a busy time for jocks on the public scene. Dick Biondi of WLS, Chicago, was picked to be the only radio personality to be featured in a November 25 Christmas parade sponsored by Chicago's State Street Council. . . . "Lucky Pierre" Gonneau of KHJ, Hollywood, took a troupe of Hollywood entertainers with him recently to Camp Pendleton, Calif., to help the Marine Corps celebrate its 187th birthday. His musical guests included Roberta Shore, the Starr Sisters, Jimmy Haskell and Ed Townsend. . . . Lou Tomasi of CJSP, Leamington, Ont.—a Canadian station 30 miles from Detroit—reports that "Club Sun Parlor," a record hop sponsored jointly by CJSP Radio and the town's Recreation Committee, has been racking up new attendance records. Recently, nearly 900 teenagers turned out for one despite a 12-hour downpour of rain. . . . Rhett Evers, nighttime jazz spinner at WBAB, Babylon, L. I., N. Y., was scheduled to try to break the endurance broadcasting record set by Peter Tripp (110 hours, 23 minutes, 15 seconds), starting November 27.

FOOD-FOR-THOUGHT DEPT.: Any jockey who feels that pop-platters-plus-charm are the only answer in radio programming might do well to look at the rating scores rung up by RKO General-owned WOR, New York. For some time now, WOR has been virtually an all-talk station, with John Gambling's early-morning show the only stanza (apart from some Sunday afternoon shows) which plays records, and most of them are strictly standards. WOR's latest rating situation: for the 16th month in a row, WOR has clocked top Pulse quarter-hour ratings in the metropolitan New York area from 6 a.m. to 8 p.m., Monday through Friday, leading its nearest competitor by 13 per cent.

PASS THE WAX: Getting records from the key labels is still a deejay headache. A few recent gripes: "The people with the promo copies don't seem to know we're still alive"—so write Jimmy Crews and Jerry Thompson of 5,000-watt WATM of Atmore, Ala. . . . Bill Blough, formerly of WKKD, Aurora, Ill., is now heard on WTAQ, La Grange, Ill., and requests that "mail and records" be sent to him at the WTAQ address. . . . Jerry Sanders has moved to WFBL, Syracuse, where he's host of the afternoon "Melody Matinee" show. Jerry writes that "people still enjoy listening to good, quality music." His move, incidentally, coincides with the arrival of a son, Christopher, at the Sanders residence. . . . Jim Rogers has moved from KSFA to KTFO in Seminole, Tex., and says he is "in a very desperate need of wax from distributors or anyone."

MISCELLANY: KGAF-FM, Gainesville, Tex., is now operating an evening FM stereo schedule, featuring both classics and pops. The station claims to be "the only stereo FM station located north of the Dallas-Fort Worth area and south of Oklahoma City." . . . Jerry Dean, platter spinner at WEEZ, Chester, Pa., recently presented over 2,500 records to the Children's Heart Hospital of Philadelphia. Dean previously made a similar donation, on behalf of WEEZ, to Philadelphia's Overbrook School for the Blind. . . . Deejays at KDKA, Pittsburgh, are again part of the station's "Penny-a-Month" campaign, in which listeners are asked to contribute a penny a month for each month in the year, proceeds going to Children's Hospital. Last holiday season the campaign brought in more than \$16,390.

L' L ABNER DEPT.: Station CKY of Winnipeg, has been running a simple-but-cute contest in connection with "Sadie Hawkin's Day," a fictional holiday invented by Al Capp, creator of "L'il Abner," which has achieved the status

(Continued on page 41)

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION:

Apart from free record releases, how can record manufacturers and/or distributors be of more help to college radio stations?

THE ANSWERS:

BOBB MOSER

Program Director, WWFM, Franklin & Marshall College, Lancaster, Pa.

Record manufacturers must come to recognize college broadcasting stations as a forceful means of sales of their products. The manufacturer often calls on the station for publicity for his new folk album, and leaves aside his popular, classical or jazz albums. The college student is interested in learning about the artists—not only folk artists. Manufacturers should do more "open-end interviewing" with their artists; this makes for good programming for campus stations. Also, advance notification of new releases would be helpful, as well as availability of artists for such promotions.



BARRY KEAN

Production Director, WUVA, University of Virginia, Charlottesville, Va.

College radio stations program to a somewhat specialized audience. Here at WUVA, for instance, we program a great deal of folk music—Joan Baez; Peter, Paul & Mary et al.—during evening hours. We find that not only is folk wax hard to come by, but deejay chatter info on the artists is almost nonexistent. I'd also like to see some recorded open-end interviews in this field. Regarding rock, some listings of what's breaking in major markets would be helpful. We're sort of isolated.



TERRY HAVEL

Program Director, KWAR-FM, Wartburg College, Waverly, Ia.

Manufacturers and distributors can give the greatest help to college stations if they would only send us the records to begin with. I know our station has a very difficult time in receiving records to fulfill our programming needs—top pop, jazz, classical and mood. College students buy many records. All we ask is to be included on mailing lists on the same basis as commercial operations. Our station now programs 97 hours a week.



BOUND TO SUCCEED

Everybody's Got a Note In 'My Coloring Book'

Continued from page 5

track record in radio-TV is something else.

Past Performance

In 1955, she was signed for Eddie Fisher's "Coke Time," and in 1957 replaced Betty Johnson on Galen Drake's series. In 1960, she put in a season on Garry Moore's morning program, and then joined the Como show as a regular in the 1961-'62 season.

As BMW went to press, Sandy Stewart was suddenly one of the hottest names around for TV guest shots. NBC-TV's "Today" and "Tonight" stanzas wanted her for appearances in which she'll do "Coloring Book." Ed Sullivan also wanted her for his CBS-TV Sunday-night show—an unusual request since CBS musical shows rarely book performers seen regularly on NBC. And, almost every major deejay in the New York area was trying to arrange a Sandy Stewart visit to his show.

Sunbeam Music, which sticks closely to the ballad field and avoids rock and roll, is understandably happy at having an overnight success on its hands. A Sunbeam source told BMW that

the firm expects to ship "at least 10,000 copies" of the sheet music to jobbers and that this figure "is very conservative."

As "Coloring Book" gains momentum, other recording artists are being drawn into the act. Peggy Lee was reported planning to include the tune in her next Capitol album. There was a similar report on Kapp's Jane Morgan.

And Vince Edwards, TV's "Ben Casey," was said to be putting his scalpel aside for a Decca recording session on the tune. It was a safe bet that the tune would start showing up in nightclub appearances and radio-TV shows.

The tune's success may even cause some basic changes in TV program planning. Said a music-oriented network source: "The big TV music specials, the kind that star the Garlands and the Sinatras, have tended to play it safe with standard material. Nobody has thought much about breaking a strong new tune on a TV special, or a regular TV show, in a long time. Now, this may change, and you may see a lot more tune kick-offs on TV."

TV SPECIAL TO LOOK AT TEENERS' GROWING PAINS

BOSTON—Does teen-age music taste create a rift between younger and older generations? What does the medical profession think of such TV-popularized dance numbers as the "hully-gully"?

These and other questions are due for a serious probe on Boston's WHDH-TV December 5 in an hour-long TV special. The program, which will be produced by Howard Whitman, is titled "The Teenager's 'Growing Pains'" and is one of a series of medical specials sponsored by The Upjohn Company in co-operation with the American Academy of General Practice.

A major part of the program will deal with emotional health. One of the features planned is an

appearance by a typical rock and roll combo, with teensters dancing various successors to the twist.

Parents and their own teen-agers will also act out "socio-drama" vignettes in which parents and youngsters swap roles "to see each other's viewpoints," according to producer Whitman.

'Bye, Bye Blues' Man Dies in Oregon at 59

PORTLAND, Ore.—Bert Lown, a onetime songwriter and ork leader who switched to a broadcasting career and became Western manager of affiliated relations for CBS-TV, died here November 20, at the age of 59, while on a business trip.

Lown was the writer of "Bye, Bye Blues," "You're the One I Care For" and "Tired," among other tunes, and during the 1930's batted the ork at New York's Hotel Biltmore. Prior to joining CBS-TV in 1951, he was an executive of the Muzak Corporation. He was born in White Plains, N. Y. He is survived by his widow, Carlyn.

Rotating Radio Commercials Best Bet for Impact

NEW YORK—If an advertiser really wants to reach listeners through radio, using a minimum number of announcements to reach a maximum number of homes, the best technique is that of "systematic rotation" of spots throughout a station's schedule, and not just a high-rated program buy.

That's the basis of a new scheduling technique developed by the station representative firm of Daren F. McGavren Company here. The project was supervised by the firm's research director, Claire Horn.

Using cumulative figures from Pulse studies, she calculated that a rotating schedule of daily announcements on the average station in Los Angeles would, in the course of a week, reach two out of three homes that listen to radio. A similar schedule on XTRA, an all-news radio station across the Mexican border which reaches L. A. and which is repped by the McGavren firm, would reach 92 of every 100 homes in the station's total weekly cumulative audience.

LOVES, HONORS, OBEYS & VOTES

WASHINGTON—There's nothing like family loyalty—even when it confuses election officials.

During the recent gubernatorial and congressional elections, Mrs. Edna Beville, wife of Ross Beville, a v.-p. of WWDC, Washington, decided that her hubby would be the ideal choice for governor of Maryland.

At the poll she inquired how to cast a write-in vote. Nobody knew. Finally her vote was duly recorded. Final county tally in the election: J. Millard Tawes—41,831; Frank Small Jr.—56,981; WWDC's Ross Beville—1.

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 jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights.

- POPULAR**
- SOMETHING OLD — SOMETHING NEW—SOMETHING BLUE—SOMETHING ELSE!** — The Crickets (Liberty LRP 3272, LST 7272) "Searchin'" (Tiger, BMI) (2:56)
- GIRLS! GIRLS! GIRLS!** — Elvis Presley (RCA Victor LPM 2621, LSP 2621) "Where Do You Come From" (BMI) (2:05)

NEW FRONTIER—Kingston Trio (Capitol T 1809, ST 1809) "To Be Redeemed" (2:20)

ACAPULCO 1922 & THE LONELY BULL — Al Caiola-Ralph Marterie (United Artists UAL 3256, UAS 6256) "The Lonely Bull"

SPIRITUAL

GOSPEL TIME—Ruth Brown (Phillips PHM 200055, PHS 600055) "Will the Circle Be Broken" (Rodeheaver Hall-Mack, ASCAP) (3:20)

SACRED

TENNESSEE ERNIE FORD SINGS FROM HIS BOOK OF FAVORITE HYMNS—(Capitol T 1794, ST 1794) "Precious Memories" (2:50)

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.

Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	ALL ALONE AM I, Brenda Lee, Decca 31424	10
2	2	GINA, Johnny Mathis, Columbia 42582	11
3	7	MY OWN TRUE LOVE, Duprees, Coed 571	7
4	5	DESAFINADO, Stan Getz and Charlie Byrd, Verve 10260	10
5	3	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	12
6	11	RUMORS, Johnny Crawford, Del-Fi 4188	5
7	6	CLOSE TO CATHY, Mike Clifford, United Artists 489	12
8	4	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	10
9	10	I CAN'T HELP IT, Johnny Tillotson, Cadence 1432	6
10	8	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048	14
11	16	DEAR LONELY HEARTS, Nat King Cole, Capitol 4870	4
12	13	MAMA SANG A SONG, Stan Kenton, Capitol 4847	8
13	15	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	17
14	14	LOVERS BY NIGHT, STRANGERS BY DAY, Fleetwoods, Dolton 62	8
15	17	MAMA SANG A SONG, Walter Brennan, Liberty 55508	6
16	—	RUBY ANN, Marty Robbins, Columbia 42614	3
17	9	I WAS SUCH A FOOL, Connie Francis, MGM 13096	9
18	19	MARY ANN REGRETS, Burl Ives, Decca 31433	5
19	12	LOVE ME TENDER, Richard Chamberlain, MGM 13097	9
20	—	MY DAD, Paul Petersen, Colpix 663	3

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

- POP—5 Years Ago**
December 2, 1957
- You Send Me, S. Cooke, Keen
 - Jailhouse Rock, E. Presley, RCA Victor
 - Wake Up Little Susie, Everly Brothers, Cadence
 - Silhouettes, the Rays, Cameo
 - Raunchy, B. Justis, Phillips Int'l
 - Be-Bop Baby, R. Nelson, Imperial
 - April Love, P. Boone, Dot
 - Chances Are, J. Mathis, Columbia
 - Little Bitty Pretty One, T. Harris, Aladdin
 - My Special Angel, B. Helms, Decca
- POP—10 Years Ago**
November 29, 1952
- Why Don't You Believe Me! J. James, MGM
 - It's in the Book, Parts I & II, J. Standley, Capitol
 - Glow Worm, Mills Brothers, Decca
 - I Went to Your Wedding, P. Page, Mercury
 - You Belong to Me, J. Stafford, Columbia
 - Jambalaya, J. Stafford, Columbia
 - Because You're Mine, M. Lanza, RCA Victor
 - Takes Two to Tango, P. Bailey, Coral
 - Trying, Hilltoppers, Dot
 - Yours, V. Lynn, London
- RHYTHM & BLUES—5 Years Ago—December 2, 1957**
- You Send Me, S. Cooke, Keen
Jailhouse Rock, E. Presley, RCA Victor
Silhouettes, the Rays, Cameo
Raunchy, B. Justis, Phillips Int'l
Little Bitty Pretty One, T. Harris, Aladdin
- Wake Up Little Susie, Everly Brothers, Cadence
Rock and Roll Music, C. Berry, Chess
Raunchy, E. Freeman, Imperial
Be-Bop Baby, R. Nelson, Imperial
My Special Angel, B. Helms, Decca

VOX JOX

Continued from page 40

of near reality. CKY played, several times daily, a recording of the voices of three girls, each claiming to be the real Sadie Hawkins. One was genuine; the other two were imposters. Listeners were asked to write in their guess as to which was the real article. On November 15 the station started selecting entries at random in search of a winner. The prize: "a complete Sadie Hawkins night on the town" for the winner and his, or her, companion, according to Dave Lyman, CKY production manager.

Glittering Closed-Circuit Telecast

Continued from page 6

projected on closed-circuit television." Originating in Washington, New York, Los Angeles, Chicago, and Augusta, Ga., the program was produced for the National Cultural Center by Robert Saudek, under the title "An American Pageant of the Arts."

Launched by the President and Mrs. Kennedy in Washington, hosted by Leonard Bernstein, the program is scheduled to roam from a Danny Kaye performance with

the National Symphony Orchestra under Howard Mitchell, to Van Cliburn playing Liszt's Hungarian Rhapsody No. 12 from Chicago, followed by Tammy Grimes and Bob Newhart; thence to New York for excerpts from the dramas of Eugene O'Neill, featuring Fredric March, Florence Eldridge, Jason Robards Jr. By way of contrast, Benny Goodman was to play his clarinet out of New York.

Windup scheduled for the long talent roster is to be the linking together of all cities in an audience singalong led by Harry Belafonte. Major Republican talent shown—former President and Mrs. Dwight D. Eisenhower — visited at their viewing of the telecast in Augusta, Ga.

Philly Station to Air Country Day

PHILADELPHIA—WIBG, leading Top 40 outlet here, will shortly undertake a one-day country music spectacular, according to Program Director Johnny Mann. The station thus joins the increasing number of big outlets in urban areas tipping its hat to country music.

"It's in line with our continuing policy of having special days for special artists and types of music," Mann said. "Not too long ago, we had great success, for example, with a full day of Frank Sinatra programming."

"We plan to feature the kind of country music that has really made it, such as Marty Robbins, Jim Reeves, Patsy Cline and, of course, Ray Charles."

"Right now we are in the process of getting a flock of short spot announcements saluting country music by all kinds of artists, pop and country. We expect to have these all set up within a few weeks and it is our hope to have the country music day either just before Christmas or right after the new year," Mann said.

'Captain Kangaroo' Turns on Charm—And the TV Sets

NEW YORK — Serious-music programming can attract a blockbuster audience of youngsters—if the longhair aspects of the music are neatly sugar-coated for small-fry consumption.

This was proved fairly conclusively November 18 by WCBS-TV, flagship outlet of CBS-TV, which aired a pre-taped special telecast, "Captain Kangaroo at Carnegie Hall," in a 4-5 p.m. time slot.

According to American Research Bureau, the New York telecast reached approximately 882,000 homes and a total audience of 1,900,000 viewers, and turned in a 40.3 share of audience for the hour.

The special featured Bob Keeshan and members of the "Captain Kangaroo" TV show with a CBS Symphony under Alfredo Anto-

Pay Hikes Bring DJ's Back on Air, End Snappy Strike

CLEVELAND — That AFTRA strike at KYW and KYW-TV, reported in last week's BMW, was over almost as soon as it started. Officials of the Westinghouse-owned radio-TV outlets and members of the AFTRA local ratified a new two-year contract here November 18.

Included in the new contract package:

A \$10 per week pay hike in the first year for station talent, and an additional \$10 increase the second year.

A new termination clause including a provision requiring an additional two weeks' notice or two weeks' pay in lieu of notice at termination.

A new "program segment rate," whereby supporting performers, who appear as a part of any program, are compensated for the actual time on the air.

An increase in TV talent fees for certain live announcements, from \$5 to \$7.50.

An elimination, on KYW-TV, of the "multiple discount structure." Now, talent fees on TV will remain the same regardless of the number of programs per week.

Both stations have returned to normal broadcast schedules.

nini's direction in a program of lightweight classics by composers ranging from Khatchaturian to Gershwin.

WCBS-TV now plans "a series of full-hour children's programs . . . intended to combine the best in entertainment with exceptional cultural and educational values." The telecast was fully sponsored by the Nestle Company through McCann-Erickson.

ARMADA MEMBERSHIP APPLICATION



WHAT ARMADA IS

The American Record Merchants and Distributors Association is a trade organization dedicated to protecting and improving the status of distributors—and in a broad sense the total record industry. A strong organization is particularly needed during the present period of changing marketing patterns and complex problems.

ITS GOALS

ARMADA's aims, specifically, are as follows:

1. Establish and maintain a workable standard of practice with the manufacturer.
2. Seek a livable plan of discount between distributor, rack jobber and one stop whereby all can prosper.
3. Establish an educational and mutual assistance program to help keep the existing retail catalog dealer in business, and thereby help perpetuate this industry.
4. Work out realistic quantity allocations of merchandise from manufacturer to distributor, thus minimizing the possibility of oversupply and unrealistic sales practices at the manufacturing and distribution levels.

5. Cooperate with the Federal Trade Commission to aid the distributor by bringing about fair trade practices.
6. Appoint a committee of ARMADA's officers, directors and members, who will be available to help solve and mediate problems in a member's selling area.
7. Establish a clearing house for general idea with a bimonthly bulletin to be sent to all members.

WHO IS ELIGIBLE

Distributors are eligible for full membership with, of course, voting rights. Record manufacturers, pressing plants, suppliers, publishers, etc., are eligible as associate members. They have a voice at conventions and sessions, but no voting rights. The membership and participation of these groups is earnestly sought. All can add to the solution of problems in today's record business.

AMERICAN RECORD MERCHANTS AND DISTRIBUTORS ASSN.

663 Fifth Avenue, New York, New York

Please send me details on membership in ARMADA

Name _____

Street Address _____

City _____ State _____

Telephone _____

THE EQUIPMENT SCENE

By DAVID LACHENBRUCH

HOW HI IS FI? Uncle Sam will be in the hi-fi business soon—and this may be very important to your business. The Federal Trade Commission wants to put out a set of trade practice rules for phonograph manufacturers, distributors and retailers, and, of course, it bumped spang into the old question: What is high fidelity?

This week, at its quarterly meeting in San Francisco, the Electronic Industries Association is expected to come up with an "official" definition, at the request of FTC. The advice of more than 1,000 phonograph authorities has already been sought by EIA's definition-finding committee. The final proposed definition will be turned over to the FTC, which will then let all interested parties say their piece.

Eventually the rules will come out, and they'll be important to everyone in the phono business. The definition of hi fi will be in terms of engineering formulae—but that's not important. What is important is that it won't be a high-dome definition applicable only to super-inexpensive component equipment. It's expected to be a reasonable one which will fit most stereo consoles and quite a few portables.

The new definition will be more explicit than the old tongue-in-cheek definition of hi fi as "any phonograph that sells for over \$79.95," and its impact will be felt at all levels of the industry. Manufacturers won't be permitted to label any phonographs "hi fi" or "high fidelity" unless they can certify that it meets FTC's minimum requirements. Distributors and dealers won't be permitted to advertise a phono as hi fi unless it is labeled that way by the manufacturer—and the dealer will be guilty of "misrepresentation" if he describes an ineligible phono to a customer as "hi fi."

Once the rules go through, they'll be policed—not only by the FTC, but by Better Business Bureaus and other consumer protective groups. For the retailer, they'll be a help, too—because a prospective customer can be stepped up from a regular phonograph to a "high fidelity phonograph"—One that has been certified as meeting the requirements for hi fi. If you have any ideas on the subject of what hi fi is—or should be—drop us a line and we'll be glad to air your opinions here. And you'll have your chance later to give your views to the FTC. We'll keep you informed on when and how.

GOOD TIMES AHEAD? The Federal Reserve Board, which watches the consumer like a hawk, comes up with some good news on the phono sales outlook for next year. In a survey made last month, FRB found that 2.8 per cent of the families questioned intended to buy phonographs (or phono or radio equipment) costing \$100 or more in the next six months. Three months earlier—in July, 1962—FRB asked exactly the same question, and only 1.9 per cent of the families had plans to buy. This means that nearly 50 per cent more families are now planning to buy \$100-and-up phonos than last summer. The same question was asked a year ago and 2.1 per cent said they had plans to buy within six months. The public's TV-set-buying plans were up, too, incidentally—but not as greatly. The October 1962 figure was 4.9 per cent up from 4.5 per cent a year earlier and 4.3 per cent in July.

CHANGE IN TRANSISTOR RADIOS. The transistor radio field will be even more competitive over the holiday season and into next year, if that's possible. Japanese exports of transistor sets to U. S. ran nearly 85 per cent ahead of last year for the first nine months of 1962. Production of American-made radio is well ahead of last year too.

Most experts don't see prices of six-transistor radios coming down much further, though. They're close to rock bottom now, running as low at retail as \$12 for American-made sets and \$9.95 for imports—and there's not much profit for anybody. Among the last of the major brands to swing into price line, incidentally, is Channel Master, which last week introduced a six-transistor set for \$14.95 list, competitive with other brand-name models. This is \$3 below Channel Master's previous price leader.

Will there be a massive liquidation of six-transistor sets? Most of the industry thinks not. However, with present low mark-ups on these sets, there's a feeling that the pocket radio has now run its course—the market is relatively saturated—and this branch of the business is now leveling off. The spotlight is now shifting to special-function transistor radios, including AM-FM sets, shortwave sets, special unique-design sets.

NEXT YEAR'S PHONOS. Manufacturers are now tooling up for new lines, and initial indications are that real innovations will be few. This was the year of unique new designs—drop-down portables, room-divider hi fi, etc. Next year will see further consolidation of these trends. Drop-down portables should extend into lower priced lines. You'll also see lighter weight, no-scratch record changer arms covering more price territory. "Save your records" will be the keynote. There will be a heavy trend toward the inclusion of FM and FM stereo tuners in all consoles from medium price range upward.

MAGNAVOX AND SINGER. Too early yet to appraise real impact of Magnavox deal with Singer Sewing Machine stores. Magnavox has franchised 16 Singer stores in New York and Philadelphia to handle its complete line, marking the debut of Singer stores into musical merchandise. Magnavox insists there won't be a nationwide Singer deal, but the franchising is in line with its policy of adding outlets in locations where Magnavox feels its present share of the market is too low.

At any rate, this brings a new element into the home music field. Magnavox has slightly more than 2,000 franchised dealers. The leading categories of Magnavox dealers, according to the

(Continued on page 44)

Seek Equalized Prices for LP's

NEW YORK—The Association of Record Dealers (ARD) chapter of the national SORD group will urge all manufacturers to equalize the prices of stereo and monaural LP's. The decision was made at a meeting of the group last Tuesday (20) at the Hotel Park Sheraton here.

ARD President Mickey Gensler also noted that the group believes that original cast albums, pegged at \$5.98 and \$6.98, are out of line and should be reduced. The group also resolved to bring this point to the attention of manufacturers.

In other moves, it was decided to urge that all records, singles and LP's alike, be bagged in polyethylene sleeves. "Since this would prevent any kind of damage to the record or the cover, in the case of an album," Gensler said, "we feel it would simplify the process of making returns to distributors." The dealers also voted to urge distributors to adopt uniform policies with respect to dealers and a motion was passed to set up meetings with officials of the American Record Merchants and Distributors Association (ARMADA) to discuss various problems.

Beyond this, it was decided to elect new officers of ARD from now on, on a January to December basis. Thus, new officers will be elected at the next regular meeting of the group on the third Tuesday of January (15), also to be held at the Park Sheraton Hotel.

Magnavox Line Grows to Nine Transistor Units

FORT WAYNE, Ind.—Magnavox has added three new fully transistorized stereo phone consoles to its current line, in time to hit the peak of the Christmas selling season. The firm first introduced transistorized units in June of this year, and including the latest additions, now offers nine models employing solid state circuitry.

Model 1-ST670, an Astro-Sonic radio-phono, includes 30 watts of power, AM, FM and FM stereo tuners. The Magnasonic X30 phono, with Far Eastern contemporary styling (Model 1-SC618), also features a 30-watt amplifier and terminals for remote speakers.

Third unit is the Magnasonic X20 (Model 1-SC617) with contemporary styling and 15 watts of output. All units feature the Micro-matic record player with a 10-year diamond stylus guarantee and a five-year parts guarantee. Prices on the over-all line of transistor models run from \$198.50 to \$695.

Command Tape Sales Near All-Time Mark

NEW YORK — Command tape sales during the period October 15 to November 15 were up 47 per cent over the previous four weeks, according to Loren Becker, sales manager.

Increase indicates a record year for Command tape sales, according to Becker. The sales chief said that December and January shape up as banner months, and he noted that both classical and pop tapes of items in the Command line are selling equally well.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A 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% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$201 and \$300

POSITION			BRAND	% OF TOTAL POINTS
This Issue	9/1/62 Issue	6/2/62 Issue		
1	1	1	Magnavox	48.1
2	3	2	Motorola	12.8
3	—	4	Zenith	9.0
4	6	5	Voice of Music (V-M)	5.4
5	2	7	RCA Victor	5.1
			Others	19.6

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.

9/1/62 Issue: Curtis-Mathes (4); Emerson (4); Philco (7).

6/2/62 Issue: Curtis-Mathes (3); Webcor (6); Stromberg-Carlson (7).

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.

AUDIO FIDELITY-DAUNTLESS—Expires November 30, 1962. Started November 12, 1962. Label is offering a 15 per cent discount on all new releases plus entire catalogs of both labels.

ATLANTIC-ATCO—Expires November 30, 1962. Started November 1, 1962. Label is offering a 15 per cent merchandise discount on album catalog and new releases.

CAPITOL-ANGEL—Expires November 30, 1962. Started October 15, 1962. One-for-two LP plan covering Angel's entire opera catalog, and a 1-for-2 offer of Capitol's complete Hollywood Bowl Symphony Catalog.

DOT—Expires November 30, 1962. Started November 1, 1962. Label is offering 10 per cent cash discount on entire Lawrence Welk catalog.

KANDY—Expires November 30, 1962. Started November 1, 1962. Label is offering a seven-for-the-price-of-six deal on its complete catalog of singles and albums.

KING—Expires November 30, 1962. Started November 1, 1962. Label is offering a 12½ per cent cash discount off of the invoice on each LP purchased, with a minimum requirement of 10 LP's from the combined King-Bethlehem-Audio Lab catalogs.

REQUEST—Expires December 1, 1962. Buy 10, get two free on LP releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

COLPIX—Expires December 6, 1962. Started September 10, 1962. Label is offering 15 LP's free on every 100 purchased. Plan is on new releases.

CADENCE—Expires December 10, 1962. Starts November 5, 1962. Sales plan is four free albums on a minimum order of 25. Program covers complete LP catalog and four new releases.

EPIC—Expires December 10, 1962. Started November 5, 1962. Label is offering a 15 per cent discount on distributor purchases of their seven new album releases, five new tape releases and 16 specially selected albums from the label's catalog.

CAPITOL-ANGEL—Expires December 15, 1962. Started October 1, 1962. A 12½ per cent discount is being extended on 41 Capitol and Angel Christmas albums. See separate story, page 5, October 13 issue, for details.

LIBERTY—Expires December 15, 1962. Started November 1, 1962. A 15 per cent cash discount is offered on November album releases.

LIBERTY—Expires December 24, 1962. Started October 1, 1962. Label is offering dealers a 15 per cent discount on Chipmunk product, new and catalog. See separate story, October 13 issue, for details.

RIVERSIDE—Expires December 24, 1962. Started November 21, 1962. Under a Christmas stocking plan, dealers can buy all items in the Riverside, Jazzland, Wonderland, Washington Offbeat, Battle, Montilla and Toreador catalogs at two free for every 10 purchased.

COLPIX—Expires December 31, 1962. Started November 12, 1962. Label is offering 20 free sets with every 100 purchased to distributors on 13 kiddie albums.

COLUMBIA—Expires December 31, 1962. Started November 15, 1962. Label is offering an extra 10 per cent discount on 15 of the Mitch Miller Sing Along albums.

PRESTIGE—Expires December 31, 1962. Started November 19, 1962. Label is offering a 15 per cent discount on all albums by Gene Ammons, Shirley Scott, Miles Davis, Eddie (Lockjaw) Davis and John Coltrane.

STARDAY—Extended through December 31, 1962. Started November 1, 1962. Label is offering a Christmas stocking plan of one LP free for every five purchased.

Nortronics Plan May Ease Headache Of Replacing Worn-Out Tape Heads

MINNEAPOLIS—A continuing service problem for dealers in the tape field, that of handling replacement of worn tape heads, is several steps closer to a long-term solution, thanks to a new plan inaugurated by the Nortronics Company here.

Nortronics is an original equipment manufacturer supplying heads to firms which accounts for close to 75 per cent of total tape recorder sales. The Nortronics program now makes it possible to replace tape heads on more than 250 separate tape recorder models, with more replacement units scheduled to be added shortly.

In each case, replacement heads have been accurately matched,

Admiral Kicks Off Holiday Program

CHICAGO — The Admiral Corporation has kicked off a special Christmas holiday merchandising program, incorporating a flashing window display, a gift-wrap package to be used as a traffic builder and Christmas cards to be used by dealers as holiday mailing pieces.

The window display has a 30 by 40-inch Christmas card centerpiece that can be personalized by the dealer with a marking pen. Window banners and die-cut product cards are also a part of the package.

The gift-wrap unit has 40 sheets of wrapping paper, 110 tags, folders, cards and seals and a 1,000-inch roll of tape. The gift-wrap package has a \$3.05 value which is available to dealers at 99 cents.

electrically and mechanically, to specific models of tape heads. Exclusive "quik-kit" mountings simplify installation of heads and cut labor time to a minimum. Each kit contains detailed drawings and instructions.

The new plan, according to Nortronics' Thor Johnson, sales chief, provides increased stock flexibility for dealers, enabling them to operate with a minimum inventory of heads for many different recorder models. Johnson said the plan has received an excellent initial response. A national advertising drive is now under way, with sales ammunition also being made available to dealers.

Nortronics believes that tape head replacement opens up a substantial new market that has never before been properly tapped. Dealers and distributors should reap considerable new benefits and happier customers as a result of the program, the firm believes.

Design Offers Disk Protection

CHICAGO — A further refinement in cartridge design, with the purpose of protecting records and stylus tip, has been announced by Shure Brothers. The company is now offering a retractable, "no scratch" cartridge assembly, for use with Garrard turntables.

The Shure "Gard-a-Matic" cartridge assembly is designed to track at 2 to 2½ grams of pressure. When pressure on the arms equals 3 grams or more, the cartridge automatically retracts into the head. Excessive pressure on the arm re-

UHF Stations In Bay Area To Ride Music

OAKLAND, Calif.—Music, both live and video tape, would play "an important part" of two proposed ultra high frequency television stations in California recently approved by the Federal Communications Commission.

Kaiser Industries of Oakland has received FCC permission to build and operate one station each in Northern and Southern California. One would broadcast on channel 44 from studios in San Francisco, and the other on channel 52 from studios in Corona, near Los Angeles. Approximately a quarter of a million dollars will be invested in the construction of each of the stations.

Richard Block, manager of the broadcasting division for Kaiser, with present offices at the Kaiser Center, indicates that "no target date" has been established for the commencement of either station. In an interview with *BMW* he would not state even if the two stations would be on the air during 1963.

1st in Years

These would be the first UHF stations to operate in California in some time. KSAN-TV, which went off the air in 1958, remains inactive but the rights to its channel 32 are still held by the Norwood Patterson interests, owners of radio Station KSAN.

According to Block, the pro-

sults in a small, plastic, non-scratching "lip" on the cartridge head making contact with the record. The system also prevents record damage in the event of the tone arm being dropped or dragged across the record surface.

posed programming would include live music, video tape playing "an ever more important role," including such features as taped sessions of record-making dates. Also being considered is bringing to San Francisco a regular tape of "Lucky's Luau," a Hawaiian live music feature seen or heard on Kaiser's mid-Pacific stations, KHVH-TV and KHVH.

Block was vice-president and general manager of the two stations from 1958 until 1961, and

was succeeded last year in that capacity by John Serrao.

Kaiser has also requested FCC permission to purchase the three-year-old former Heritage FM music Station KBAY, in San Francisco.

The proposed purchase price is "approximately \$75,000." Pete Taylor, who has been both with Kaiser in Hawaii and with KPEN-FM in San Francisco, would become program chairman. The FM station would present various kinds of music programs.

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RSI has a weekly pop singles subscription service, based on Billboard Music Week's Spotlight Reviews and Hot 100 Chart. It also has weekly Easy Listening and Country & Western singles packages, not to mention monthly album packages in the Popular, Classical and Jazz categories.

RSI also has a catalog Album Service to help new stations build their libraries, to help established stations fill gaps in theirs. Catalog Services include Easy Listening, Original Cast, Classics & Light Classics and "Golden Hits" album packages.

Complete details will be sent to you immediately. Just write "Send details" on your business card or station letterhead and send to:

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BILLBOARD MUSIC WEEK

1564 BROADWAY, NEW YORK 36, N. Y. PLAZA 7-2800

THE EQUIPMENT SCENE

Continued from page 42

company, are "department stores and appliance stores, followed closely by music stores."

MISCELLANY. Is it legal to put brand-name components into a piece of furniture, and then sell the whole outfit under the brand name of the components? In New York, Pilot Radio filed suit against Liberty Music Shops, charging misleading advertising of a furniture console as a Pilot instrument, when the cabinet itself wasn't a Pilot product. The case was settled when Liberty agreed to an injunction against using the name "Pilot" to apply to the whole console. No damages were awarded. . . . Dealer response to the new Magnavox Astro-Sonic all-transistor phonographs was so great, according to the company, that it's adding three more transistorized stereo consoles at \$198.50, \$298.50 and \$495. . . . Sonic Electronics, phonograph manufacturer, has been authorized to continue operation under a Chapter XI bankruptcy petition. . . . Arvin reports its phono sales 50 per cent higher than last year, radio sales up 30 per cent, for the year to date.

*believability
is built into
Billboard
Music Week*

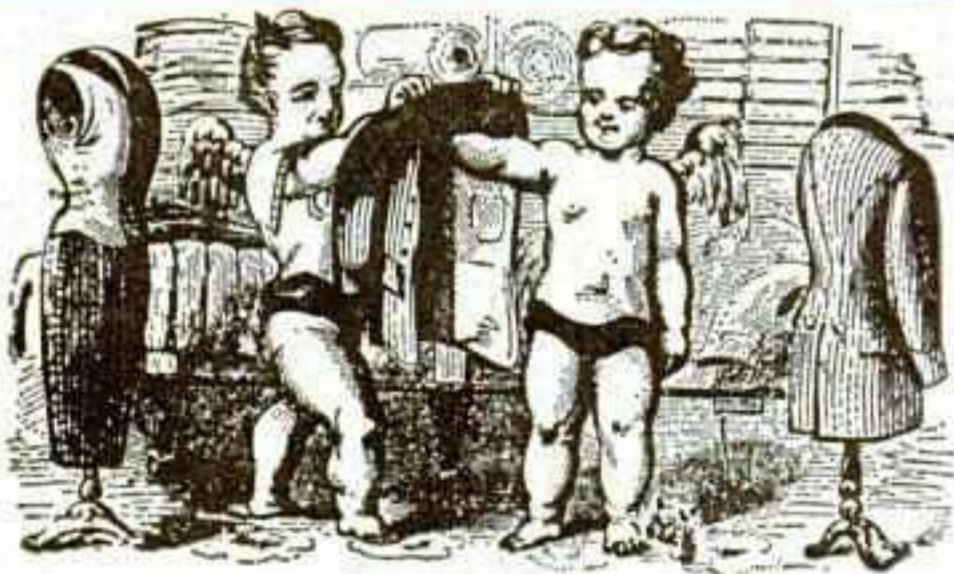
People believe what they read in Billboard Music Week. They may not know that we have more people researching and writing and reviewing than any of the other publications. It's not really important . . . to them.

What is important is what appears in print. And what is printed in this issue this week or any week is all part of a plan to help readers. This is important to us.

We help our readers because they tell us so. We print more helpful information, more news, more facts, more profit-making and programming services. And we are always adding more exciting, helpful features and services.

That's why more people buy Billboard Music Week. They know they get more help. When readers are helped, so are advertisers. That's why more advertisers use Billboard Music Week . . . this week and every week. They know more people see their message in Billboard Music Week. They know that people believe what they see and read in Billboard Music Week. That's believability.

Plans for more services, more features, more help for readers are being made now. These changes will be apparent in the months ahead. We invite you to watch for them and, as always, to comment.



**NEW COLUMNISTS AND
CORRESPONDENTS
in the NEW LOOK of
BILLBOARD MUSIC WEEK**
Coming
JANUARY 5

S. F. GETS TASTE OF DAILY JAZZ

SAN FRANCISCO — A daily live jazz program is a new feature on radio Station KCBS, Columbia's outlet in the San Francisco Bay Area.

The Chris Ibanez Trio has joined the pre-noon Dave McElhatton show to offer the only live program of its type on a radio station in Northern California. The program, from 11:40 until noon, Monday through Friday, will feature easy, relaxed music of the type played by Ibanez at the Executive Suite, San Francisco night spot.

"Free and Easy" will also act as a kind of "swinging swap shop" and will provide listeners with a clearing house for items they'd like to trade or give away. McElhatton is a leading deejay on the San Francisco station.

Writer-producer for the new show is Walt Kraemer, who recently joined the KCBS program department staff. He has been in charge of creative radio production at Guild Bascom Bonfigli, San Francisco advertising agency.

Decca in Big Promotional Holiday Push

NEW YORK — Decca Records has marshaled special promotion behind its Christmas music. The label has taken Christmas material for singles release from a Burl Ives album, and has set up two special pre-packs of seasonal best sellers for radio use.

The Ives disk is from the album "Christmas Eve With Burl Ives." One side of the single features Ives singing "The Twelve Days of Christmas" while the other is a unique Indian-flavored version of the Christmas story called "The Indian Christmas Carol." Latter was written by a Jesuit priest who translated the story of Christmas into Indian imagery for his Huron parishioners.

The two pre-packs are already on their way to radio stations. One features holiday programming from the label's pop Christmas catalog; Bing Crosby's "White Christmas," Brenda Lee's "Rockin' Round the Christmas Tree," and other top titles are included in this package. The other pre-pack features country Christmas material with such items as Red Foley's "Rudolph the Red-Nosed Reindeer," and the new Kitty Wells single "Christmas Ain't Like Christmas Anymore."

SESAC to Step Up Country Music Action

NEW YORK—Negotiations have been carried on both here and in Nashville recently, which are expected to lead to increased activity by SESAC on the country music scene, according to George Jellinek, SESAC exec.

A series of new recording projects with Nashville artists, designed to expand the country wing of SESAC Recordings, is now under way, with the first such project, by the Anita Kerr Singers, already completed.

A new disk in the SESAC country "Drummers" programming and sales aids series, featuring Bill Anderson, is also completed. Other sessions upcoming involve Roy Drusky, Darrell McCall, the Jordanaires and Leon McAuliff's band.

Artists whose new transcriptions have been announced for the coming months include Sy Oliver, Bill Snyder, Warren Covington and Billy Taylor.

NEW DEALER PRODUCTS

New Dynavox Stereo Portable



Dynavox is marketing a new portable stereo phono which has been dubbed the hide-a-way. Model number is 629 and the set contains a VM changer and two six-inch speakers. Each is housed in a wing which can be extended to 14 feet. The case permits the unit to fold out of the lid and the matching wings are located at the sides of the main unit. Suggested list price is \$99.95.

Browser Box Holds 75 LP's

Leslie Creations has a new browser box that holds up to 75 LP's. The unit gives a full view of albums and is made of re-inforced fiber board covered in brown leathertex. A grooved, rubber liner keeps the LP's from sliding and holds them upright. Suede bottom keeps it from scratching furniture. Suggested list price of the unit is \$4.95 and Leslie Creations is located in Lafayette Hill, Pa.



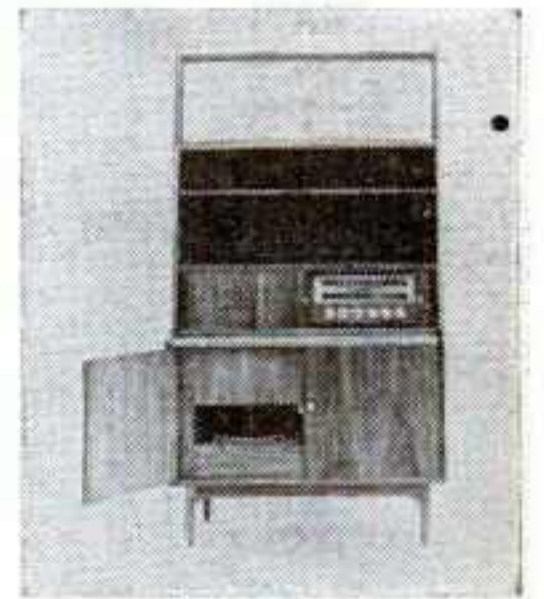
Baker's Dozen in Speakers



Dealers handling Dynamic Personalized Speakers, made by Wright Zimmerman, Inc., New Brighton, Minn., have been offered a free speaker and display along with an order of 12. The firm is pushing the units as being highly compact speakers for individual listening in connection with radio, TV, phono or tape outfits. They are also being recommended as gifts for the hard of hearing.

Entertainment From a Secretary

Motorola has introduced a number of new units in its designer and decorator series. This one is in the furniture line and is crafted in the shape of a secretary. The unit contains phono AM-FM radio and FM stereo. The unit has one 12-inch speaker, two 8-inch speakers and two and three-inch speakers. Nineteen-inch TV is available at optional cost. The suggested price lists at \$904.



Cocktail Table No Square

Another in the new line of Motorola furniture cabinets shapes for phono and radio combination is this hexagonal cocktail table. The set is mahogany with walnut burl center and the panel slides out to accommodate stereo and radio. Speakers are placed within the set and sound is projected through the sides of the table. There are two 10-inch, two 8-inch and two 3½-inch speakers in the set. Suggested list price is \$822.



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HOT R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/1	Weeks on Chart
1	1	BIG GIRLS DON'T CRY 5 Four Seasons, Vee Jay 465		
2	9	RELEASE ME 4 "Little Esther" Phillips, Lenox 5555		
3	3	SOMEBODY HAVE MERCY 8 Sam Cooke, RCA Victor 8088		
4	19	DON'T HANG UP 4 Orlons, Cameo 231		
5	15	RETURN TO SENDER 4 Elvis Presley, RCA Victor 8100		
6	7	STORMY MONDAY 10 Bobby Bland, Duke 355		
7	8	HE'S A REBEL 8 Crystals, Philles 106		
8	4	DO YOU LOVE ME 15 Contours, Gordy 7005		
9	6	I'VE GOT A WOMAN 6 Jimmy McGriff, Sue 770		
10	2	NOTHING CAN CHANGE THIS LOVE 7 Sam Cooke, RCA Victor 8088		
11	10	STUBBORN KIND OF FELLOW 9 Marvin Gaye, Tamla 54068		
12	24	KEEP YOUR HANDS OFF MY BABY 2 Little Eva, Dimension 1003		
13	14	LIMBO ROCK 3 Chubby Checker, Parkway 849		
14	29	MY MAN—HE'S A LOVIN' MAN 2 Betty Lavett, Atlantic 2160		
15	12	LIE TO ME 13 Brook Benton, Mercury 72024		
16	22	ONLY LOVE CAN BREAK A HEART 2 Gene Pitney, Musicor 1022		
17	13	NEXT DOOR TO THE BLUES 6 Etta James, Argo 5424		
18	—	RIDE! 1 Dee Dee Sharp, Cameo 230		
19	21	NEXT DOOR TO AN ANGEL 5 Neil Sedaka, RCA Victor 8086		
20	5	GREEN ONIONS 15 Booker T & the MG's, Stax 127		
21	23	MONSTER MASH 9 Bobby (Boris) Pickett & the Crypt Kickers, Garpax 44167		
22	—	UP ON THE ROOF 1 Drifters, Atlantic 2162		
23	16	ANNA (Go To Him) 6 Arthur Alexander, Dot 16387		
24	20	UNTIE ME 7 Tams, Arlen 711		
25	17	POPEYE (The Hitchhiker) 8 Chubby Checker, Parkway 849		
26	—	CHAINS 1 Cookies, Dimension 1002		
27	25	YOU THREW A LUCKY PUNCH 2 Gene Chandler, Vee Jay 468		
28	11	I'LL BRING IT HOME TO YOU 5 Carla Thomas, Atlantic 2163		
29	30	POP POP POP-PIE 3 Sherrys, Guyden 2068		
30	26	SOMEDAY, SOMEWAY 12 Marvelettes, Tamla 54065		

Audio-Fidelity Forms New Label

NEW YORK — Audio Fidelity has kicked off a new subsidiary, Dauntless Records, and is offering two new LP releases on the label along with all new and catalog A-F product on a 15 per cent discount as Part II of the firm's fall sales program.

In addition to the new Dauntless product, there are five new A-F releases, one of which will be a special, music box Christmas LP, to be sold at the low price of \$2.98.

The package will be merchandised in a self-contained counter display, pre-pak carton and will be advertised to consumers at the special price.

L. P. Sales Offering 2-for-10 for Holiday

NEW YORK—The L. P. Sales Corporation, which handles sales to distributors of Riverside and associated labels, has launched a special Christmas stocking sales program for eight Riverside labels. Plan covers Riverside, Jazzland Wonderland, Washington, Battle, Offbeat, Montilla and Toreador. Plan, which runs to December 24, allows dealers to obtain two LP's free for every 10 purchased. L. P. Sales is also offering incentive to distributors as well as deferred billing. Key new album included under the deal is the Charlie Byrd album "Bossa Nova Pelos Passaros."

Diners' Club Puts Out Disk for Travelers

NEW YORK—The Diners' Club has released a set of record albums to teach travelers the basics of French, Spanish and Italian. The LP's come with a 200-page, self-instruction manual, with a guide to pronunciation, a number of everyday "situation" dialogs, lists of phrases and expressions and basic vocabulary with phonetic transcriptions. The album-book set sells for \$7.95 per set and includes a complete dining-out dictionary.

Cy Leslie Honored

NEW YORK—The Joint Defense Appeal, an arm of the Anti-Defamation League, presented its Human Relations Award to Cy Leslie, president of Pickwick International, at a testimonial breakfast in Leslie's honor in Hempstead, N. Y., last week. Leslie, who has been associated with B'nai Brith, has been active for 15 years in Long Island Boy Scout activities and in other charitable and fraternal work.

LATE SPOTLIGHTS

Pop

THE FOUR SEASONS



SANTA CLAUS IS COMING TO TOWN (Feist, ASCAP) (1:45)—The boys have clicked for two out of two so far and here's a wild one that should keep things going for them. The tune gets a frantic, rock reading, a little different than any other in the past and it's bound to grab much play. Could be the big this season. Flip is "Christmas Tears" (Saturday, ASCAP) (2:43). **Vee Jay 478**

RICK NELSON



IT'S UP TO YOU (4-Star, BMI) (2:30)—**I NEED YOU** (Hilliard, BMI) (2:25)—Nelson, the long-time hit-maker, has another solid coupling. Both sides are ballads with the first much in the groove of some of his previous hits. Flip has a slightly slower rhythm, but it's also effective. Could go either way. **Imperial 5901**

ETTA JAMES



WOULD IT MAKE ANY DIFFERENCE TO YOU (Pamper, BMI) (2:35)—**HOW DO YOU TALK TO AN ANGEL?** (Chappell, ASCAP) (2:36)—The gal has a mighty powerful pairing here. First up is a strong country ballad by one of the newer Nashville writers and the material and performance are tops. Flip is an oldie done with equal effect. Watch both. **Argo 5430**

THE CONTOURS



YOU BETTER GET IN LINE (Jobete, BMI) (2:47)—**SHAKE SHERRY** (Jobete, BMI) (2:39)—The boys are big right now with "Do You Love Me," and the first side here is fashioned much along those lines. A well done effort, as is the flip, another strong rhythm reading with a lot of shouting going on. Both can go. **Gordy 7012**

THE TAMS



DEEP INSIDE ME (Lowery, BMI) (2:14)—The boys have been successful with their hit, "Untie Me," and here's one that can sustain them neatly. It's a classy ballad with strong accompaniment and a lead that really sells. Could be a repeated. Flip is "If You're So Smart" (Low-Ab, BMI) (2:11). **Arlan 717**

THE ROOFTOP SINGERS



WALK RIGHT IN (Ryerson, BMI) (2:32)—Erik Darling, of Weavers fame, has formed this new group and their first out could be a winner. It's a catchy medium tempo ditty, with smart guitar and rhythm backing. A stylish effort and it could catch on. Flip is "Cool Water" (American-Valley, BMI) (2:50). **Vanguard 35017**

BUDDY GRECO



STRANGER (Cedarwood, BMI) (2:26)—Greco has enjoyed some recent success with singles and this could be his strongest yet. He comes through fine on a solid piece of country-based material and the side has a definite chance. Flip is "Just Walk Away" (Harriet, ASCAP) (2:16). **Epic 9563**

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"Take All of My Life"
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PART II
ROOSEVELT FOUNTAIN
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Say You Saw It in Billboard Music Week

MUSIC AS WRITTEN

THIS IS THE ARMY, JOE DOWELL . . .

Joe Dowell's six-month Army tour of duty will not interrupt his recording career. In Chicago, Charlie Fach, Smash vice-president, said that plans are being made to record Dowell in Nashville whenever he gets weekend passes. The artist is currently taking basic training at Fort Jackson, S. C., and will be based in Nashville with the Tennessee National Guard when his tour of active duty is terminated.

FIRE ISLAND, I LOVE YOU . . .

Lee Morris has penned a tune about Fire Island, the paradise off the south shore of Long Island, N. Y., which he calls the "definitive Fire Island Song." It has been recorded by the Anderson Trio (which actually is Bernie Knee triple-tracked) on the Diamond label. (Sonny Schuyler made the master for Southern Music and Diamond picked it up.) Diamond execs claim it is getting action in Boston, Hartford, Pittsburgh and Philadelphia. Morris, a history teacher from Boston who is also an active songwriter, has taken a year's sabbatical from his classroom duties to work on songs with Dolores Fuller, Sid Feller and Clint Ballard Jr. for the next Elvis Presley picture. He told us all of the above on a quick trip to the BMW offices in New York.

New York

Bud Dolinger and wife Donna have returned from their West Coast wedding and honeymoon and are living permanently here in Dolinger's apartment in town. . . . Nola Jaye, office manager of Ad Lib and Lenox Records, married Jerry Rosenfeld November 18. . . . Art Mooney has recorded his first sides for the Riverside label, his new affiliation. First single contains a bossa nova treatment of "Sugarloaf" and "St. Louis Blues." . . . Speaking of the bossa nova, Paul Winter, Columbia artist and bossa Brazilian retriever, blew at a special White House concert. . . . Three hotels in the city are vying for dates by Errol Garner. . . . "Lover's Strike" performers are a group called Ed-Viv-Chris and the disk appears on the Aris label.

An album titled "Rumors" is being brought out by Del-Fi as follow-up to Johnny Crawford's hit. . . . Gary Cross is new musical director for Mike Clifford's hit. . . . The Limelights have leased a private plane which carries them from date to date.

Smokey Warren now with Flamingo Records. . . . Comic George Kaye joined Barbara Streisand and Nat Wright on the bill at Bon Soir. . . . Rose Murphy and Slam Stewart held over at Room at the Bottom. . . . Elbee Records has been formed here by New York businessman Lee Radisher. Lee Ross and the Dynamos are first artists signed. . . . Jay-Gee Records has acquired the distribution of "Red Pepper #2" by Roosevelt Franklin and Pens of Rhythm on the Prince Adams label.

Correct number of the new King recording by Hawkshaw Hawkins, "Let Them Talk" and "Bad News Travels Fast" is King 5695. . . . The RCA Victor recording of "The Place Where I Worship," featuring Lorne Greene, is published by Larry Spier Music, ASCAP, not ABC.

JACK MAHER

Hollywood

Capitol Records is rushing into release single of Peggy Lee's "I'm a Woman," her current show-stopper at New York's Basin Street East. It was penned by Jerry Leiber and Mike Stoller. It is backed with "Big Bad Bill (Is Sweet William Now)," from her "Sugar 'n' Spice" LP. Benny Carter accompanies both sides. . . . Columbia Pictures will distribute an eight-minute promotional trailer titled, "The Ann-Margret Story." It will be shown in theaters prior to the studio's release of "Bye-Bye Birdie," which stars the songstress-actress and is aimed at boosting the box-office "Birdie" production. . . . Skylark Records will contribute proceeds of "My Bar Mitzvah" b-w "My Bar Mitzvah Day" to the Damon Runyon Cancer Fund. Trumpeter Ziggy Elman is featured on both sides. . . . George Stoll starts a four-day recording session of the background score to Metro's "The Courtship of Eddie's Father" on Tuesday (4) at the studio. The romantic comedy score runs for more than an hour.

Voyle Gilmore, Capitol Records executive producer in charge of singles operations, ordered Wanda Jackson's single, "Whirlpool" b-w "One Teardrop at a Time," rushed into immediate release. Reason: Gilmore wants it launched into sales orbit before the Yuletide rush starts.

Buckeye Distributing's Russ Regan was elected president of the newly formed Record Promotion Men and Women's Club of Los Angeles. Other officers include Hart Distributing's George Sherlock as vice-president; Pamela Burns (independent) as secretary-treasurer, and Record Merchandising's Sonny Bono as sergeant at arms. Group plans monthly meetings.

Keely Smith intends to form her own disk production firm to be known as Keely Records, which in turn will set distribution arrangements with a major label. Her pact with Dot has expired, and may be renewed under the distribution arrangement, according to Barbara Bell, the singer's manager.

Joe Csida, former Eastern operations vice-president for Capitol Records, was here last week to set up Coast representation for his Trinity Music publishing and talent handling firms. . . . Hank Levine will arrange a series of Frankie Carle LP's for RCA Victor featuring the top tunes of the past, with albums tagged "The Roaring Twenties," "Thundering Thirties" and "Fabulous Forties." Composer-arranger also was set to pen

an original title tune for 20th Fox Records' LP, "Young Guns of Texas," to be linked with the Fox Studio's January film release.
LEE ZHITO

Chicago

Our condolences to Gene Taylor, WLS program director, on the death of his father. Taylor was out of town last week making the appropriate arrangements. Jim Dunbar stepped in for Gene in the p.d. slot. . . . Taylor's absence was just one of a series of unfortunate happenings that caused the postponement of the big basketball game between the city's record people and deejays. Other bad news included Art Roberts being out because of a sick baby, and Mike Rapchak out because of his wife's illness. The game is being rescheduled for next January, according to Mercury's Ben Wood, who made all arrangements. . . . Bob Kahn joins Music Distributors as a salesman. . . . Elliot Greenberg, regional promotion manager for Columbia, will receive a promotion himself. He'll report directly to Bob Thompson in New York. He'll also be scouting for new talent. . . . Music Box's Jim O'Dwyer is in Little Company of Mary's Hospital, following an ulcer attack last week. . . . Singer's Fred Sipiora is off this week for a week-long rest in Bermuda.

Fred Sipiora is picking up recruits for his New Year Ski party to Iron Mountain. He's already got some 30 people. Latest to sign up are Mercury's Midwest promotion mahoff Ben Wood, Playboy's bunny-honey Judy Horberg, and this reporter. Ben and his wife Eleanor, incidentally, celebrated the birth of their second child last week. He's Andrew Howard Wood. His older sister is named Holly. Get it? "Holly-Wood." . . . Also a new daughter for Marvin Wolfberg, controller of Mercury Record Corporation. . . . Ewart Abner was awarded a citation by the Chicago Cosmopolitan Chamber of Commerce for "outstanding contribution to the record industry in 1962." "Ab" also had a couple of anniversaries last week. It was his sixth wedding anniversary, November 9, and it was a one-year anniversary for his taking over the Sutherland Lounge with veteran Chicago impresario Art Sheridan. . . . "Little Al" Temaner has added a hot dog emporium to his many activities. He's got a novel pricing policy. The first dog is 30 cents. Second is 35 cents. Al claims "if they like the first one enough to order another, it ought to be worth a nickel more." He's selling them too. . . . Things are going so great at Vee Jay that Barbara Gardner bought herself an early Christmas present. It's a new, white convertible. (We should have a holiday like that.)
NICK BIRO

Cincinnati

Following the national trend, Vaugh Meader's "The First Family" on Cadence is kicking up the biggest excitement ever chalked by an album in these parts. Ed Bonner, WKRC jock who broke the Meader deck in the area, reported listener action fantastic, with each broadcast of excerpts from the album bringing an avalanche of phone calls and mail, with the good guys outnumbering the bad guys around 10 to 1. On Monday (19), Bonner phoned JFK's press chief, Pierre Salinger, to get his and the President's reaction to the Meader take-off. Bonner planned to broadcast the taped interview later in the week, following clearance by WKRC attorneys. Is Nathan, head of Hit Recording Distributing here, reported moving 500 of the albums in three days, and by Wednesday (21) reported sales in excess of 3,000 with a similar number on back order. Major record outlets in town were out of the album by Wednesday (21) but hoped to have a new supply by weekend.

Sheldon Tirk, regional manager for Philips Records, covering 15 States out of Cleveland, in town for a huddle with Ike Klayman, of A.&I. Distributing, and to pitch Teresa Brewer's new disk, "Ballad of Lovers' Hill," to local deejays. . . . Hal Mills has joined A.&I. to handle Philips promotion in the territory. . . . Bobby Bare, now on the RCA Victor label, has purchased all Bare masters from Harry Carlson of Fraternity Records, for which Bobby formerly waxed. . . . A new label, OHMY Records, headed by Carl Edmonton Jr., made its bow here last week with a release by Eddie Carl and the Emblems, "Little Willie Wampum" b.w. "Every Little Dream Comes True."
BILL SACHS

Philadelphia

Chips Distributing Company, Inc., expands its local promotional staff with the addition of free-lancer Ed Cotlar, who joins Don Wright and Harry Abrams. Al Rosenthal, Chips general manager, said Cotlar has been assigned to handle promotion for Cameo and Parkway Records exclusively. Distributing house also handles VeeJay, Philips, Swan, Motown, Era, Beltone, Congress, Ace, Monogram, Sar and Vista labels.

Peter Freeman, joined by Anna and Maimie Freeman, create a Flash Records label to add to the local waxworks. . . . Columbia Records Distributor moving to new and larger quarters in the Olney section of the city at Chew Street and Rising Sun Avenue. Branch sales manager Edward J. Masterson is counting on being ready for business at the new location by December 3. . . . Harold E. Robinson registered five different record label names for his Newtime Records, Inc., including New-Art Records, Newtown Records, Sweet Taffy Records, New-Hit Records and Sunnybrook Records.
MAURIE H. ORODENKER

Memphis

Jack Drees, well known sportscaster and owner of radio stations WTUF at Mobile, Ala., and WNVY at Pensacola, Fla., recently staged a record promotion among high schools and gave a dance for winning schools in each city. He brought in Ace Cannon and his Combo to play for the teeners. . . . Jerry Lee Lewis of Memphis, Sun Record artist, is now managed by Don Seat of New York. Lewis had been managed by Ray Brown, National Artists Attractions, Memphis. . . . Another Memphis artist, pianist-singer Charlie Rich has a new single, "Finally Found Out," on Philips International.
ELTON WHISENHUNT

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 Say You Saw It in
Billboard Music Week

Stripling Label Philips Makes Big Boy Noises

CHICAGO — After almost a year of operation, Philips Records, youngest sister label of Smash and Mercury, has come up with its first chart album. LP spotlights the English folk group, the Springfields, whose album, "Silver Threads and Golden Needles," containing their single pop hit, hit the BMW charts in late October. The event signaled the breaking of many barriers.

For the label's sales manager Lou Simon and national promotion manager Morris Diamond, it marked their first breakthrough in the album category, the end of a long series of frustrations, and the beginning of Philips hitting its stride as a full-line producer of singles and LP's.

Philips now expects to finish its first year's operation with a net in excess of \$1,000,000. If the current pace of expansion continues, the figure should double by the end of 1963.

A Case History

How the label got where it is,

Bossas Out for 99 Cents

NEW YORK—Ambassador Records, with its 99-cent Diplomat and Guest Star labels, is keeping up with the current trends. Firm is issuing a bossa nova set and a limbo set this week on the 99-cent labels, and is also releasing an album of music from "Mutiny on the Bounty" at the budget price. Ambassador also issues the Peter Pan kiddie line, which lists at \$1.98.

what problems it encountered along the way—and how it solved them—makes an interesting case history in record company operations.

Philips has put out some 60 singles, nine of which have hit the charts or the "Bubbling Under" category for a 15 per cent "chart success" average. Two of the chart items have come from Ruth Brown and two from the Springfields.

In the album category, Philips has put out 55 items. Its first chart item was the Springfields' "Silver Threads" LP. Again, though, Philips feels it has a momentum factor going and the label is now getting strong reaction on two other items: "Dizzy on the French Riviera," Dizzy Gillespie, and "Rendezvous in Paris," Michelle LeGrand.

Simon feels Philips has finally "broken through" and has picked up three important things: dealer acceptance, consumer awareness and enough of a roster to get attention from the record buying public.

Philips has added good names, and sales are starting to reflect this. Biggest successes to date have been Ruth Brown, Dizzy Gillespie, Michelle LeGrand and Robert Farnon. More recently the label has had excellent success with the English folk-singing Springfields, and its latest big-name acquisition, Teresa Brewer, came out with a single last week and has an album following shortly.

New Names

"We're starting to develop
 (Continued on page 48)



THE KEY IS VERSATILITY

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← List \$4.95

With each LP, this 28-page booklet cross indexing all printed names with the band and number of the spoken pronunciation on the LP.

For trade prices contact:
 Miss Caroline Collett, General Manager
RECORD SOURCE INTERNATIONAL
 1564 Broadway, New York 36, N. Y.

BILLBOARD MUSIC WEEK



Stripling Label Philips Makes Noise

Continued from page 47

some new names," Simon said. "Some of the most promising of these have been Jan Fields, Ronnie Savoy and Darrell McCall." Coupled with Philips' initial talent problems was its developing an effective distributor network. Simon had lined up some of the country's largest distrib-

utors in what looked like an excellent move. Many had been exclusive RCA Victor outlets—big names with big staffs—and this represented their first outside label effort. In some cases, however, the giant outfits were not equipped

for the aggressive promotion and sales effort that a new label needed. "If we had had a strong talent roster, it probably wouldn't have mattered. But our guys not only had to sell new talent but a new label—and the job required some hustling sales activity that many were not used to," Simon said. Philips now has 31 distributors. Only 11 of these also carry Mercury, giving Philips a completely independent marketing hook-up.

Philips is also starting to swing with a series of deejay promotion, in-store display programs, contests, browser boxes and other marketing aids. Typical of its promotional activities is its current sports car contest. Customers can win any one of five sports cars by completing the last line of a jingle. Three cars are being awarded to the public and three more cars are being awarded to the dealer who sold the record to the winners. Behind the Philips theme of

"One World of Music" is the key to the company's operation. A portion of the firm's new product is always drawn from the Philips cross-licensing contracts with some 40 other Philips firms around the world.

Rackers Cause Ills

Continued from page 5
ing falling into financial hot water? Yet, if they don't buy at program prices, they cannot compete price-wise. Is this good business practice?

Don't Blame Rackers

"You can hardly blame rack jobbers for all these ills of a sick industry. The truth is that racks have done a good job in records as they have in toys, drugs and housewares. They have exposed records to new customers not being reached through normal channels and this is vital in a business so dependent on impulse buying. "There are bad rackers as well as good ones, but basically they've done a good job, so good that some distributors want to cut in on some of the gravy, what little there is. "I hope more distributors go into rack jobbing. Let them start buying fixtures, running trucks all over the country, keeping proper inventory and giving credit to supermarkets, drugstores, department stores and all the rest. They'll see then what 'slow pay' really means."

Coast Music City

Continued from page 8
can have any album on the same label free of charge. Thus, for being alert listeners, they reap the benefit of two LPs for the price of one. Since each of the four stations offers a different "Album of the Day," the sponsor is able to tell by the inquiries which station is delivering the heaviest return. Area time buyers find this information is of value. The record retailer buys approximately 35 hours of radio time per week. Identity of the "Album of the Day" is top secret at Music City's three stores. Music City is able to stage the two-for-one promotion through co-operation with the various manufacturers who handle the free disks as promos. The labels, in turn, benefit from the heavy air exposure given the specific LPs.

Columbia 16% Over

Continued from page 8
York recording facilities and completed construction of a new recording studio in the CBS Columbia Square complex in Hollywood. The firm also acquired the Bradley Studios in Nashville last January and an improvement program is also under way there. Mention was also made of Columbia's CBS-owned subsidiary in Canada, with distribution headquarters in Toronto; recently opened facilities in Rio de Janeiro, Buenos Aires and Mexico City, and the owned subsidiary, Australian Record Company, Ltd., as also playing roles in the Columbia growth picture.

Where Were the Cats?

Continued from page 5
breakthrough of grand proportions for the jazz expression. It is hoped that the network tapes and sound recordings of this remarkable and historic first in the White House will be available as prize items for collectors, and for a full performance on the air. It is also hoped that at some future date both newspaper and broadcast reporters will treat this highly artistic, difficult and indigenous type of concert with less coy condescension and more respect for both the art and its origins.

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- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
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Trade Storm Warnings Fly for 88th Congress

• Continued from page 8

clubs now operating or planning to start up in 1963.

Air play of records will be drastically affected—some up and some down—by proposed changes in the broadcasting set-up. The new look for the increasingly important FM service, display case for hi-fi and stereo recordings, is still in the process of revision by the FCC. The tangled underbrush of AM stations can expect a pruning, with corresponding shrinkage in the area open to Top 40 type programming of popular music and a re-examination of specialty programming.

Proposed stereo sound for television, with a compatible system to allow both monaural and stereo reception, would bring a new segment of viewers and listeners from the hi-fi set into the TV audience and provide another showcase for stereo recordings. The General Electric Company has already submitted its plan for a system of compatible stereo on TV and has asked the FCC to rule on adoption of standards, as it did for FM radio, "to provide the public with an exciting new service" on television.

International developments affecting U. S. economy and trading tactics will carry over strongly into disk and broadcast industry and will influence the final form of our copyright law. These developments will have a direct bearing, for example, on whether U. S. broadcasters will eventually have to pay some sort of royalty on record play over the air.

The Future Trend

The first international treaty to give limited copyright protection (Neighboring Rights) to performances, recordings and broadcasts, is now in the process of ratification by European nations. Although the U. S. has not joined in either the signing or ratifying of the (Rome) treaty, and although there is an escape clause enabling all adherents to avoid royalty payment on broadcast records, the mere fact that the proposal went into formal treaty wording for the first time indicates the future trend.

The old juke-play performance royalty issue will bob up again on both the domestic and international scene. Legislation will almost certainly be introduced early in the 88th Congress to knock out the 1909 Copyright Act exemption for music played on juke boxes. Under the law, juke box music is exempt from the performance royalty required of all other public performance of music for profit.

Also, as pressure increases to bring the U. S. Copyright terms in line with world practices, argument for juke performance royalty here will take on international flavor. However, juke box interests believe the pendulum could swing the other

way, with German operators protesting that performance royalty is crippling their business and urging universal exemption like that in the U. S. Copyright statute.

Studies of Copyright Money

Studies of copyright money, who makes it and how much, and studies of the whole performance royalty picture are in the works for 1963. The juke box earnings will more than likely turn up in a study of copyright money planned by the Senate Judiciary Subcommittee on Patents, Trademarks and Copyright.

Another study of the always controversial subject of performance royalty and its collection agents, principally the American Society of Composers, Authors & Publishers and Broadcast Music, Inc., has been recommended as part of the general copyright revision study by the Library of Congress.

All of which may lead once more to the flare-up of the war between rival performance royalty collectors ASCAP and BMI. Any airing of performance royalty problems is also likely to review the strife within ASCAP, between the old guard publisher board members and the newer, smaller music publishers and writers who are bitterly dissatisfied with the terms of the 1960 revised ASCAP consent decree, under which the Society operates.

Also in this area, the struggle will continue between ASCAP and the broadcasters, for revised licensing rates for television music. ASCAP offered to lower TV music licensing rates in exchange for a divestiture of BMI stock by all broadcast interests, but the offer was rejected. The broadcasters, for their part, tried to get clearance at the programming source, thus leaving stations out of the fee-paying picture in the same way movies are cleared at the source, and theaters do not pay ASCAP any music licensing fees. ASCAP rejected this idea. Congress could also take an interest in this area, with attention turning to copyright, plus further pressure for network regulation by the Federal Communications Commission promised on the Hill.

Classical music recordings should get a strong lift from the rising tide of cultural renaissance flowering in the Kennedy circles, and paralleled by new performing arts center programs blooming throughout the country. Bills for government recognition of, and aid to, performing arts will stand a better chance in the 88th Congress, according to their perennial sponsors, Senators Humphrey, Clark and Javits.

The outgoing 87th found time to pass the first anti-counterfeit legislation for phonograph records. The final version fell short of writer-publisher hopes, but will at

least put criminal penalties on the books for dealing in counterfeit disk labels. The copyright law revision may also help—it has proposed strengthening the law against willful unauthorized reproduction (piracy) and would permit full statutory damages ranging up to \$10,000 for deliberate record infringement, which is presently tied down to the meager treble recovery of mechanical (2 cents per side) royalties.

Some Cheerful News

Cheerful news to all segments of the recording and broadcasting industries is the prospect of a cut in income taxes which will benefit the consumer, during the next congressional session. Although the Cuba crisis momentarily shook some of the economic planning, key officials in the Kennedy administration have come out strongly for a tax cut to prime the somewhat sluggish economy. This is good news to the sellers of records and to the broadcasters who are ultimately dependent on consumer buys of advertised products for their income.

Although Treasury Department has made a great to-do about new stringent reporting regulations for deductible business expenses, the broadly permissive law will foster expense account theatergoing and night clubbing. The outings can be reported in connection with business meetings (before or after) or merely for promotion of good will. This is happy talk to theater musicals and recording talent who play the night club circuit.

Also at Internal Revenue Service, the struggle for tax aid will be pressed by the hi-fi manufacturers—to keep alive the makers and improvers of delicate audio equipment, now threatened by IRS with manufacturers' excise tax.

Last, but perhaps the most tenacious, will be the familiar try for Fair Trade legislation, or "quality stabilization" as it has been called more recently. This legislation would permit manufacturers to name resale prices on trade-marked brands for those who decide to sell them at retail level. The Federal Trade Commission and the Justice Department both strongly oppose these bills as "price fixing" legislation.

Morty Palitz Dies

• Continued from page 6

1951 he was named head of pop a.&r. for the firm.

This was one of his most productive periods. He recorded Louis Armstrong, Bing Crosby, Ella Fitzgerald and Gordon Jenkins, among others. He cut the original cast albums of "The King and I," "Guys and Dolls" and "Two on the Aisle." In this period he also recorded Peggy Lee, the Weavers, Jeri Southern, Dick Haymes and many others.

The List Grew

From 1956 to 1959 he was with Jubilee Records, where he recorded Della Reese, Rusty Warren, Don Rondo and others. At the time of his death Palitz was vice-president and managing director of Edgewood-Apollo Records.

Among the hits he was responsible for over the years were "Why Don't You Do Right," Benny Goodman-Peggy Lee; "Lover," with Peggy Lee; "You Made Me Love You" and "Sleepy Lagoon," with Harry James; "Little White Lies," with Dick Haymes; "You Better Go Now," Jeri Southern; "Two Different Worlds" and "White Silver Sands," Don Rondo; "The Swinging Shepherd's Blues," Moe Koffman; "And That Reminds Me," Della Reese, and "Do You Want to Dance," Bobby Freeman.

INDUSTRY BRIEFS

• Continued from page 6

Regent Expands Facilities

NEW YORK — Regent Sound Studios here has expanded and enlarged its facilities. New facilities include enlarged multi-track stereo and mono recording systems, plus advanced studio acoustical systems.

Meanwhile, Regent executives Harold Dreeben, Bob Lifton, Henry Payson and Sidney Estridge have made application with the FCC for a UHF channel. They also have, under the name Tower Broadcast, applied for a lease to build a UHF TV antenna on the New York tower of the George Washington Bridge, and the Commissioners of the Port of New York Authority have approved.

Big 3 to Publish 'S & G'

NEW YORK — The Big Three Music Corporation has acquired rights to music from the upcoming Titanus film, "Sodom and Gomorrah," which will be in January national release. Miklos Rozsa composed the musical score. RCA Victor is releasing the sound track album. The Robbins Music firm of the Big Three will publish "Sodom and Gomorrah" and is planning a major record exploitation campaign and special sheet music promotion.

New Disney Distributors

HOLLYWOOD—Disneyland has set three new distributors for the Disneyland and Vista labels. They are Adlete in Dallas, Perry Shankle in San Antonio, and Associated in Indianapolis.

NARAS Insurance Deadline

NEW YORK—National Academy of Arts and Sciences (NARAS) informed its members last week that they only had until December to register for the association's insurance program. Group program provides up to \$18,500 of insurance without examination for members who have belonged to NARAS for a year or more. Applications are available from the Levine-Becker Corporation at 150 E. 40th Street, New York City.

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MOA Calls for One Big Assn.

Bill Adair Named Charge of Sales For Seeburg Corp.



WM. F. ADAIR JR.

CHICAGO—The Seeburg Corporation has named William F. Adair Jr. to the post of vice-president in charge of sales. Adair will be in charge of all sales of coin phonographs, vending equipment and background music systems, Jack Gordon, Seeburg executive vice-president, said.

Adair will be leaving Eastern Music Systems, Inc., of Philadelphia, of which he is currently a partner, to take his new post. Eastern, for some years, has been the Seeburg distributor in its area and has been well known for many innovations in distributor-operator relationships attributable in large measure to the work of Adair.

Originator of a nominal-cost distributor service plan for operators, Adair has also labored for a period of years in helping operators obtain better location contract terms. He joins Seeburg after 12 years with Eastern.

Automatic Canteen Skips Dec. Dividend

CHICAGO—Automatic Canteen Company of America announced it will omit its December quarter dividend. The firm's September quarter dividend was also omitted. The policy results from Canteen's plans to write off as much as \$4,000,000 against fiscal 1962 earnings. The write-offs are primarily for obsolete and inoperative equipment.

Comes Moving Day, Do It Yourself, Ops Told

DENVER—What's the best procedure to follow when a tavern moves to a new location, which, of course, means relocation of the juke box and associated amusement machines?

Tony Lucero, veteran Denver operator, has experienced this problem more than 20 times in the last few years, due largely to the rapid expansion of the Denver area, and urban redevelopment, which has seen many downtown buildings razed.

"It's a temptation to let the juke box sit where it is, to be moved around with the tavern furnishings," Lucero said. "Often the tavern owner will move juke boxes, pin tables and other equipment as part of the over-all

Holiday Disks Toll Again and Again For Wise Ops Who Stash 'Em Away

By REN GREVATT

NEW YORK—With Turkey Day 1962, now a matter of history, operators will quickly turn to the Christmas records they carefully stowed away after last Christmas and get them out on all locations.

Christmas for operators is unique in several respects. First, it's the most substantial holiday of the year in terms of special programming opportunities. Secondly, these opportunities lie, perhaps as much as 90 per cent each year, in the realm of catalog or previously released merchandise. Thus the operator can save a certain amount of money in his Christmas programming by simply stashing away last year's most-played singles. The same ones will most likely be among the most played this year.

Perhaps the giant of all in terms of steady-selling Christmas hits over the years is Decca and for the benefit of those ops who didn't hold on to last year's Christmas singles, the label has obligingly re-released a flock of its biggest items.

The Big One

These include the granddaddy of them all, "White Christmas," with Bing Crosby and more recent disks that have entered the Christmas standard category, like Bobby Helm's "Jingle Bell

Rock," and Brenda Lee's "Rockin' Around the Christmas Tree." Only last year, Decca managed to kick off a new holiday disk click in an Italian record, "Dear Jesu Bambino," with Christian Morandi. This too is now re-released.

In the country field, Decca is also well represented with releases of such items as Ernest Tubb's "White Christmas" and "Blue Christmas"; Red Foley's version of the perennial "Rudolph the Red-Nosed Reindeer," and "Frosty the Snow Man"; and Bill Monroe's "Christmas Time's a-Coming."

In a move to cash in with additional holiday play on Burl Ives' revival to hit status, the firm has released Ives' "Indian Christmas Carol," and "12 Days of Christmas," along with a brand-new single from Kitty Wells, "Christmas Ain't Like Christmas Any More," and "Dasher (with the Light Upon His Tail)."

Auld Lang Syne, Too

Two Decca band leader favorites have also been reactivated with Christmas product; Russ Morgan with "Blue Christmas" and "The Mistletoe Kiss" and Guy Lombardo with another old-timer, "Auld Lang Syne," for the New Year's Eve juke players.

Liberty has also re-released its now famous

(Continued on page 54)

Snodgrass Asks All Coinmen to Band Together



J. HARRY SNODGRASS

By NICK BIRO

CHICAGO—The president of Music Operators of America has called for a single association to represent the entire coin machine industry, including vending.

CHICAGO—The National Automatic Merchandising Association said it had no knowledge of Music Operators of America President J. Harry Snodgrass' proposal for a single association. "This is news to me," said NAMA's Walter Reed when asked about the proposal by BMW. Reed said NAMA had not been contacted by the juke box operator association and knew nothing of the proposal. How did Reed feel about it? "We have no opinion. We would have to know more before we even comment," Reed said.

J. Harry Snodgrass delivered his remarks in an open letter to the industry released to the trade press last week. He was not available for further comment.

Snodgrass omitted any reference to the National Automatic Merchandising Association, the major equipment vending industry's large, well-established trade association.

Robert H. Blundred, MOA managing director, likewise had no comment, referring all inquiries on the letter to Snodgrass.

Snodgrass said MOA is in a

(Continued on page 55)

Tax Rules Call for Shift In Depreciation Thinking

SOUTH BEND, Ind.—Juke box operators will have to materially revise their depreciation accounting procedures following new Internal Revenue Service rulings handed down recently.

Music Operators of America is currently preparing a number of bulletins on key IRS changes. These will be distributed to operators shortly, according to Robert Blundred, MOA managing director.

Blundred spoke at the annual meeting of the St. Joseph Valley Music Operators Society here last week. Some 50 operators, guests and coin machine industry representatives were on hand.

Frank Fabiano, president of the St. Joseph group, and a director of MOA, said that the juke box industry can expect renewed efforts by the American Society of Composers, Authors and Publishers (ASCAP) and other licensing



ROBERT H. BLUNDRED

agencies to seek repeal of the juke box copyright exemption.

'Friend' Loses Election

Fabiano said he was saddened by the recent defeat of Senator Homer Capehart (R., Ind.), who he described as a "great friend of this (juke box) industry."

Fabiano also complimented George Miller, who recently resigned as MOA president after leading the association for over 10 years.

"Miller stood behind us 100 per cent. He could have sold us down the river—he never did. He would never compromise (on the copyright issue) and I want to go on record right here and now that I never will either," Fabiano said.

Al Evans, secretary of the St. Joseph group said the operators would back MOA 100 per cent. "If we get the votes at the next meeting, we will pass a resolution that MOA dues will automatically be included with the local assessment. Evans noted that every member of the St. Joseph association was already an MOA member.

7 Per Cent Depreciation

Discussing the IRS regulations, Blundred said that the new credit

program permits operators to depreciate up to 7 per cent of the value of new equipment.

Operators will also be given up to three full years from the beginning of 1963 to bring their depreciation schedules in line with actual replacement schedules, said Blundred. He pointed out that some operators were using a five-year depreciation schedule which was "frowned upon by the IRS."

Other IRS changes, according to Blundred: (1) IRS to impose a schedule for operators who don't bring books in line with actual practice; (2) individual districts will have authority to put the program into effect; (3) MOA expects a ruling from Washington shortly to the effect that operators need file only the 1099 (Federal Information Return) instead of the 1065 (Partnership form).

Seek Expansion

Blundred said that MOA was anxious to represent all phases of the coin machine industry—music and games.

"We need everyone in the industry—operator, distributor and manufacturer."

Among recent changes in MOA, he cited the naming of an operator as president, instead of a paid official, and broadening the membership base so that juke box, game and vending operators could join the association as full members.

Series of Oklahoma Schools Led By Wurlitzer's Karel H. Johnson

OKLAHOMA CITY—Karel H. Johnson, Wurlitzer field engineer, recently conducted a series of service schools in Oklahoma, with sessions in Oklahoma City, Tulsa, Muskogee and Ardmore.

Attending the Oklahoma City sessions were the following employees of the B & W Music Company and the Culp Distributing Company:

Bob Donaldson, Jimmy Humes, Paul Davis, Irving England, John Miles, Jerry Burroughs, Ben Dickenson, J. B. Haddock, Wally Allison, John Riley, Jack Campbell, Bill Tensley and Leroy Kitch.

In Tulsa were Dale Rarie, Lear

Music Company, and the following employees of the R & M Music Company: Harry Ackley, Phil Demming, Hershel Emberson, George Bingham, Glen Bidingfield and Howard Riley.

The Muskogee session was held for the personnel of the Rust Music Company.

Southern Vending Company employees attending the Ardmore school included Dwight Bolby, David Williams, Tommy Harris, Bruce Harris, Kenneth Streng, Hoppy Smith and Kenneth Pence. From Oklahoma Vending were Joe Bolton, Don Gaugh and Butch Rolles.

German Bulk Ops Open Purity Campaign

FRANKFURT — German bulk vending operators have opened a sanitation campaign stressing purity of product and equipment free from germs. Most operators have switched to complete head changing instead of location refilling.

By changing heads and restricting refilling to plant, the operator can control sanitation. West Germany's germ-free pitch is novel on several counts.

It is probably the first effort by a national trade to guarantee reasonably germ-free equipment as a regular and permanent way of operating. Certainly, it is the first time bulk vending has been sub-

jected to bacteria scrutiny, as is being done in the current German campaign.

The campaign is also stressing fresh and pure product as well as spotless equipment. Karl-Heinz Wipperfuert, a Landau operator, explained, "There is no point to crusading against Germans and then serving your customers vintage gum and nuts. There is no point to having strictly sanitary equipment unless you fill it with strictly first-class product."

Another angle to the campaign is the close co-operation operators are giving state pure food inspectors, who in the past have been

critical of certain bulk vending practices. For example, there was a complaint that the stocking of colored ball gum violated the state food law regarding use of artificial coloring substances.

Operators are finding that it costs no more—in fact, perhaps less—to stress sanitation than to hew to conventional location-filling procedures.

The secret is automation, and most of the big German bulk vending operators are introducing completely automated refilling operations in which heads are sterilized and then filled and sealed against contamination.

Special attention is being given

to charms, which are regarded as a special sanitary problem. Some German operators sterilize all charms before filling the heads.

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Coast Ops Helping Postal Officials Stamp Out Fraud

HOLLYWOOD—Postal inspector Frank Orr last week called on the Western Vending Machine Operators Association for aid in flushing out "blue sky" vending machine dealers. The coast association pledged all-out assistance to federal authorities in the apprehension of law violators.

According to the authorities, blue-sky bunco artists have been using the mails to defraud unsuspecting investors. Primary area in which the Vending Machine Operators Association has been able to help the investigators is acquainting them with the fundamentals of bulk vending.

By being informed on the methods of legitimate operators and knowing the earning potential of vendors, the authorities were able to be forearmed in spotting wild claims made by blue-sky chiselers.

A vending Machine Operators Association spokesman pointed out that the organization is particularly anxious to help in the elimination of bunco artists who de-

scend upon the industry from time to time.

These frauds, the spokesman said, served only to besmirch the name of an industry that strives to do business in a clean and above-board manner.

Promises of overnight fortunes tend to attract individuals who are unable to properly engage in business-like practices. This in turn creates numerous other industry ills. Lack of know-how and the desire to recoup a bad investment usually lead such newcomers to desperate actions which add to the established operators' headaches.



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Billboard Music Week

Reds Push Gum Vending In the American Way

EAST BERLIN—The Soviet Embassy here has some new decor: ball gum and nut vending machines.

A dozen machines are placed off the cafeteria, and the embassy staff is served at various points in the huge showcase structure on Unter den Linden.

Embassy officials report that bulk vending is being promoted by the Soviet government as part of its general vending program. The machines are manufactured in the Soviet Union under the brand name "Red Star," which, according to an Embassy employee, "is not very original, but it is a good pictorial name for a bulk vending machine.

Each machine is stamped with a large red star on its plexiglass dome. The machines resemble American equipment, and Soviet sources here are quite candid about this not being happenstance.

"We have made a close study of American equipment, which is greatly admired in Russia, and have borrowed many features. In fact, Comrade Khrushchev inspected the American machines when he visited the United States and when he returned to Russia he suggested that we should have the same equipment."

Soviet sources here say that ball gum vending has been worked into Khrushchev's campaign against smoking. The top Soviet brass, led by Mr. K., are inveighing incessantly against smoking as a cause of lung cancer, and gum chewing, once derided as a "primitive capitalist habit," is now being popularized as a smoking substitute.

Ball gum is favored over packaged gum, because it is easier to dispense and nets the State a bigger profit (vending is a State activity in Russia). All Russian resorts, factories and stores are being equipped with bulk vending machines, and even Soviet diplomatic establishments, as in East Berlin.

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West Coast Ops In Appeal for Tax Reduction

HOLLYWOOD—Eugene Zola, tax representative for the Western Vending Machine Operators Association, appeared last week before the Business License Review Board of nearby Pico Rivera to plead for a reduction in that municipality's license.

Pico Rivera at present charges vending machine operators an annual tax of \$2 for each penny machine, and \$5 a nickel machine. This, the Association maintains, is a discriminatory tax against members of the bulk vending industry and discourages operators from doing business.

Pico Rivera is the latest in a series of Southern California cities to hear the Association's side of the tax argument. In numerous other municipalities within the greater Los Angeles area, Zola has been able to effect either complete or major reductions in existing machine licenses.

AMCO in L. A. Moves Quarters

LOS ANGELES — AMCO Music and Vending, Inc., distributor of Seeburg music and vending equipment, moved its show rooms, service and parts department from West Pico Boulevard to new quarters on 6403 East Slauson Avenue, over the weekend and opened for business as usual Monday morning (26).

According to D. J. Donohue, vice-president and general manager, the new location gives the firm nearly 30,000 square feet of space, about three times that of the Badger Sales Company, which AMCO purchased.

The new site, Donohue said, covers approximately two and one-half acres, has ample parking, and facilities for loading and unloading. It is easily reached by the Santa Ana Freeway, using the Bandini-Garfield exit from Los Angeles.

Badger Sales Company opened in the West Pico location in January 1947.

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Pistachio Nuts, Shell, Red	.55
Cashew, Whole	.68
Cashew, Butts	.63
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
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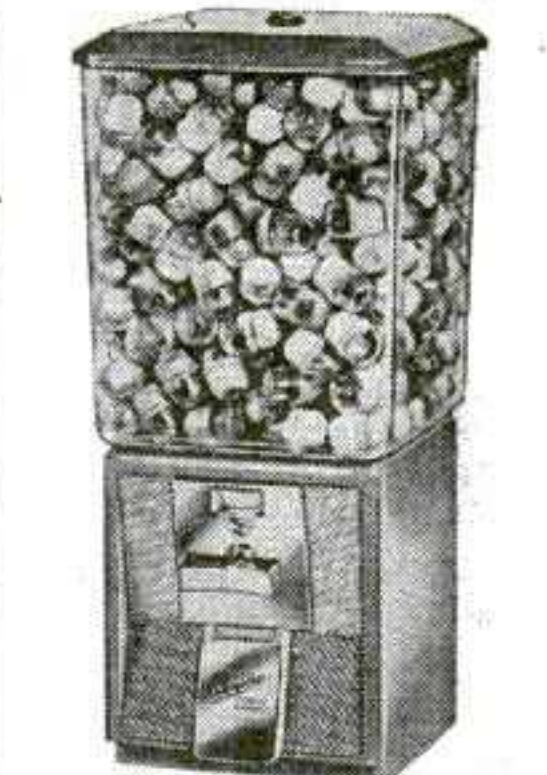
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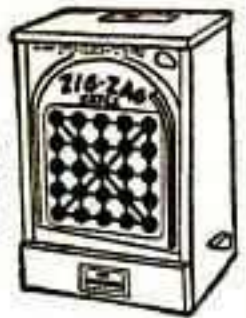
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- 52" Cues \$1.95 ea.; 25, \$1.50 ea.
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Say You Saw It in
Billboard Music Week

Milwaukee London Sessions Draw 60 Servicemen From All Over State

MILWAUKEE—S. L. London Music Company's service school, held Tuesday, drew more than 60 servicemen, representing some 40 coin operations. Instructors were Seeburg field service engineers, Charles Gates and Harry Stuckey.

Wisconsin operators and servicemen who attended the morning and afternoon sessions on trouble shooting included:

Casper Sittig and Bob Bakelman, Cap's Amusement, Racine; Art Weidner and Bob Greatens, Mel's Coin Machine Company, Green Bay; Stanley Baltes, Middleton; George Brixius and Leroy Stoult, George's Coin Service; Milferd L. Rabe, Bruce's Enterprise, Antigo; Roy J. Schmitz, Elmer H. Schmitz Company, Hilbert; James Maner, Rapids Coin Machine Company, Wisconsin Rapids; Bill Gestner and Albert Bradford, Wright's Music Store, Wausau; Steve Grant, Fessler Coin Machine Company, Sheboygan; Paul Jacobs, Jacobs Novelty Company, Stevens Point; Larry Marinelli and Ralph Greco, Kenosha; Ray Westbury and John A. Collins, Modern Specialty Company, Madison; Lyle J. Olsen, M. & W. Novelty Company, Marinette; Lin Tamulis and Bob Newfield, Tam Enterprises, Beloit; Bob and Jim Edwards, Baraboo Coin, Baraboo; Gary W. Reier, Trugar Novelty, Mukwonago; Joe Volk, Dan Scott and Cliff Haney, Volk Music Company, Madison, and Fred Braun, Suburban Music Company, Menomonee Falls.

Milwaukee operators included Gilbert Hively, Gil's Service; Ernest Spitznagle, Glen L. Grubb, Paul Nadolney, Phil Savasta, Bill Kaiser and Robert Baugh, Wisconsin Novelty Company; Carl Staska, Pat Gaffney, Hastings Distributing Company; Ed Gronowski and Harry Horvath, Red's Novelty Company; Bud Hansen, Casper Reda Coin Machine Company, and Harry Cisler and Harry Cisler Jr., Cisler Vending.

Also William M. Zajc, Studio Phono; Bob Summerfield, Southern Novelty Company; Ken Zastrow and Art Weber, Milwaukee Amusement Company; Casper Lyday, T. C. Harris Amusement Company; Arnold Jost, Arnold's Coin Machine Company; Carl Dentice, Dentice Amusement Company; Erv Siwieck and Maurice Ebling, P. & P. Distributing Company; James Stecher, Novelty Service Company; Victor Kobylarz, Wisconsin Novelty Company; Dan Karolozak, Schroeder Amusement Company, and Leo Dinon and Lucien Scaffidi, H. & G. Amusement Company.

Kiddie Ride Firm Files Intent to Sell Public Stock

NEW YORK—Venrite, Inc., operator of coin-operated kiddie rides in 25 States, has filed a registration statement with the Securities Exchange Commission to offer 150,000 shares of common stock to the public for \$3 a share. Venrite operates primarily in shopping centers.

Of the \$376,000 estimated net proceeds from the stock sale, \$170,000 will be used to pay current liabilities (including \$39,000 due certain stockholders), \$100,000 to purchase additional equipment, and the balance to retire short-term obligations and for working capital.

According to the prospectus, the company has lost \$30,310 since it was organized in March, 1961, and its current liabilities exceed its assets by \$247,385.

Justin J. Bayer, president, and Myron Usdan, secretary-treasurer, own 21.8 per cent of the shares outstanding each. Rudolph Cohen owns an additional 13.1 per cent of the 172,000 shares of the common stock outstanding.



FIELD ENGINEER HARRY STUCKLEY, left, points out a feature of the new Seeburg console to servicemen Irv Siwieck, P. & P. Distributing Company, and Lucien Scaffidi, H. & G. Amusement Company, both in Milwaukee.



STUDENTS AT THE S. L. LONDON MUSIC COMPANY'S service school observe instructor Charles Gates, Seeburg field engineer, illustrate proper technique for servicing the machine's credit unit.



ENJOYING A COFFEE BREAK between class sessions. From left: Walt Koelbl, S. L. London Music Company salesman; his sales manager, Nathan Victor, and Ed Gronowski and Harry Horvath, both Red's Novelty Company, Milwaukee.

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MUSIC MACHINE PROGRAMMING

Holiday Records Toll Again & Again

• Continued from page 50

coupling by David Seville and the Chipmunks, "The Chipmunk Song" and again, "Rudolph the Red-Nosed Reindeer." Meanwhile, there are a number of significant new Christmas singles, in varying moods, all of which are worth noting by programmers.

Two of these are definitely of novelty caliber and novelties have made it big before in the holiday derby. Ray Stevens, who had a healthy sized hit during the year with the unique "Ahab the Arab," has come up with "Santa Claus Is Watching You," a wild novelty indeed that incorporates rock, r.&b., country and pop. Obviously, this could hit many tastes. Similarly, Bobby (Boris) Pickett, whose "Monster Mash" was one of the bigger singles of the past season, has "The Monsters' Holiday."

On the opposite end of the pole is the Philadelphia Orchestra, which has an already heavy-selling new Christmas album, with the Temple University Choir on Columbia. The label has issued from the album "O Come All Ye Faithful," as a

single. Columbia has also released "Joy to the World" and "Go Tell It on the Mountain," by Mahalia Jackson and an interesting talk-sing record in which Amos, of Amos and Andy, tells a little girl the meaning of "The Lord's Prayer."

Liberty's List

In addition to its re-release of the Chipmunks' big past Christmas hit, Liberty records has issued a new Walter Brennan single of "White Christmas," and "Henry Had a Merry Christmas." Brennan's recording of the inspirational-religious theme, "Mama Sang a Song," is still making money on many boxes.

Numerous other Christmas singles, of course, can be expected in the next two to three weeks, including, undoubtedly, the reappearance of many versions of one of the all-time Christmas standards, "Rudolph." But programming of boxes with Christmas items should start immediately after Thanksgiving, and the new material out and the re-release matter available, provides substantial fodder for alert ops to get moving on the holiday bonanza.

Dallas Op Keeps Open Ear to Find What's Hot

DALLAS — Jimmy Browning, head of Big D Music Service here, lets everybody get into the act where programming is concerned.

Operating an exceptionally large phonograph string which covers the Dallas area, including Texas' largest group of rhythm and blues stops, Browning has found that it pays to listen to everybody's comments when making up a music menu. Along with consulting national surveys, trade publications, and his location owners, Browning listens regularly to the requests of customers, his own office employees, friends who drop in, phonograph distributors and anyone who has an ear for music.

Not infrequently, Browning has found the bookkeeper who has heard a catchy new tune over the air, and mentions it to the boss, has done the organization a real favor. Often a new number catches on swiftly and begins immediately to make the play meter spin. Similarly, the opinions of a truck driver who delivers office supplies to Big D headquarters near the downtown

district may be valuable. There have been instances in which someone entirely disassociated with the juke box industry came up with a suggestion that proved to be a real money maker.

Not Bashful

Browning isn't a bit bashful about asking anyone. This means, of course, that he must pop a disk onto a phonograph, kept convenient for the purpose in the office. Usually, he says, people will hold still for at least one play-through of a record, and give an honest opinion.

When a record has been tried with three or four disinterested parties and they all nix it, Browning usually drops it. There have been very few instances over the years in which a record which was tested in this way and dropped later developed into a hit.

Regarding every location as an individual situation, making it a point to know his location owners on a first-name basis, religiously making good on requests from customers in bars, taverns, restau-

rants and cocktail lounges—Browning pulls from 15 to 20 per cent better than the national average from all his spots, even those which would be considered marginal by the average operator.

Long Experience

With more than three decades of experience in the Texas glamor city, Browning changes records more often, constantly changes his thinking on spots as population changes, trends and types of music rise and fall. The same music menu which broke records in June of 1960, for example, may not be the right prescription at all for June of 1961, even though at first glance the location is playing to the same people.

One of the odd points of the programming schedule of Big D Music Service is the fact that Browning consistently puts on less "Top 40" numbers than the usual operator. This is simply because he has found that in the "Top 40," only a dozen or so are really "swinging" at the time, whereas he always has novelty numbers and old favorites, which experience tells him will show better collections.

Thus, the percentages between "Top 40," novelties, country, old favorites and classics used by Big D is often surprising. But most important, it is always profitable.

33 Single Making Headway in South

By ELTON WHISENHUNT

MEMPHIS—The 33 single, introduced in the industry by Seeburg more than two years ago, is gradually making headway with operators in Memphis and the Mid-South. More and more operators gradually are using them.

This doesn't mean they are replacing 45's by any means, but their acceptance in the trade is significant to note at this time.

It could in the future develop into a major trend which might eventually compare to the 45 replacing the 78, which is now regarded as "an antique, a relic, a rarity, a collector's item" by one operator.

Sales Growing

George Sammons, president of Sammons-Pennington Company, local Seeburg distributor, has in the past reported operators gradually buying increasing numbers of album packets sent out to distributors by Seeburg.

Each packet contains five 33 singles and sells for \$3 per packet, or 60 cents a record, 5 cents below the one-stop price on records for operators.

D. V. Pennington, Sammons' partner, reported last week that of some 350 operators in Memphis and the Mid-South they deal with, 20 per cent are using 33 singles.

Now another local distributor is handling 33 single packets from the manufacturer: Southern Amusement Distributing Company, local distributor for AMI.

Charles V. McDowell, vice-president and general manager, last week reported "fair" response.

Of the 400 operators on their mailing list, McDowell estimates 5 per cent are using 33's. Southern's territory includes North Mississippi, West Tennessee, East Arkansas and a part of Kentucky and Missouri.

Sammons' territory is North Mississippi, West Tennessee and all of Arkansas except five counties near the western State line.

McDowell believes not all operators are ready for 33 singles yet, but that the album packets from manufacturers have helped the trend toward this form in ballads, standards and good show tunes.

"The 33 singles contain a great deal of this type of fine music," he said. "Of course, it also contains some current popular numbers."

When McDowell gets a shipment of 33 singles (he gets a shipment of two new packets of singles each week; Sammons gets three), he sends postcards to op-

(Continued on page 56)

An Italian Mouse Captures Phono Crowd in Chicago

By NICK BIRO

CHICAGO — A new novelty ditty—"Pepino, the Italian Mouse" with Lou Monte on Reprise—shows signs of capturing the imagination of juke box audiences here.

Both Singer One-Stop and Music Box report strong sales, and M-S Distributing Company claims sales of some 9,000 to operators and dealers in less than one week.

Several operators are starting to stock Christmas material—according to Fred Sipiora of Singer—but action so far is on the old holiday standards. Hottest include: "White Christmas," Bing Crosby, Decca; "Winter Wonderland," Guy Lombardo, Decca, and "Little Drummer Boy," Harry Simeone Chorale, 20th Century-Fox.

Ray Charles broke it in the r.&b. market here some weeks ago, and Sipiora reports the record is now starting to go pop.

Music Box reports good oper-

Recent Stereo Releases For Music Operators

All titles listed below are custom 33 1/3 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 Music Week, 1564 Broadway, New York 36, N. Y.

Rowe-AMI Top Talent

Concerto for My Love, George Shearing, Capitol

Portrait of Jennie/I'm in the Mood for Love

Answer Me, My Love/I Wish You Love

Love Letters/Love Is the Sweetest Thing

Portrait of My Love/P.S. I Love You

In Love in Vain/Love Child

Sing A Song With the Original Twenties, Enoch Light, Command

Happy Days Are Here Again/Marie

Tea for Two/The Love Nest

Who/What Can I Say After I Say I'm Sorry

Margie/It All Depends on You

April Showers/It Ain't Gonna Rain No More

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.

LIMBO ROCK AND POPEYE (THE HITCHHIKER)	CHUBBY CHECKER Parkway 849
NOTHING CAN CHANGE THIS LOVE AND SOMEBODY HAVE MERCY	SAM COOKE RCA Victor 8088
I CAN'T HELP IT AND I'M SO LONESOME I COULD CRY	JOHNNY TILLOTSON Cadence 1432
LEAH AND WORKIN' FOR THE MAN	ROY ORBISON Monument 467
YOU ARE MY SUNSHINE AND YOUR CHEATING HEART	RAY CHARLES ABC-Paramount 10375
HOTEL HAPPINESS AND STILL WATERS RUN DEEP	BROOK BENTON Mercury 72055
SURFIN' SAFARI AND 409	BEACH BOYS Capitol 4777
NEXT DOOR TO THE BLUES AND FOOLS RUSH IN	ETTA JAMES Argo 5424
A LITTLE BIT NOW AND SHE'S A TROUBLEMAKER	MAJORS Imperial 5879

ator sales on "Ruby Ann," Marty Robbins, Columbia; "Sunrise Serenade," Willie Mitchell, Hi; "Hotel Happiness," Brook Benton, Mercury; "Won't You Forget Me," Jackie DeShannon, Liberty; "Shimmy Shimmy Watusi," the Buttons, Columbia; "Let Me Entertain You," Ray Anthony, Capitol—a record very reminiscent of "The Stripper," same beat and all that; and a two-sided Andy Williams disk on Cadence, "Twilight Time" b/w "So Rare."

Juke box collections are generally holding steady, about even with

last year. The area still hasn't had any substantial amount of cold weather and operators are looking toward Thanksgiving for things to pick up.

Perhaps one indication of the coming of Christmas is the construction of the State Street decorations and the holiday window displays in department stores. This is generally the first noticeable sign here in Chicago, but it's still some weeks before the same spirit will be in evidence in taverns and the like. Until it does, juke box receipts will be a little slow.

NEW ROWE AMI 3 in 1 phonograph

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.* Brilliant design, moving color. Loaded with play building features.
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See your Rowe AMI Distributor!

Rowe AC Services
Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Ill.

MOA Calls for One Big Association

• Continued from page 50

position to accept as members people from phonograph, amusement devices, vending and allied businesses. He said one of the most important gains that can materialize from a strong association "is an annual convention and business meeting to be held in Chicago, the hub of the industry..."

Leadership Capable

"The MOA leadership is capable and desirous of creating a democratic organization, with the help of leaders of all segments of the industry, that will rank with the leading trade associations in the nation," said Snodgrass.

The MOA president's letter had possible bombshell implications, raising as it did speculation on the future of MOA, its convention currently slated for Chicago next spring, and its relations, if any, with NAMA, the giant vending group.

Blundred had no comment as to whether MOA had conducted any negotiations with NAMA, or whether the juke box operator group desired, or would seek a merger with the vending association.

The one-association concept is not a new one for the industry, but to date, it has seldom gone beyond the talking stage. The

vending industry has worked for years to disassociate itself from juke boxes and game, and to establish itself as an association for those engaged in merchandise vending, as distinguished from those "vending" a service such as music or amusement.

Difference Narrows

Lately, however, the distinction has become less severe. For one thing, the entry into vending by several coin machine manufacturers has alerted many traditional juke box and game operators to the field. For another, a tightening in the music and game field has caused many juke box and game operators to look for ways to diversify, and cigaret, candy, and in many cases, coffee and drink vending, have often been the answer.

Juke boxes and games are still excluded from NAMA exhibits, but manufacturers of such equipment can show other vending equipment that they may have.

Interestingly, Snodgrass is one of the juke box and game operators who years ago diversified into the vending field and his operation of full line vending equipment today is one of the largest in the Southwest.

Snodgrass' firm is affiliated with United Servomation Corporation, largest national operating company headquartered in New York.

(Joe McDowell, United Servomation president, said Snodgrass' letter did not represent any policy of United Servomation. McDowell said he had no comment and that Snodgrass was writing as MOA president.)

One Big Union

In his letter, Snodgrass said: "It is my considered opinion that the time has now come for the entire industry to unite into one strong and dynamic national association. This association to take the lead in facing the common problems of the manufacturer, distributor, operator and allied businesses.

"Music Operators of America, which has heretofore primarily been an association of operators, has been in continuous existence for 12 years. During this period,

many and various problems have been solved or minimized, and others recognized.

"MOA, with its new corporate status, is now in a position to accept as members all facets of the automatic phonograph, amusement devices, vending machines and allied businesses, and for their representatives to be able to serve as officers, and directors and on its committees."

(MOA recently changed its by-laws and among other things, agreed to accept for full membership all members of the coin machine industry. Article three, section two: "Regular members shall be those persons, firms or corporations who engage in the business of owning and operating coin operated phonograph music machines, or other devices that produce music, or vending or amusement machines allied or related to the coin operated phonograph business.")

Continuing in his letter, Snodgrass said: "With a strong and united industry, expanded services can be provided, such as creating sounder and more profitable business practices, augmenting insurance plans, working with governmental bureaus on tax problems, and assisting in the creation and build-up of State and local associations; and success in combatting adverse legislation can be continued.

"One of the most important gains that can materialize from a strong association is an annual convention and business meeting to be held in Chicago, Illinois, the hub of the

industry, of whatever type is deemed to be of the most benefit to the entire industry.

"The MOA leadership is capable and desirous of creating a democratic organization, with the help of leaders of all segments of the industry that will rank with the leading trade associations in the nation."

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25 brand new	Genco Wild West... \$195	Lane Cowboy Horse... \$325
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Continental 2-200... 895	Crusaders... 245	Bally Fire Engine... 395
Continental 1-200, used... 585	Gun Smoke... 225	Bally Hot Rods... 395
Continental Lyric 1-100, used... 825	Un. Sky Raider... 250	Tusko Elephant... 395
Auto Photos #9... 895	Sharp Shooter... 275	Bally Western Express... 425
Auto Photos #11... 1895	Safari Gun... 175	Bally Speed Boat... 395
Auto Photos #13... 2750	Two Gun Fun... 250	Sea-Saw Clown... 225
	C.C. Ray Gun... 350	Around the World... 395
	Bally Spook Gun... 295	Trainer... 395
	Seaburg Bear Gun... 175	Bally Little Champion... 295
	Seaburg Coon Hunt... 175	Auto Test, late... 495
	Silver Bullet... 125	Space Ship... 250
	Jet Gun... 110	Boat Ride... 250
	Pop Gun Circus... 225	Elsie the Cow... 275
	Midway Shooting Gallery... 225	Old Smokey... 275
	Titan Gun... 325	Toonerville Trolley... 395
	Space Glider... 295	Big Bronco... 325
	Vanguard... 225	Meteor Hot Rod... 325
	State Fair... 195	Junior Jet... 195
	Auto. Sky Flier... 125	Ex. Pony Express... 175
	C.C. Long Range Gun... 450	Sit Down Driveyourself... 395
	Pony Express... 225	Bally Motorcycle... 325
	Bonus Gun... 195	Model T Ford... 395
	Hercules... 295	Hi-Way Patrol, new... Write
	Carnival... 135	Indian Scout, new... Write
		Whirley Bird, new... Write
		Helicopter, new... Write



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EUROPEAN NEWS BRIEFS

Continued from page 56

given full prestige promotion, with stress on tonal quality, easier maintenance, and its rich, console-type housing. Rock-Ola's new offerings follow the new trend toward the "quiet elegance" of the phonograph console. Aside from restyling, Rock-Ola is keying its German sales promotion to the Rock-Ola name as a symbol of quality.

Robert Franklin, Southern Amusement Company, Little Rock, Ark.; D. E. Jones, Jones Amusement Company, Paragould, Ark.; Wayne Cartillar and Jimmy Davis, B&C Music Company, Forrest City, Ark.; Ted E. Combs and J. B. Roach, Taco Amusement Company, Oxford, Miss.

Robert Fortune, Newport Music Company, Newport, Ark.; Manuel Nassar, Nassar Music Company, Shelby, Miss.; Fred Johnston, Johnston Music Company, Heber Springs, Ark.

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UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

Tree, Ark.; Joe Michie, Gay Amusement Company, Blytheville, Ark.; William V. Forsythe, Forsythe Amusement Company, Millington, Tenn.; M. L. Armstrong Amusement Company, Brinkley, Ark.

Lloyd Barber and Robert Choate, B & C Music Company, Forrest City, Ark.; M. C. Seale, Seale Music Company, Tchula, Miss.; Pete Smith, Smith Music Company, Halls, Tenn.; Robert Smith, Smith Amusement Company, Dyersburg, Tenn.; J. L. Puckett, The Music Man, Lambert, Miss.

Elgie Foster, Foster Music Company, Bolivar, Tenn.; Clarence Spain, Spain Amusement Company, Tunica, Miss.; Melvin Lapidis, Osceola Amusement Company, Osceola, Ark.; John Marshall, Marshall Amusement Company, Amory, Miss.; Roy Dick, Paris Music Company, Paris, Tenn.; Ray W. Cother, Automatic Amusement Company, Tupelo, Miss., and Mrs. Cother.

Thurlow Kemp, Kemp Music Company, Mountain View, Ark.;

for John & Frank Inc., Marked Tree, Ark, transistor radio.

Among operators attending were, from Memphis:

George Cooper, route manager of Tri-State Amusement Company; Adam Scott, Scott Amusement Company; Jake Kahn, co-owner of Tri-State Amusement Company; D. P. Warren, Warren Amusement Company; Ed Bodenheimer, Bodenheimer Amusement Company; John Novarese, partner in Poplar Tunes Amusement Company.

Among Mid-South operators attending were:

Maurice Hinson, route manager of John & Frank, Inc., Marked

Door Prize Drawing Caps Showing Of New Rock-Ola Line in Memphis

MEMPHIS—S & M Distributing Company, Inc., showed the new Rock-Ola phonograph line last week and capped the showing with a door prize drawing.

Door prize winners were drawn Friday night (9), following the week long showing at the company's showroom, 1074 Union.

Winners were: Ed Bodenheimer, Bodenheimer Music Company, Memphis, a Rock-Ola bar.

Mrs. Ray W. Cother, wife of the owner of Automatic Music Company, Tupelo, Miss., a ladies' watch.

Maurice Hinson, route manager



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- Targets light bumpers and kickers for super high score as indicated by colored spots across playfield
- Rollovers light alternately for high score
- Dynamic rapid-fire cross kickers
- 3 or 5 ball play • Match feature • Tilt feature

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It's Always Profitable to Operate Gottlieb Games!

Yellow Super-Section
WITH BLACK STRIPES
2 SCORES AS 3
3 SCORES AS 4
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SILVER SAILS

Red Super-Section
WITH WHITE STRIPES
2 SCORES AS 3
3 SCORES AS 4
4 SCORES AS 5

2 IN BLUE SECTION SCORES 600

3 IN BLUE SECTION SCORES 600

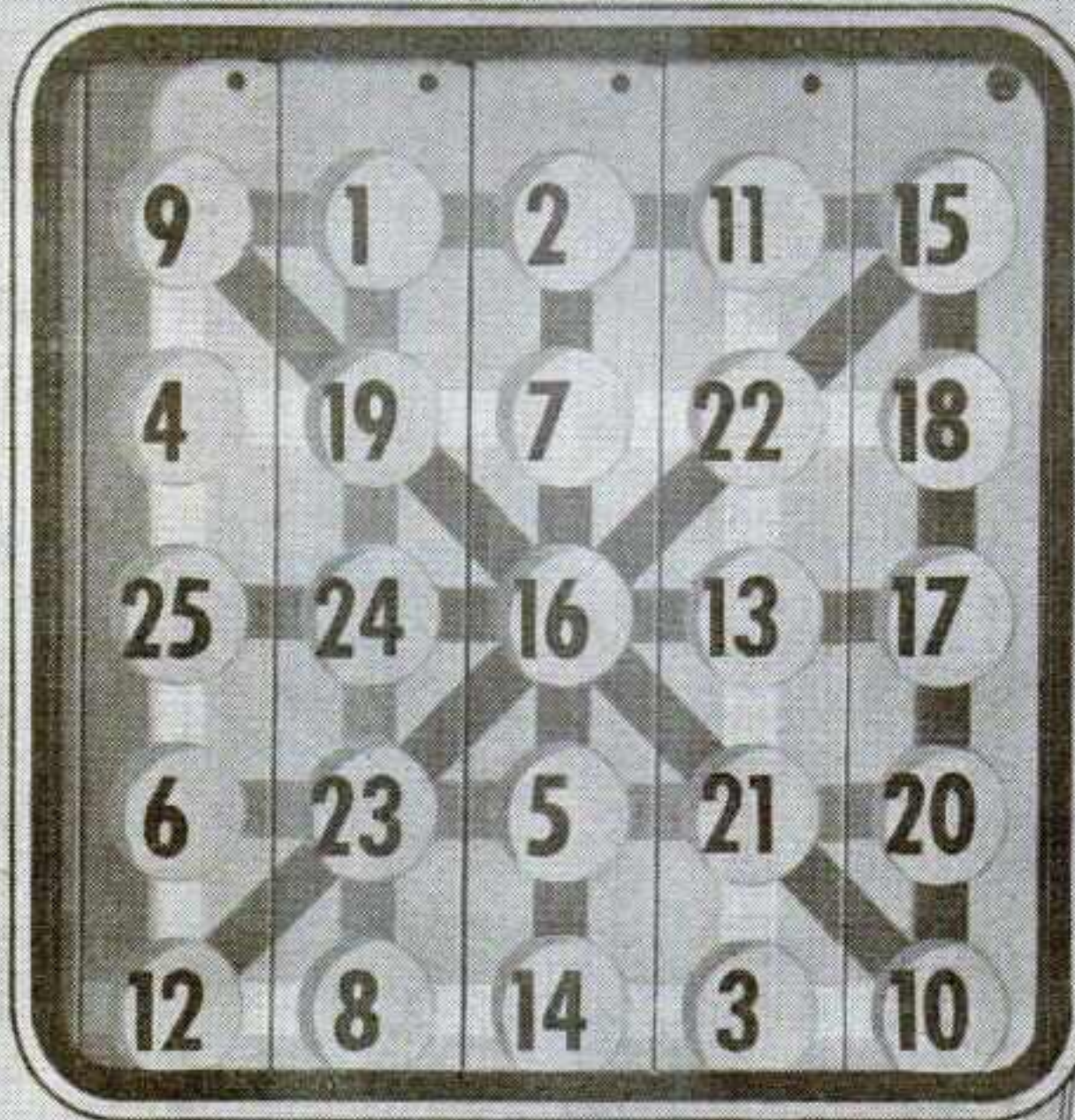
3 IN BLUE SECTION SCORES 300

GOLDEN GAME

600
450
300
200
96
75

3 IN ANY
GOLD SECTION
(SOLID or STRIPED)
scores as indicated

2 IN STRIPED
GOLD SECTION
scores as indicated



PRESS BUTTONS
AFTER SHOOTING 5TH BALL

PRESS BUTTONS
BEFORE SHOOTING 5TH BALL

★ ROLLOVER
LIT

★ ROLLOVER
LIT

PRESS BUTTONS
BEFORE SHOOTING 4TH BALL

MAGIC-SCREEN POSITIONS

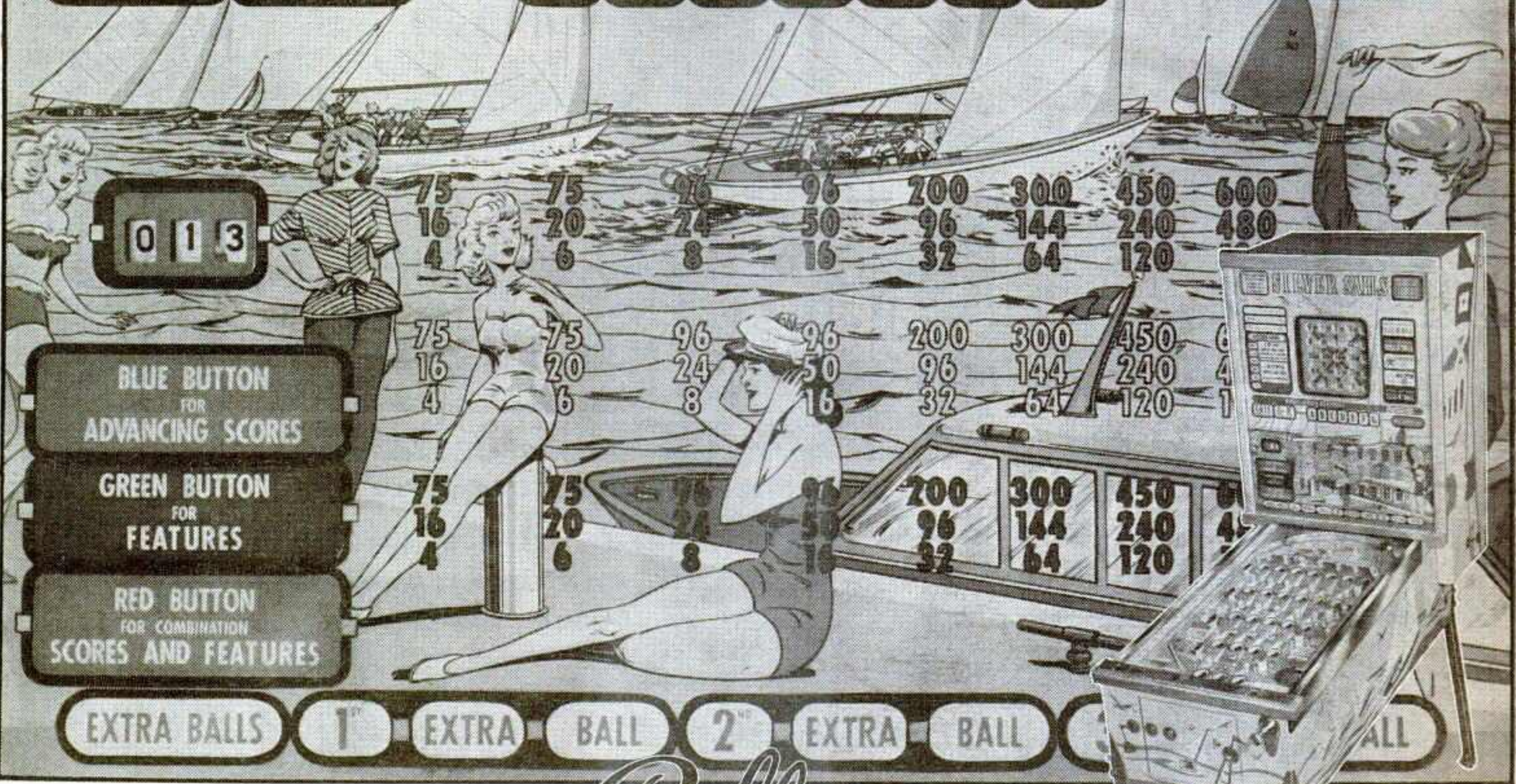
PRESS ARROW-BUTTONS
TO SHIFT MAGIC-SCREEN

GATE
PURPLE SECTION

O-K
ORANGE SECTION

A B C D E F G

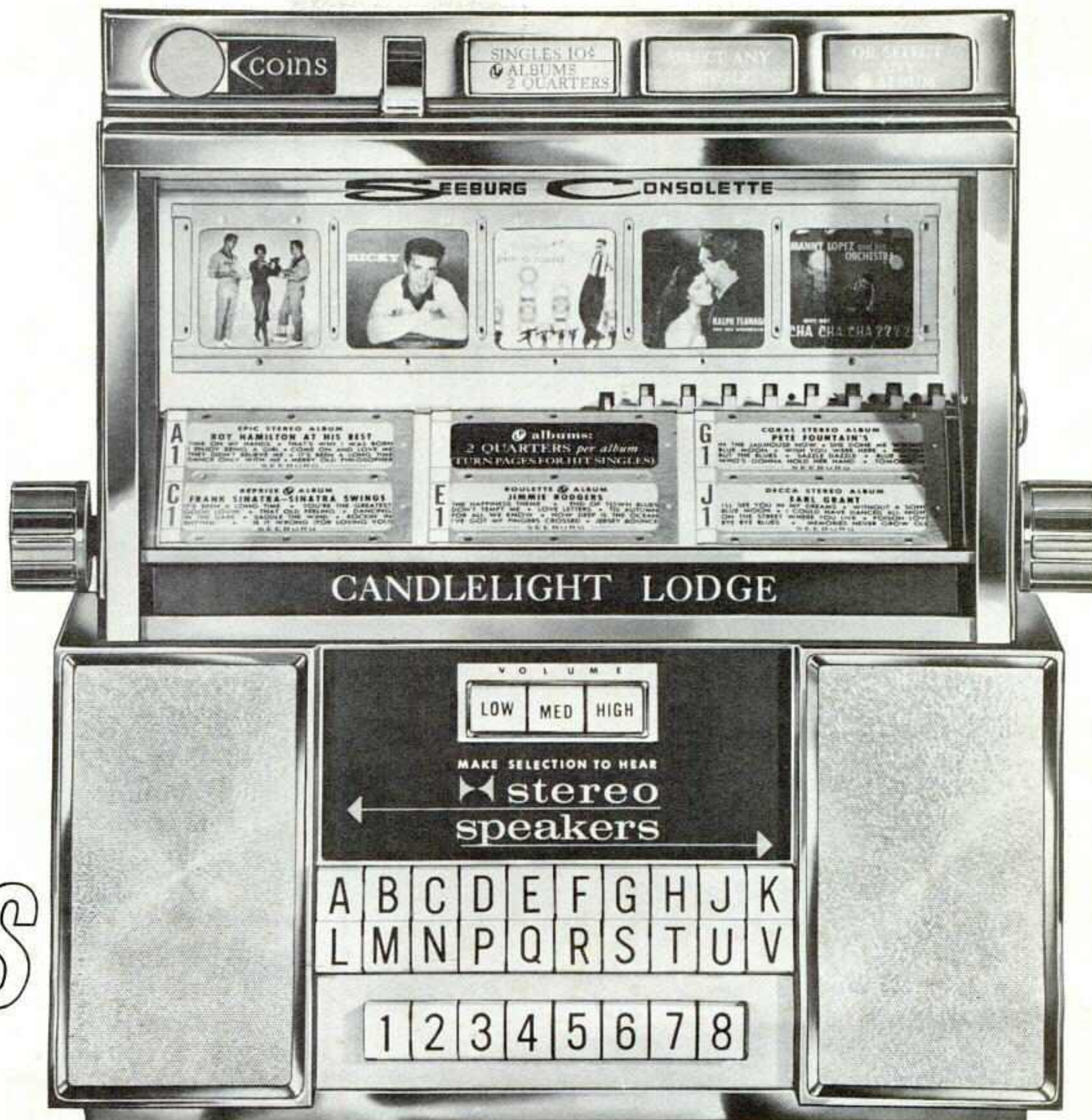
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LPM-2631



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FIVE HUNDRED MILES
B'WA NINA
MONKEY VENDOR (TUMBILI)
WAYFARING STRANGER
A BIRD FLIES OUT OF SIGHT (FELICIDAD)
LA BOMBA
A BOY WITHOUT A GIRL
THE MOUNTAIN BOY
A TALE OF TWO LOVERS
WEEPING RIVER
JOSHUA

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Re-order time on this big beat Bossa Nova:


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THE TOKENS 45 RPM
A BIRD FLIES OUT OF SIGHT/WISHING
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