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DEAN AS HOST: Jimmy Dean, playing the Twin Coaches in Pittsburgh, greets a group of deejays, l. to r., Chuck Brinkman and Neil McIntyre, KQV; Dean, c., and Ron Thompson, WEEP.



CLEO FROM ROME: Pleased with new RCA Victor LP of Cleopatra score are, l. to r., Hugo Peretti; Riz Ortolani, arranger-conductor, and Luigi Creatore. Disk was made in new Rome studio.

Billboard
PHOTO GALLERY OF
Newsmakers



CONVENTION TARGET: Columbia Records president Goddard Lieberson will officially open 1963 sales convention at the Americana Hotel, San Juan, Puerto Rico, on July 17.



DEEJAY & PROPHECY: San Francisco deejay Al Collins, KSFO, chauffeurs Reprise singer Johnny Prophet about town. Prophet was in town for Ernie Ford TV guest show.



INKA DINKA R.&B.: JAF artist Dobie Gray greets Jimmy Durante at Hollywood Brown Derby. Durante flipped over Gray's r.&b. rendition of "Inka Dinka Doo."



FAR EASTERN HOSPITALITY: Canadian balladeer David Troy is perfectly content with reception during recent tour of Far East by trio of Tokyo's most gracious Geisha.



THE ART OF THE LP JACKET: Winner of N. Y. Art Directors' Club award for excellence in jacket design was Howard Russo, l., here congratulated by D. A. Klein, president of Spoken Arts, for whom the winning designs were rendered.



INCOMMUNICADO?: Not for Mercury's Diane Ray. Her thoughts on the subject are expressed in her single by the same title.



OLE TITO: Tito Puente gets warm reception in Puerto Rico from, l. to r., Lidia Ortiz (Transcaribbean), Leon Santos (Thom McAn), Tito, and carnival queen Lydia Silvestry.



ONCE A NEWSBOY: The Latin Casino, N. J., was the scene of Old Newsboys' Day. Assemblage included, l. to r., David Rosen, Rowe-AMI distributors in Philadelphia; Dave Dushoff, club owner; Myron Cohen, Mr. & Mrs. Andy Williams, Dave Grusin, conductor, and Jack Curtis, emcee.

ADAM WADE SINGS ONE OF THE HOTTEST MOVIE THEMES OF ALL TIMES
IRMA LA DOUCE (LOOK AGAIN)
 HIS SENSATIONAL NEW SINGLE 5-9609



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Convention Spotlight on Pricing Picture

By SAM CHASE

MIAMI BEACH—The record industry, suffering from a pernicious disease diagnosed as an acute case of "profitless prosperity," this week was jolted by recommendations made here for drastic surgery that would completely remake its image. It was warned, too, that it cannot survive long if the ailment continues untreated. Whether the advice of the specialists will be heeded, however, is what all those related to the industry now are waiting anxiously to learn. Not in several years has there

been so large and influential a turnout as gathered here for the conventions of the distributor, one-stop and dealer organizations, with individuals from all segments on hand, including manufacturers, publishers and rack jobbers. Leading executives from two major manufacturers, Columbia and Decca, were in attendance. The Columbia and RCA Victor custom pressing operations also had execs on hand seeking business. Present, too, were execs from many manufacturers that are associate members of ARMADA.

Although no clear-cut solutions emerged from the week-long series of private and open discussions, voices from all areas of the industry were raised with proposals designed to relieve a situation in which the record industry's sales volume is at an all-time high but profits are abnormally small in proportion.

An expected step was the resolution passed by the ARMADA conclave calling upon the Federal Trade Commission for a Trade Practices Conference to set industry standards. Agreement was general, how-

ever, that any other prospect for price stabilization rested on strong leadership from record manufacturers. And there were some striking developments on this front.

ABC-Paramount chief Sam Clark told his assembled distributors that any of them caught transshipping would lose the line. He offered to buy back the inventory of any who felt they could not live with this, and said that any who kept the line but were caught later not only would be dropped but would eat the product.

Bill Gallagher, Columbia Records vice-president in charge of marketing, told the Record One-Stop Association sessions that he would investigate policies of the 16 distribution branches the firm operates, and will make every effort to stabilize the prices they charge as a means of helping make product available on the same prices and terms nationally (see separate story).

Norm Weiser, new chief of 20th Century-Fox Records, then stated that he would "watch carefully what Columbia does, *Continued on page 10*

JULY 6, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

McGuire Named Colpix Sales Head

NEW YORK—Walt McGuire has been named vice-president in charge of sales at Colpix Records. He was appointed by Don Kirshner, who heads the entire Colpix Records operation and the Columbia Pictures-Screen Gems Music set-up. The move followed the recent resignation of Jerry Raker as label's general manager.

McGuire comes to Colpix from London Records where he was chief of U. S. product. In this capacity McGuire headed the firm's distribution wing which handled the servicing of about 40 independent labels, referred to as the American London Group. Kirshner pointed out that there would be no changes in the distribution of either the Colpix or Dimension labels in the wake of the McGuire appointment.

Kirshner said in that Mc-

Guire's appointment was a key move in tightening the heightening of service and product for Colpix. In McGuire, he said, Colpix acquired one of the best merchandising and creative men in the business.

"Not only will I count on Walt's background of handling a wide variety of product and his own merchandising skills, but I'll also look to him for the acquisition of masters, record ideas and a general over-all knowledge of what's happening in the field," Kirshner said. "He has a myriad of contacts throughout the nation which will be important in the building of Colpix and Dimension into a more powerful record power," Kirshner stated.

Kirshner also feels that the absorption of the former Aldon Music creative team buttressed by the all-around disk selling skills of a sales department under McGuire is a potent combination. Uppermost in the company's selling schedule now is the marketing of the sound track from the Columbia Pictures release, "The Victors."

The label is putting much steam behind this one and McGuire will figure prominently in the improvement of distribution plans for all sound-track prod-

VICTOR DEALS TO GET BACK EDDIE FISHER

NEW YORK—There is a possibility that Eddie Fisher may return to his old record home, RCA Victor Records, in a few weeks. Though nothing has been signed, it is known that he has been deep in negotiations with Victor for the past few weeks.

If the deal jells Victor is supposed to get some recently cut sides made by Fisher for his own disk outfit, Ramrod Productions. The contract reportedly would be a one-year deal with two one-year options. There is a chance that the deal will be concluded by the end of July.

uct. The firm will also be plotting new ways to exploit the music, and the sound track from "Lawrence of Arabia."

McGuire comes to Colpix from 13 years with the London label. He came to London from Elliot Wexler's distributorship in Philadelphia.

Electric Speeches Spark New Feeling At Miami Meet

By REN GREVATT

MIAMI BEACH—A series of hard-hitting speeches delivered by key figures during and in conjunction with the ARMADA convention here last week were being widely credited at week's end with stirring new interest in ARMADA itself and new hope that problems now besetting the distribution field might ultimately find solution.

Beginning with an announcement from ABC-Paramount President Sam Clark to his distributors on his plan to pull the line from anyone found to be transshipping, through later discussions by Kapp President Dave Kapp, special ARMADA Washington counsel Earl Kintner and by Dave Miller of Miller International, the talks had a sort of shock wave effect which made itself felt for the duration of the seven-day industry doings here.

ARMADA President Amos Heilicher, in officially opening the ARMADA conclave, noted that "The largest major in our industry, Columbia, seems to be taking a definite stand. I believe they are sincere. Now we have the ABC-Paramount move against transshipping. If every manufacturer followed suit and every distributor co-operated, we'd be on the road."

Heilicher recommended a broadening of the ARMADA manufacturer-distributor advisory committee. "We want to watch what the majors are doing," he said. "We can work side by side with them." Following Heilicher's remarks, the

BRENDA SIGNS 20-YEAR, 35G DECCA PACT

NASHVILLE — Brenda Lee signed a new pact with Decca Records last week. It's a 20-year contract, which guarantees the young singer a minimum of \$35,000 a year. It is also reported to call for two pictures at Universal-International within two years. Dub Allbritton, her manager, has signed a new contract with her, giving him a 20 per cent slice. Brenda's Decca contract and her managerial contract had to be approved by Chancery Court here since she is still a minor.

Tuesday morning (25) official meeting, which had been opened to all industry segments, including dealers and one-stops also meeting in the area, continued with no-holds-barred speeches by Kapp and Kintner. The following day an equally dynamic *Continued on page 10*

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The Great Guessing Game

By JACK MAHER

NEW YORK — There's a new game that's growing in popularity around executive offices in the record industry. It's called "title roulette."

The way the game's played, the mahoff of a record firm gathers his key sales, promotion and a.&r. personnel and furnishes each of them with a copy of Billboard's "Hot 100" and a sharp pencil. Each of the staff members is then exhorted to pick what he thinks will be the top 10 tunes in six to eight weeks. The votes are counted and duly noted. Arrangements are quickly written in style very similar to the hit (less vocals if there are any on the original), fingers are crossed and

the LP goes into production.

If the tunes picked are not hits in six to eight weeks, key people in sales promotion and a.&r. get demerits.

Actually, if the number of albums being issued these days is any criterion, covering singles hits with instrumental interpretations on LP must be a lucrative business. More of them seem to appear each month. In any case, any record man will tell you these LP potpourris are more profitable for sure than getting involved in a hard-nosed singles showdown—if you guess right about tomorrow's hits, that is.

Artists who make a habit of scoring with these types of LP's are the Ventures, Bill Justis and Al Caiola, consid-

ered to be one of the first to make such product.

In the case of the Ventures and Bill Justis, the albums covering the hits rode the charts right along with originals. The Ventures' "Lonely Bull, Telstar and Other Hits" on Dolton was right up there along with the A&M and London LP's. Bill Justis' album, "Alley Cat-Green Onions," on Smash ran right along for awhile with the original packages on Atco and Stax.

Caiola sets on United Artists pull well, and Frank Hunter and the Huntsmen on Epic and a number of other artists are in initial action, sometimes even before the hit version LP is on the shelves.

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"(I LOVE YOU) DON'T YOU FORGET IT"

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"I WISH I WERE A PRINCESS"

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JIM REEVES

"GUILTY"

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Billboard BACKSTAGE

WHEN EARL KINTNER, Washington representative and trade relations counsel for the American Record Merchandisers Association, said the other day: "The record business is as full of illegality as any industry I have ever known," most traders attending the recent ARMADA convention in Miami Beach murmured, "amen."

And few of the nation's record dealers would quarrel with Mr. Kintner's assertion that "the record business is one of the most unhealthy industries in our economy."

Record dealers aren't asking for the moon. They want to make a fair profit and stay in business. And they don't want competition from discounters who clobber them with loss leaders. It doesn't seem too much to ask.

Mr. Kintner pulled no punches in his remarks to ARMADA members. He outlined the extent to which many traders had violated the law of the land, and he cited manufacturers, distributors, dealers, one-stops and rack jobbers. Specifically, he charged these groups with infringements of both the Robinson-Patman Act and the Trade Commission Act.

The charges came from an authoritative source. Mr. Kintner is a former member of the Federal Trade Commission with 15 years' experience in dealing with antitrust and unfair trade situations. He is unusually qualified to advise all members of the distribution end of the record industry on marketing rules and legal trade practices.

SAM CHASE AND REN GREVATT of Billboard's editorial staff were busy covering the big record-distribution story as it began to unfold in Miami Beach conventions this past week. A number of product and policy sessions were held by manufacturers for their distributors. Dynamic sessions were held by the membership of ARMADA and ROSA. The executive committee of SORD (Society of Record Dealers), inspired by keynoter Dave Kapp and ARMADA's Mr. Kintner, began to lay plans for a new era in the merchandising of records. (See separate coverage in this issue of Billboard.)

THE RECORD INDUSTRY in America today is unhealthy. It will need a complete medical staff to cure the ills as diagnosed by "doctors" Heilicher and Miller.

Dollar volume may drop, but there could be realistic profits for all. We feel that all responsible marketing forces will want to re-evaluate their present distribution practices, and, as suggested by Mr. Kintner, "come into compliance with the law."

Based on what we observed at industry meetings this past week ARMADA, whose membership consists of leading independent record distributors from all over the U. S. A., is going to take the leadership in bringing into focus the need for a set of trade practice rules that will have to be observed by all in record distribution if they are to avoid expensive legal actions.

Hal B. Cook PUBLISHER

Post to D'Imperio as Bill Bullock Retires

NEW YORK—Bill Bullock, RCA Victor division vice-president of markets services and business affairs, is retiring this week after 35 years with the company. He will be succeeded by the firm's senior counsel, Joe D'Imperio, whose new title will be division vice-president of business affairs.

Bill Bullock joined Victor in 1926, starting in Camden, N. J., as a cost clerk. His home base remained Camden until 1939 as he moved up the executive ladder. In 1939 he moved to Hollywood as assistant plant manager of the firm's Hollywood operation, and also served as manager of accounting and cost control at Victor's Indianapolis plant. In 1945 he became operation manager for the RCA Distributing Corporation in Detroit, and soon after became assistant regional manager for the RCA Victor division, working out of Los Angeles on special assignments.

Palisades Kicks In

NEW YORK—Irving Rosenthal, president of Palisades (N. J.) Amusement Park, launched the teen-agers March Against Leukemia with a check for \$500 presented to Bobby Rydell, who is the national teenage chairman of ALSAC.

In 1951 Bullock was named manager of sales planning, after a four-year stint as a Victor field representative. He stayed in charge of sales planning until 1955, when he was promoted to the post of manager of single records.

In the single records post he was responsible for all producing and marketing of single records at a time when rock and roll was making its big impact on pop music. It was at this time that Bullock became close to the activities of Elvis Presley and his manager Colonel Parker. Bullock and Victor's West Coast operations topper Steve Sholes were among the Victor executives instrumental in getting Presley on the label.

In 1956 Bullock was made a division vice-president, in charge of producing, merchandising, and selection of artists and repertoire for all Victor product. He held that post until 1960 when he was named to his present position in market services and business affairs.

Joe D'Imperio started with Victor in 1955 as a member of the law department in Camden. He was named attorney in May, 1957, and subsequently, in June 1960 he became senior counsel for the Victor Record division.

HALF-YEAR SCOREBOARD:

Columbia Maintains LP Edge; Victor Again Dominates Singles

By BOB ROLONTZ

NEW YORK—Columbia Records maintained its lead in the monaural LP field for the first six months of 1963, with more new Columbia albums—a total of 13—moving into the top 50 of the Billboard Mono Album chart than any other label. But breathing down Columbia's neck was Capitol Records, which had 12 new albums make the top 50 on the mono album chart. The company in third place in the new album race was RCA Victor, which had seven in the top 50 of the mono chart. Columbia has had the most new albums on the mono charts for the past three years.

On the stereo chart however, RCA Victor finished away out in front with a total of 22 new stereo albums hitting Billboard's 50 place stereo chart during the first half of 1963. In second place was Columbia with 16 new stereo albums on the chart, and far behind, in the third slot, was Capitol Records with six.

On the mono LP front, after Columbia, Capitol and Victor, was Dot with four, Decca, Kapp and Warner Bros. all tied with three, and Dolton, Laurie, London, MGM, and Verve with two apiece.

Companies with one new mono album in the top 50 of Billboard's mono album chart included: A&M, ABC-Paramount, Battle, Blue Note, Brunswick, Cadence, Chess, Colpix, Coral, Everest, Fabor, Fantasy, Mercury, Motown, Musicor, Parkway, Philips, Reprise, Riverside, Roulette, Scepter, Vanguard, Vee Jay, Lenox and Original Sound.

37 Heard From

A total of 37 labels had one or more albums in the top 50 of the mono chart during the first half of 1963.

Victor's big lead in new stereo records was sparked by its Dynagroove releases, most of which hit the stereo chart soon after issue. Following Victor, Columbia and Capitol on the stereo chart, were Dot, London, MGM, and Warner Bros. with four each and Reprise with two.

The following labels had one stereo album each on the Billboard stereo LP chart in the first six months of 1963: A&M, ABC-Paramount, Blue Note, Colpix, Decca, Dolton, Epic, Fantasy, Hi-Fi, Kapp, Lenox, Liberty, Philips, Riverside, 20th Century-Fox, Vanguard, Vee Jay and Verve. A total of 26 labels had one or more new albums on the stereo chart in the first half of 1963.

Double Scores

A number of artists were able to hit the top 50 of the mono chart with two new albums in 1963. They were the Kingston Trio, Peggy Lee, Dion, Robert Goulet, Ventures and Jimmy Smith. Two artists had three new albums in the stereo chart during the first six months of 1963, the Boston Pops with Arthur Feidler, and Mantovani.

Artists with two new albums on the stereo chart in that period were the Boston Symphony, Henry Mancini, New Christy Minstrels, Peter Nero, Frank Sinatra, Jimmy Smith and Lawrence Welk.

NEW YORK—RCA Victor continued its mastery of the singles field for the first half of 1963, a streak that has kept Victor the hottest firm in singles since 1960. For the first six months of 1963 Victor had more singles in the top 50 of Billboard's hot 100 than any other label with a total of 17.

However, Columbia Records, for the first time in many years, was giving Victor a close singles fight. Columbia, for the first half of 1963, had 14 records in Billboard's top 50, of the Hot 100. Third in the half year summaries was Capitol Records, with nine in the top 50.

Two companies were tied for fourth place, Decca and Tamla, both with a total of six. And three labels were tied for fifth place, Cameo, Kapp and Phil Spector's Phillis label with five each. Firms with four records in the top 50 for the first half of 1963 were Atlantic, Dimension, Liberty, MGM, Roulette, Parkway and Vee Jay.

ABC-Paramount, Epic, Laurie, Mercury, Monument, Philips and Warner Brothers each had three records in the top 50 of the Hot 100. Big Top, Brunswick, Dot, Duke, Gordy, Motown, Scepter, Sue and Vanguard, each had two.

One Time Scorer

Labels with one record in the top 50 included, Argo, Battle, Cadence, Checker, Chess, Colpix, Del-Fi, Diamond, Dolton, Fabor, Fantasy, Fraternity, Hi-Fi, Imperial, Joy, Jubilee, King, Monogram, Moonglow, Musicor, Old Town, Serock, S.P.Q.R., Swan, Tico, Tri-Disc, Valiant, Wand and Zen.

It is necessary to point out that the number of records a company may have in the top 50 of the Hot 100 does not necessarily reflect that label's sales position in the market. Some records in the top 50 may sell a million, others may only sell 200,000. However, the more records a firm has in the top 50 the better its chances of having a record break for the big sales, and the more artists it has with a chance for the 500,000 or million seller.

The above compilation is done by individual labels, even though some of the labels are subsidiaries of larger companies. If labels of the same parent company are added together the results would be somewhat different. For instance Columbia with its 14 and Epic with its three add up to a total of 17

Continued on page 12

Jackie's Jazz Bash Raises 15G for King

NEW YORK — A total of \$15,500 was raised for Rev. Dr. Martin Luther King's Southern Christian Leadership Conference last week (23), at a jazz concert performed at the home of Jackie Robinson in Stamford, Conn. A total of 750 people attended the concert held on the grounds outside of Robinson's home, which was put together by Mercer Ellington, George Simon, Billy Taylor, Mrs. Jackie Robinson, Bea Wayne and Marvin Logan.

Stars appearing at the concert included Dave Brubeck Quartet, Dizzy Gillespie, Cannonball Adderly's Combo, Billy Taylor, Carol Sloane, Joya Sherrill, Randy Weston, Luther Henderson and flock of top names known as the Duke Ellington alumni.

WE HAVE OUR OWN HOT LINE

NEW YORK—A direct telephone line to Billboard's pop chart department has been set up for callers interested in getting chart information before the newspaper comes out. The number is PLaza 7-3127.

Information is available on Thursday mornings of the week before Monday publication.

Ritco Gets Master

NEW YORK—Ritco Records, a subsid of Jody Distributing, has acquired national distribution rights to a new master on the Benson label called "This Is the End," by Fabulons. Jody is also the distributor in this city. Jody Distributing is acquiring a number of new lines after working almost exclusively with oldie but goodie disks.

Capitol Enters Budget LP Field in Classics

HOLLYWOOD—Capitol Records is entering the budget LP field for the first time in its history. It is doing it in the classical area, with a new line of budget LP's to be called "Paperback Classics." They will list for \$1.98 for mono and \$2.98 for stereo.

First Paperback Classics to be issued will be in mid-August when 20 sets will be released. They will carry names of top conductors like William Steinberg, Leopold Stokowski, Erich Leinsdorf and Rudolph Kempf. Sales force starts taking orders on the series starting this week. Paperback Classics will be issued in a universal cover, made

of Fortune-type magazine stock, and will be poly-bagged.

With the entry of Capitol into the budget classical market, the firm has announced a reduction in the price of its Capitol classics line. New prices for Capitol classics will be \$3.98 and \$4.98, a reduction of \$1. Angel classics will continue at the standard price of \$4.98 for mono and \$5.98 for stereo LP's.

Presley's Number 1 Hit Record Overwhelming

15-Year Mark Unmatchable

NEW YORK — Elvis Presley is so far ahead of the pack with No. 1 singles that it is doubtful if any artist ever will catch him.

In a special survey made by Billboard's record market research division, under Tom Noonan, covering the 15½ years from January 1, 1948, to June 30, 1963, figures showed that Elvis has hit the No. 1 slot on the Billboard Best Selling Singles or Hot 100 charts 16 times with different single releases.

Nearest to Elvis is Perry Como, who over the decade and a half has had five different disks in the No. 1 slot. After Como, no artist has had more than three different records ever make the top.

The survey only covered the first time that a record hit the No. 1 spot. Number of weeks in the top slot, or the fact that it might have fallen off and then

ELVIS A-O.K.

NEW YORK — Through an error the new Elvis Presley record of "(You're A) Devil in Disguise" slipped through as a four-star review instead of a Billboard Spotlight, which it was intended to be. Disk jumped to No. 49 on Billboard's Hot 100 this week.

jumped back to No. 1 again did not count. And using that criterion, Elvis is so far in front he's almost out of sight.

Way Back When

One of Elvis' disks actually hit the No. 1 slot with both sides, "Hound Dog" and "Don't Be Cruel," back in 1956. This record remains Elvis' biggest even now, having sold more than 5,000,000 copies. Elvis first hit No. 1 on Billboard's singles charts in April of 1956 with his first for Victor, "Heartbreak Hotel."

The Presley No. 1 positions give RCA Victor a solid lead in No. 1 records over the 15 years, with 35. Next to Victor is Columbia with 26. Following in order are Capitol with 19; Decca and Mercury with 13; MGM with 11; ABC-Paramount with 8; Dot with 6; London with 5, and Vee Jay with 4.

Companies who had three No. 1 records in the 15 years include Cadence, Coral, Liberty, Parkway, Roulette, Laurie and Kapp. Firms with two No. 1 records were Atco, Atlantic, Chancellor, Colpix, Era, Imperial, Scepter and United Artists. And those companies who had one No. 1 record in the years from 1948 through June, 1962 were Beltone, Big Top, Brunswick, Canadian-American, Challenge, Clock, Dimension, Dolphin, Dore, Epic, Fury, Garpax, Herald, Keen, Leader, LeGrand, Lute, Monument, Okeh, Philips, Philles, Regent, Smash, S.P.Q.R., Tamla, Warner Bros. and Vanguard.

Following leaders Elvis and Como, were names who had had three No. 1 records. They were: Tony Bennett, Ray Charles, Chubby Checker, Rosie Clooney, Nat Cole, Percy Faith, the 4 Seasons, Eddie Fisher, Connie Francis and Patti Page. Artists who had two records that made No. 1 were: Paul Anka, Frankie Avalon, Pat Boone, Tessie Brewer, Doris Day, the Drifters, the Everly

Beauty and the Best



WINNING TOAST is given by Marlene Dietrich to Gitte, young Danish vocalist who won the fourth German Song Festival in Baden-Baden with the tune "Ich will 'nen Cowboy als Mann." See story, international section.

Biondi Lands Coast Post With Powerhouse KRLA

CHICAGO — Dick Biondi ended his two month self-imposed exile from radio by joining KRLA, powerful 50,000-watt, top-40 outlet in Los Angeles.

The former WLS name-deejay was slated to take over an air-shift July 1. John Barrett, station manager, said the specific shift had not been decided as of Billboard press time.

Barrett said that Biondi had been signed "for an indefinite period of time," but noted as yet, "no long term agreement had been reached" with the deejay.

The comment supported speculation that Biondi had a number of other irons in the fire and was taking the KRLA post as an interim job. Biondi was said to be eyeing—among other things—a syndicated show similar to that done by Dick Clark.

In the meantime, however, Biondi will be a big help in helping KRLA fight its No. 1 competitor, KFVB. The two stations are virtually neck-and-neck with KFVB now holding the lead. Both are top-40 outlets.

Barrett has been building the KRLA roster for some time. Two fairly new additions include Ted Quillin, formerly with KFVB, and Bob Hudson,

Vet Blumberg Joins Staff

NEW YORK—Walter Blumberg, former sales manager with Amy-Mala Records, has been appointed to the advertising sales staff of Billboard.

Blumberg, who has a 15-year background in sales in the electronic and record field, will handle sales in the special areas of phono, tape and home entertainment equipment, raw and pre-recorded tape, talent for regular and special issues, Who's Who talent, and radio programming services.

Brothers, the Fleetwoods, Les Paul and Mary Ford, Frankie Lane, Brenda Lee, Guy Mitchell, Vaughn Monroe, Rick Nelson, the Platters, the Chipmunks, the Shirelles, Jo Stafford and Kay Starr.

Audrey Film Under Way

NASHVILLE — Audrey Williams and her new picture firm, Marathon Films, started shooting here last week on a movie to be called "Country and Western Music on Broadway." Victor Lewis, Ward Hudgins and Mrs. Williams are the executives of the film company. Starring in the picture, which is based loosely on the life of the late Hank Williams, will be his widow and son Hank (Randell) Williams Jr.

formerly with KEWB, San Francisco.

The new line-up will include Reb Foster, program director; Casey Kasen, Bob Eubanks plus Biondi, Quillin and Hudson. Biondi and Barrett, incidentally, are old friends, having worked together some years ago at WKBW, Buffalo.

Barrett has described Biondi as one of the "best deejays in the country." When Biondi was at Chicago's WLS he was easily the No. 1 deejay in the city for his evening time slot and his

Station Ratings Should Reveal Size of Sample

WASHINGTON—Radio stations claiming market ratings will do well to make full disclosure of actual sample size and other data in the surveys on which advertising is based. This warning was given by FCC Chairman E. William Henry in his recent appearance before the House Investigations Subcommittee probers of broadcast audience measurement.

The FCC chairman and Rep. Oren Harris, chairman of the subcommittee, were in agreement that industry be given a chance to clean up its own rating mess. Both men also felt that regulation would be a "last resort," but if it had to be, Representative Harris would probably propose a full disclosure requirement for rating services and broadcast users—in the manner of the anti-payola and plugola legislation.

The Federal Communications Commission chairman praised the efforts of NAB and the broadcast industry for its program to set up standards for rating services to meet. But until the standards are set and rating sheep can be separated from the goats, the broadcaster will have a "reasonable" amount of responsibility to check into rating service he uses. If a sample claim is 400 homes, but the actual survey hit base at only 20 homes—this must be disclosed in aired or print advertising.

The Harris Subcommittee had previously praised the Radio Advertising Bureau for its launch of a study on radio rating methods—a separate undertaking for radio only and apart from the program of the National Association of Broadcasters. FCC chairman said there is some question in his mind as to whether a "total" radio listening

ratings were often double those of his next competitor.

The most surprising thing of all is that Biondi has managed to stay out of work for almost two months since he walked out of WLS in a huff.

At various stages, he was rumored to be joining stations in New York, Boston, Cleveland, Pittsburgh, Los Angeles (which turned out to be correct),

Continued on page 8

can ever be measured accurately and economically enough to make it pay.

He urged broadcasters to do some audience checking on their own when they conduct community surveys of what is wanted in programming. In fact, when the soon-due programming forms come out, broadcasters will have to report in detail on the way they canvassed their listeners.

The FCC chairman urged broadcasters to program on their own initiative and not rely on ratings, or ad agencies or networks for total programming.

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Vol. 75 No. 27

LATE SINGLE SPOTLIGHTS

Pop

TONY BENNETT

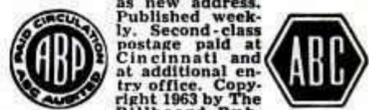
THIS IS ALL I ASK (Massey, ASCAP) (3:14)—TRUE BLUE LOU (Famous, ASCAP) (2:41)—Tony Bennett, currently high on the charts, will no doubt keep up his record with two powerful ballads delivered with exciting emotional impact. Topper, penned by Gordon Jenkins, is first-rate material now enjoying a lot of record action; flip is the old Robin, Coslow, Whiting lament done up royally by Bennett and arranger-conductor Ralph Burns. **Columbia 4-2820**

CHUBBY CHECKER

SURF PARTY (C. C. Kalmann, ASCAP) (2:28)—TWIST IT UP (Kalmann-C.C., ASCAP) (2:35)—Chubby Checker gets into the swing with his first surf side, an action-packed delivery with strong choral and sound effect support. The performance will keep Checker on his hit-wave. Flip displays the hit sound that has given the vocalist his title of "Twist King." **Parkway 879**

JIMMY SOUL

CHURCH STREET IN THE SUMMERTIME (Rockmasters, BMI) (1:55)—Jimmy Soul has done it again with another sound-sequel to his smash-hit, "If You Wanna Be Happy." The side has the same happy calypso rhythm that put its predecessor into No. 1 place on the charts. Flip is "Treat 'Em Rough" (Rockmasters, BMI) (2:07). **S.P.Q.R. 3310**



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STEREO "360 SOUND"

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Songs For A Summer Night

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Doris Day Oh What A Beautiful Dream	The Clancy Brothers and Tommy Makem The Ring Of The Moon	JIMMY DEAN I Was Just Walkin' Out The Door	DION The Loneliest Man In The World	Aretha Franklin God Bless The Child
Robert Goulet The Moon Was Yellow	EYDIE GORME Guess I Should Have Loved Him More	Mahalia Jackson The Green Leaves Of Summer	Frankie Laine Moonlight Gambler	Mitch Miller and the Gang In The Shade Of The Old Apple Tree In The Good Old Summertime
Patti Page Just A Simple Melody	My Coloring Book BARBRA STREISAND	JERRY VALE Summertime In Venice	Steve Lawrence If You Love Her, Tell Her So	EARL WRIGHTSON Some Enchanted Evening
The New Christy Minstrels I Know Where I'm Goin'	Marty Robbins The Bend In The River	Leslie Uggams Summertime	Andy Williams May Each Day	

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2 LP RECORDS — 24 GREAT STARS — 25 WONDERFUL SONGS

Songs For A Summer Night

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From Columbia Records**

This One



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Distrib Diversification Big Topic in Panels

Lively Discussions Underline Problem

MIAMI BEACH—Distributors attending the ARMADA convention here participated in panels on three subjects of great pertinence to today's record market: diversification for distributors, the manufacturer-distributor relationship, and a proposed standard contract between manufacturers and distributors.

Diversification Panel

The diversification symposium discussed the pros and cons of distributors entering into such additional activities as one-stopping and rack jobbing. Jim Schwartz of Washington held that if all distributors would diversify, the result would be the utmost confusion with all those in the same market duplicating each others' function. In such a case, he asked, would they sell to each other? He said that the only weapon with which they could fight each other would be price, since all would have the same merchandise, so the one who would buy and sell cheapest would have the edge.

Carl Glaser of Buffalo said that in order to exist, a distributor today must become a complete wholesaler, and that rack jobbing and one-stopping now are forms of distribution. If manufacturers can find a way to finance and collect money from racks, he said, they will sell directly, as there would be no reason to continue to use the distributor as a middle man.

Bob Hausfater of St. Louis agreed and urged each distributor to diversify unless he could answer these questions affirmatively: Does he get a fair shake from his one stops and rack jobbers? Do they pay on time?

NOW PASSAIC, TOMORROW THE WORLD

MIAMI BEACH—With transshipping a major topic of discussions in and out of the meetings here, one distributor told an assembled group that he recently received a telephone order from a distant place, but told the caller to wait while he checked to see if he fell into the distributor's territory.

"I got up and went to my wall map, which is a map of the world, then went back to the phone and told him he was lucky, he just happened to fall into my territory!"

Do they buy all their records from him? If not, he should evaluate his market and determine the best course—whether to become a one-stop, racker or to operate leased departments, without diminishing his distribution function.

Bob Kornheiser of Atlantic Records warned distributors that while it makes sense to undertake all functions in some markets, it does not in others, and when deciding to enter new fields the distributor must be sure he is doing so for sound reasons and can do a solid job.

Why Free Goods?

Jimmy Martin of Chicago, speaking from the floor, urged that distributors go back to being distributors. He asked why

(Continued on page 12)

EDEN ROC 'IN' AS DISKMEN'S MIAMI HOTEL

MIAMI BEACH—The Eden Roc Hotel here claims the title of disk industry headquarters for the Miami area and for all visting disk firemen. The hostelry hosted the fifth annual ARMADA convention last week, the biggest, incidentally, ARMADA has had yet.

In addition, regional sales sessions for Epic Records will be held here July 15-17. The National Association of Record Merchandisers (NARM) has already scheduled its spring 1964 convention here, next April 19-23, after hosting similar meets in 1961 and 1962. Columbia Record distributors held a meeting here last January, according to Eden Roc sales chief Paul Hochheiser.

Heilicher Re-Elected

MIAMI BEACH—Amos Heilicher was re-elected president of ARMADA at the final session of the group's convention here last week. Joining Heilicher among the new officers are Jimmy Martin, executive vice-president; Irwin Fink, secretary, and Jim Schwartz, treasurer. Regional vice-presidents are Joe Cohen, East; Bill Davis, Midwest, and Bob Chatton, West.

Named to the ARMADA board were Harold Lieberman, Henry Nathanson, Milt Salstone, Harry Levin, Hutch Carlock,

Officers to Weigh Cut-Outs Problem

MIAMI BEACH—The problems created by cut-outs, discussed informally all week here, came to the formal attention of the ARMADA convention as virtually its last official subject of discussion when the topic was raised under the heading of new business.

It was charged that at the very least, when dumped on the market, they confuse the public by being available at a price so much lower than other disks of the same series. In addition, sometimes these come floating back to distributors along with regular returns and are even being credited at regular prices.

There will be discussions of some way for cut-outs to be boldly marked by manufacturers, either by a rubber-stamped legend marking them as special sales merchandise or in some other very distinct manner. The question has been left in the hands of ARMADA's officers for further solutions to replace the present subtle marking practice. ARMADA President Amos Heilicher noted that the manufacturers don't want confusion and some may be leaning toward scrapping rather than continuing the practice of cut-outs. He observed: "There's plenty of shlock on the market now, we don't need cut-outs too!"

Carl Glaser, Bill Shocket, Jake Friedman and Bud Lampe.

The manufacturer's advisory committee, proposed some time ago by executive secretary, Paul Ackerman, to work out ideas for better manufacturer-distributor relationships, also took form at the final meeting. Named to this group were Dave Kapp, Al Bannett, Johnny Sippel, Jerry Wexler, Herb Corsack, Ewart G. Abner Jr., Mike Maitland and Jerry Blaine.

'Buying Money' May Be Illegal

MIAMI BEACH—A leading manufacturer is understood to be planning to drop its current method of selling to big volume buyers because it fears its system could be deemed illegal as granting special advantages to the retailers who use it.

The plan, known by those who used it as "buying money," involved premission for the big buyers to place a purchase order for its anticipated annual needs based upon the most favorable discount plan made available by the label. However, no records were specified at the time the order was placed. The buyer then had the prerogative of calling for delivery of specific disks all through the year as they became hot items. In this manner, it was assured the strongest possible merchandise at the lowest possible price. It also eliminated such messy features as warehousing ordered product between the time ordered and a later time when delivery was desired, as was done for some big buyers.

Mfrs. Tell of Fall Releases, Dealer Plans

MIAMI BEACH—Presentation by 10 different record labels of fall product releases and promotion and merchandising plans was a key factor of the disk industry activity here last week. The manufacturer sessions were held both prior to and after the annual convention of ARMADA at the Hotel Eden Roc. Following are details of some of the plans outlined here:

ROULETTE RECORDS

A score of new albums, various re-releases and the recently issued 12 Golden Goodie albums form the heart of the new program for Roulette and associated labels. To spur distributor interest, the company announced a program of 1,000 deals. Each of these deals is available on a first-come-first-served basis and involves a quantity of free LP's for each 1,000 ordered. The aim of the plan is to sell 1,000,000 LP's during the program, which expires September 25.

The plan, titled "Albums That Sell Like Roulette Singles," is based on a similar "deals" system currently being employed by the firm on singles sales. Under this plan, which continues, the firm offers 150 deals incorporating a quantity of free records with each 1,000 purchased, again on a first-come-first-served basis. When these deals are used up, a straight 7½ per cent dis-

count obtains for the life of the record.

The album program, which includes pop product by such hit-makers as Ray Barretto, the Essex, Lou Christie and Joey Dee, carries an advertising allowance, provided a basic quota is met, which must be used during the life of the plan or be forfeited. A heavy consumer and trade advertising program is planned along with in-store displays and jockey promotions.

COMMAND RECORDS

The largest single album release since its inception was announced by Command Records to distributors here. The release is featured by a one-free-for-six-purchased arrangement, which also applies to the entire Command catalog. Also available to dealers through Command distributors is a special metal rack which holds a substantial quantity of six different albums.

The release itself, according to Enoch Light, Command head, features new product by Charlie Magnante, Dick Hyman, Urbie Green and a big ork package of movie themes. The Robert DeCormier Singers ("a 25-voice folk group I found at the Bitter End in New York," said Light) and a set featuring Roberta Peters, Alfred Drake and chorus on the musical hits of Leonard Bernstein, round out the pop

section. A new classical outing features the Pittsburgh Symphony.

ABC-PARAMOUNT

The ABC-Paramount product presentation was highlighted by broad contrasts, incorporating the light, sometimes humoring product presentation by sales topper Larry Newton and a deadly earnest anti-transshipping announcement by President Sam Clark, which was to become one of the most talked about single developments of the entire week (see separate story).

The program, which covers 12 new ABC-Paramount releases, nine on the Impulse jazz line, two on the Ray Charles-operated Tangerine label and one on Chancellor, calls for the firm's regular year-round discount of 12½ per cent. There are no allocations, guarantees, quotas and there will be no dated billing. The release includes new albums by Ray Charles, Fats Domino, Ferrante and Teicher, the Impressions, Hugo Winterhalter, Roberta Sherwood, B. B. King and Frankie Avalon, among others.

JAY-GEE RECORD CORPORATION

The Jay-Gee presentation, covering Jubilee and Josie labels, was highlighted by general remarks by President Jerry Blaine, in which he implored dis-

tributors to "take the bull by the horns and get rid of any manufacturer who won't protect you." There is, according to Blaine, "only one answer—stabilization of prices. We have helped murder ourselves," he added.

The release itself, presented by Steve Blaine, has, as one of its highlights, a 10th anniversary repackaging of Jubilee's original "Bloopers" comedy series. Another key item will be a new Rusty Warren set for delivery in September. The Josie release includes 16 new albums. The program calls for a "buy 100, get billed for 85" deal with another "five and two" if paid before the 15th of the month.

COLPIX RECORDS

Colpix General Manager Jerry Raker told his distributors that "this will be the last presentation I will make for Colpix." Raker announced his resignation with the statement that "when a new management team takes over, they often prefer to bring in their own team." Raker then handled the presentation of 10 new albums, including a "Bye Bye Birdie" re-creation featuring pop stars Jimmy Darren, Shelley Fabares, Paul Petersen and the Marcells, and a Nina Simone set, plus four packages in a new spoken word series.

Sales Manager Ray Lawrence said no allocations would be made. A "buy 100, get 20 free"

plan is in effect on new releases. The label's kiddie catalog carries the same discount, while all other catalog features a "10 free with 100" deal. Title of the plan is "Winner . . . Take All."

VEE JAY RECORDS

Vee Jay Records unveiled its most ambitious package plan to date, incorporating a heavy release on Vee Jay itself, in addition to a new distribution deal on the Horizon folk label, the new FM label, a folk and jazz line headed up by Pete Kameron and Monte Kaye, a new TV Gospel Time label, new singles material on Ace Records and a label to be known as Oldies 45. The last-named will feature regular release of old rock hits, to be merchandised through a special pre-pak browser unit. The plan is designed to make distributors under Vee Jay's Dart Sales, a separate distribution set-up, one-stops for oldie singles.

Following presentations by Kameron for F & M, Dave Hubert for Horizon, Calvin Carter and Randall Wood for Vee Jay, Johnny Vincent for Ace and Jay Lasker for the Dart oldies plan, Vee Jay's Ewart G. Abner Jr., in announcing a discount program, said: "We're not allocating. There's nothing wrong with the business that good product can't cure."

(Continued on page 12)

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ROBERTA LEAN

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STOP IT STANLEY

FOX 409



ROSA Seeks Ground Rules for Co-Existence

Healthy Turnout at 2d Annual Parley

MIAMI BEACH—A colorful list of guest speakers, agreement from manufacturers to try to establish better communication with one-stops and a turnout of 24 individual one-stop firms, which includes two new members signed here, were among the highlights of the second annual convention of the Record One-Stop Association (ROSA) held here last week at the Fontainebleau Hotel.

Prior to introducing guest speakers, ROSA President Irving Perlman told an imposing assemblage of one-stops and invited distributor and manufacturer guests at the opening meeting Monday (24) that the one-stops' primary purpose is "to sell records." Perlman also expressed the hope that manufacturers would focus on quality rather than quantity in product; that this would not be the end of concurrent meetings of ROSA and ARMADA, and that some form of "ground rules for co-existence" between elements of the industry might be set up.

Opening day Chairman Manny Wells then took over and promptly declared that "the lackadaisical attitude of distributors created one-stops. Are we now asked to give up our dominance in singles sales?" Wells asked. Turning to a key issue during the week of disk

industry action here, Wells noted that "Mature men don't need government intervention to settle their problems. If we can't get the problems straightened out among ourselves," he continued, "we'll derive the wrath of the long arm of the law."

Guest speaker Bill Gallagher, vice-president of marketing for Columbia Records, then opened with the statement that "The problems may exist only in our minds. We (at Columbia) worry about the consumer and the most expeditious way to get the goods to him. We don't see these problems, the ones we are hearing so much about. We have good artists and creative people.

Need Definition

"In subdistribution," Gallagher went on, "we simply need definition. You (the one-stops) grew because coin operators needed guidance, not because of any lack or failure. Retail dealers are still the backbone of the industry and you've helped many small dealers in many areas."

On another point, Gallagher noted in reply to earlier remarks about quality and quantity, that "Part of our problem is the product that doesn't sell. How do you decide which five of the 50 records you have you'll release?"

Gallagher also advised the

one-stops to "forget about price and think about product," and to "stay in your own back yard." Following the talk, one-stops present questioned Gallagher closely on the matter of Columbia's branch policy on singles to one-stops. Gallagher explained that "We can't dictate distributors' product policy to you. That's their problem. We are, however, making every effort to stabilize deals within the branch organization to various one-stops on various records from various branches. We'll continue to look at the branch policies and we'll certainly try to stabilize this problem," Gallagher concluded.

Trade Meet Hint

Benjamin Kuby, ROSA attorney, told the members that "If we don't put our house in order we're going to get some help." Referring to the possibility of a Trade Practice Conference sponsored by the Federal Trade Commission, Kuby said such a conference could "clarify definitions on price discrimination and functional discount matters." He added that ROSA President Irving Perlman has been invited to testify at forthcoming hearing on questions of dual distribution, to be held by the Roosevelt (D., Calif.) small business committee subcommittee on distribution.

Concluding the opening meeting, Stan Stone, a New York one-stopper, publicly thanked Bob Fead of Liberty, Len Levy of Epic and Bud Katz of Roulette "because they care about the one-stops." He thanked them for the close communications they set up between their labels and the one-stop fraternity.

Other speakers at later sessions included Ralph Berson, vice-president in charge of sales for Pickwick International, who told the ROSA members that one-stops "are missing the boat if they don't stock budget LP record lines"; ARMADA President Amos Heilicher, and Morris Levy, president of Roulette Records.

Heilicher told the ROSA group that "the most profitable part of the industry in terms of the investment needed is one-stopping. We must not be selfish. I'm not above reproach, I've been wrong, too," Heilicher said. Suggesting that one-stops should stop buying out of their own areas, he noted that "One-stops must see that the distributor has enough profit to live. Get paid for the services you are giving and try to live with competition," he added.

What's the Score?

Commenting on the haziness on the lines of division between

the various marketing channels of the disk field, Morris Levy, Roulette president, told the one-stops that in relation to one-stops, distributors and rack jobbers, "You can't tell a player without a scorecard and even when you have one it's still hard to find out what the score is. This confusion is now taking its toll of the product we create as manufacturers and it is taking its toll of my profit structure. The man making the product is getting squeezed so that soon he may have to just stop making product.

"Do your job as a one-stop and stop trying to be a distributor by going after his function or trying to buy at his prices," Levy warned. "My distributor carries my full line, he gambles with me when I ask him to and I represent a large dollar investment to him. His price is a better price and it is rightly so. You can stay in business by working with manufacturers and distributors and being the best one-stop you know how to be and performing that function which as a one-stop you were meant to perform."

During a question and answer period which followed, it developed that a surprise spectator was Sydney N. Goldberg, vice-president of Decca Distributing. Goldberg turned the tables on normal procedure and began questioning the one-stops on such matters as why their returns were so large and why they chose to take advantage of the functional discount allowed them by selling singles to retail and operator customers at prices lower than those charged by the firm's own branches. The one-stops also queried Goldberg on various problems of a regional nature.

During a luncheon Monday (24) ROSA bestowed its title of "ROSA man of the year" upon U. S. Attorney General Robert F. Kennedy. The award was presented by Sammy Ricklin and received by the newly appointed U. S. attorney for the Southern district of Florida, William Meadows. A second award was made by Lou Boorstein to Liberty Records' Bob Fead in token

Name Jerry Byrd

NASHVILLE — Jerry Byrd, the well-known steel guitarist, has been named general professional manager of Combine Music. Combine is the music firm belonging to Fred Foster's Monument Records firm.

of appreciation for Liberty's help to the one-stops.

Finally, a surprise award was made to ROSA's first president, Irving Perlman. The presentation was greeted with a standing ovation. All awards took the form of plaques.

Biondi to Coast

Continued from page 4

and as late as last week Chicago. Wally Philips, a Chicago deejay on WGN, started the rumor by saying on the air that Biondi would join WYNR, the 5,000-watt McLendon Corporation rocker here.

Ironically, WYNR had been Biondi's big competitor when he was on WLS. Following the announcement, WYNR officials confirmed they were negotiating with Biondi, and admitted they were trying hard to land him.

Biondi would have joined Dick Kemp, WYNR's popular teen-age idol, to give the station what one executive described as a "real powerhouse line-up."

The move, however, never materialized, primarily because Biondi was reported to be reluctant to be in a position of bucking Gene Taylor, WLS program director and a close friend.

An interesting sidelight about Biondi's two-month air hiatus is that part of the time was spent not in playing records but in recording an album of his own. The LP is "Dick Biondi's Favorites... The Teenagers" on Riverside and consists of a series of spoken-word bits with musical backing by Ray Stevens.

Paul Glass of Allstate Distributing Company, one of Chicago's prime movers of pop merchandise, reportedly moved some 2,000 copies of the record in less than two weeks.

Biondi's biggest air-support came from his former competitor WYNR. And on WYNR, the jockey giving Biondi's disk the most play was his old rival Kemp.

The two even joined hands with Ray Stevens to do a buddy-buddy remote broadcast from Chicago's Sheraton consisting of interviews and pop music. Although the show received limited advance publicity, the Sheraton ballroom was packed with teenagers.

Kemp later described the phone calls and mail reaction to the show and to Biondi's disk as "amazing—one of the biggest responses we've had to date."



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Urge Trade Conference

MIAMI BEACH — The Record One-Stop Association (ROSA), in the concluding act of its 1963 convention here last week, officially called for a voluntary, high-level, industry conference to solve the current problems of the record industry. At the same meeting, a slate of officers was elected for the coming year.

The resolution stated that "ROSA stands ready and willing to join with the other major segments of the record industry in conferences to be convened immediately to discuss and by lawful means attempt to solve these pressing problems without the necessity of intervention from the federal government or its agencies.

"However, if the industry is

unable to satisfactorily resolve its own problems, ROSA will join the other segments of the industry in requesting the Federal Trade Commission to call an industry-wide Trade Practice Conference to establish guidelines in the record industry."

In yet another resolution, ROSA requested that "record manufacturers agree to supply without charge to all recognized one-stops in the U. S. with title strips for the use of one-stops in the distribution of single records to music operators."

Unanimously re-elected president of ROSA was Irving Perlman, one of the founding fathers of the organization. Newly elected officers are Stanley Stone, vice-president; Pat Cohen, treasurer, and Bob King, sec-

retary. In another move, the membership named Lou Boorstein to appear for ROSA at forthcoming hearings on problems of dual distribution, to be conducted by the Roosevelt (D., Calif.) Small Business Committee subcommittee on distribution. Boorstein will outline and discuss the position of the one-stop in the record industry.

Following the official adjournment of the ROSA sessions, Perlman and his colleagues were enthusiastic in appraising the impact of the convention. "We've focused attention on the one-stop and his importance in the industry," said Perlman. "And we feel we've opened new lines of communication between the record manufacturers and the one-stops."



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A STATEMENT IN THE PUBLIC INTEREST

by the discoverers of

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Hard-Hitting Key Speeches Stir New ARMADA Hope

• Continued from page 1

speech, which at times hit emotional peaks, was delivered by Dave Miller. Following are retails of all three of these speeches:

DAVE KAPP, president, Kapp Records

Kapp began by tracing the sales history of the record business, noting that "We had a big one at Decca with 'Bei Mir Bist du Schoen' by the Andrews Sisters. It sold 100,000. Today you have a Meader who sells 4,000,000 albums. We ought to be getting richer, fatter and happier every day, but we're not.

"There are always peaks and valleys in this business and once during bad times somebody started the discount. It was the only crutch they understood. But the graveyards are filled with companies for which discounts didn't work."

Smoke Screen

Turning to what he called "the big deal smoke screen," he asserted that the business is in a state of "profitless prosperity." Kapp continued: "I believe the manufacturer must show the way. There are too few distributors who know their function and command their own destinies. They are dictated to from all sides. Few have the courage to refuse an order, even if it doesn't promise them a profit. Distributors must simply learn how to sell product, not price.

"We may be making jackets without records next. In fact, somebody already is," Kapp said, holding up a sample cover of a recently announced series of covers without records. "I call this a disgrace," he commented.

"There is too much bad product and too many allocations. You ought to charge storage rental to the manufacturers for some of this product. Actually, you continue to accept it on the theory that I won't pay for it. The people you have on full time, just checking the merchandise in, should be out selling. You should stage a rebellion against unqualified allocations. What are you, a distributor or a way station? How can you make a profit on 10, 10, 10, 5 and 2 and one free for every seven you buy?

"Much of the blame lies with the manufacturer but you do nothing to help. The manufacturer should not impose unreasonable demands but you have to help yourself. Be a salesman instead of an accountant. Sell at a profit and sell product, not price."

EARL KINTNER, special ARMADA Washington counsel

After complimenting Kapp on his down-to-earth approach, Kintner lost no time in turning on the heat. "You are one of the unhealthiest industries in the economy," he told the audience of close to 300. "You seem to act as though you're in business for the fun of it. This industry is as shot full of illegality as any I've ever known."

Kintner, who is a former chairman of the FTC, continued to jolt the audience: "Some of you seem to think transshipping is next to illegality. Every independent manufacturer and distributor should be a member of ARMADA. Every dealer should be in SORD and

the two should work closely together.

Government Hip

"If the distributors are violating the Robinson-Patman Act, the manufacturers are too and the Government knows it. Nearly all of you are guilty of treating your customers unfairly on price favoritism. The Government has two weapons. A trade practice conference would be a guide, to spell out the meaning of the law for voluntary co-operation. It also has the cease and desist order. There are several hundred complaints now before the Commission. You are in bad with the Government now and you'll have to convince them that you can set your house in order or they will do it for you.

"The Government can investigate a number of you, manufacturers, one-stops, racks, anyone they choose. If they find a violation they can issue a cease and desist order which can drive you right out of business if your competitor is not so bound.

"There should not be a Government cop on every business corner. But the Government's hand is being forced. Will you be a partner of the Government or will you allow an involuntary clean-up, with a cease and desist order, the permanent injunc-

tion and the \$10,000-a-day fine for violations?"

Should Welcome It

"You should welcome a chance for a voluntary clean-up because transshipping, the return and exchange concept, dating, functioning discounts, sales below cost to destroy a competitor, promotional allowances and personal appearances by artists are all subject to provisions of the Robinson-Patman Act.

"This industry could use a strong dose of Robinson-Patman. If your prices are all over the lot, if you give what you have to give, you are probably in violation. You need it like the pagan nations needed God. The job to be done in this industry is like cleaning out the Aegean stables and I've signed up for the duration."

To the direct question, "Is transshipping illegal?" Kintner said: "Unless a distributor is selling all the product at the same price, which is doubtful, you are destroying the distributor in the other territory. This is called a primary line injury. This involves price discrimination and restraint of trade, which are violations respectively of the Robinson-Patman Act and the Federal Trade Act.

"Robinson-Patman says you

ROCKING-ROLLING METS GET THE REAL THING

NEW YORK—A hard-hitting line-up of rock and roll artists, headed by Chubby Checker, will go to bat at the Polo Grounds July 6 before the New York-Pittsburgh ball game, the Mets announced this week.

The phenomenal Mets, despite bizarre doings on the field, have drawn a wildly enthusiastic and loyal following, particularly among teen-agers.

"We're making it a Saturday date-night show," said Julie Adler of the Mets front office. "It's the kind of thing that would seem to appeal to our type of fan."

Roster for the hour-long show includes Dee Dee Sharp, The Earls, the Purcells, Bobby Jay and His Runarounds and several WABC disk jockeys, who will platoon as emcees.

must treat all customers with prices, free records and allowances on a proportionately equal basis. And this applies also between manufacturers and distributors. And you can't insulate yourself by setting up two corporations. You've got to keep your pants pockets separated, in such cases as the rack jobber who also has stores."

'A Gray Area'

Another questioner, in obvious reference to ABC-Paramount's dictum to its distributors on transshipping, wanted to know if this was legal. "That is a gray area and we would need the rules to spell it out," Kintner replied. To other questions, he said that dating practices in some cases are illegal and that the question of the legality of chains coming into an area with product priced lower than those charged by local distributors to local dealers would depend on whether it's a matter of "a black-

jack being used or a cost justification situation."

With regard to the Trade Practice Conference itself, Kintner said that months of study went into the matter originally, after which certain elements threw cold water on it. "Now it it being reconsidered," he said.

DAVE MILLER, president, Miller International.

Miller denounced the distributor element for its failure to see the marketing changes as they have developed. "We wanted you distributors to go into racking years ago," Miller charged, "but you wouldn't. So others did. Through laziness you let them take it away and you're doing the financing. The financing grew and the margins dwindled.

"We don't want to see your money leave the business. I

(Continued on page 12)

Newport to Accent Youth

NEWPORT, R. I.—The Newport Jazz Festival this year will pause to give a number of bands composed of youngsters a moment in the spotlight. Sunday (7) a teen band from Westwood High in Massachusetts, will play. Pennsylvania will be represented by the Pennsbury High outfit from Yardley. This band will be on hand for the "New Faces in Jazz" segment July 5.

would wind up as nothing more than animated conversation. Amos Heilicher, ARMADA president, recognized this in his opening remarks when he commented that he believed Columbia sincere in its moves, and lauded ABC-Paramount for setting a clear and definite policy with its distributors on transshipping. He added that if every manufacturer follows suit and every distributor co-operates, the industry will be much closer to its goal.

That goal, it is clear, is the end of a situation in which, as Heilicher noted, "the industry has quadrupled its value in the last decade yet less people are finding it possible to make a profit."

Problems Huge

Dave Kapp's address to ARMADA was perhaps the strongest verbalization of this situation as he noted that "the biggest deals in the history of the record business are now in effect, but in spite of this your problems are bigger than ever!"

This cry was taken up in many ways in bull sessions and on the floor. Even the combo in Harry's American Bar at the Eden Roc seemed to beat out its tunes to a new rhythm that sounded like: "Profits . . . not volume; profits . . . not volume." Whether the beat will still be heard when the conventioners returned home was the unanswered question.

Spotlight on Pricing

• Continued from page 1

and if Columbia can teach us we are willing to learn!"

With charges being made that unrealistic allocations of records to distributors by manufacturers often has forced weaker distributors to trans-ship at very low prices to get merchandise out of warehouses, there was the beginning of a trend by manufacturers to announce adoption or retention of a no-allocations policy. Among those stating that distributors could order as many or few of their product as desired are ABC-Paramount, Colpix, Vee Jay, 20th Century-Fox, Warner Bros. and Monument, with others reported planning to follow suit.

Among labels which use an allocations system, some like Atlantic went to special pains to note that theirs were "reasonable" allocations.

A call for elimination of "deals" and special discounts was made by John Sippel of Monument, who said, "Let's drive the deal out of the business and let quality find its own level." He indicated that his label would seek to drop plans, such as those giving 20 disks free with 100 bought, as uneconomic.

Legal Warning

Earl Kintner, former FTC chief who now represents ARMADA's legal interests in Washington, told that body that in his opinion, it is a violation of the Robinson-Patman Act for a distributor to trans-ship at varying prices. He said that he felt that a manufacturer was within his rights in policing his distributors on this score and warning them to comply with the law or he would not permit them to be his customer. If manufacturers take him up on

this, it is felt that many distributors could be forced into righteous ways as rapidly as by the stricter enforcement of the law that is expected if the industry does not exercise self-rule.

The need for price stabilization and elimination of unfair competitive pricing at all levels was the week's single most discussed subject. Recent Columbia distribution changes were seen as a step in the direction of greater manufacturer control over the product and prices. Columbia's refusal over the past two years to participate in the race for more and bigger deals now also seems to be finding support among other manufacturers.

More selective release of product also was an old cry taken up avidly here. It was noted that Atlantic, for example, had its smallest release program in some years.

Shakeup Needed

A need for drastic revision of relationships with one-stops also was envisioned by veteran Chicago distributor Jimmy Martin, who called for an end to one-stops underselling distributors by 10 cents a single, figuring to make up the difference on LP's.

Strong rumbles of discontent were heard on the subject of cut-outs. These, along with transshipping at prices that devalue a manufacturer's product, were regarded as major deterrents to industry price stabilization. Both practices tend to put product before the public at retail prices that prevent new product from being competitive and which completely confuse the consumer about the real value of records. Jimmy Martin called upon manufacturers to cease the practice of dumping cut-outs. In-

stead, he said, such product should be "taken off the market and ground up." United Artists president Art Talmadge said that manufacturers must be much more selective in releasing product because the biggest pricing problem results from the racks, which "make everything a cut-out that's not a hit."

Rack jobbers did not emerge unscathed either. Earl Kintner declared that in his opinion, the functional discount extended to racks is illegal and would not stand up to a test. He said that it tended to give an unfair price advantage to one type of retailer over others.

Kintner also said that large volume retail accounts are very much liable under the law to cease and desist orders if because of their volume they are able to pressure distributors or others to sell to them at a price that gives them unfair competitive advantage over other retailers.

Fair Trade Solution?

Fletcher Smith of Stere-Oddities queried Kintner on prospects for enforcing list prices at the retail level, and Kintner mentioned fair trading as one possible solution.

Research undertaken on this subject by Billboard indicates that fair-trade laws now exist in 44 of the 50 States, and that a recent development may make it possible soon for a manufacturer to fair trade his product merely by printing his list price on the jacket or even by notifying dealers by letter or verbally of the list price.

It is the virtually unanimous feeling, however, that without new direct and forceful moves by important record manufacturers, the excited discussions here

Tony's New Single



COLUMBIA SINGLES SELL 

TONY BENNETT'S "THIS IS ALL I ASK"
4-42820

Lively Discussions Underline Problem

• Continued from page 6

free goods is being given to one-stops, and why functional discounts are granted bringing singles down to 36 cents, when distributors pay 46 to 48 cents. "They don't inventory the classics," he charged, "All they have is Billboard's top 50 or 100 albums and don't do anything for the manufacturer." He said, "When you eliminate free goods and discounts you'll have a healthy distributor business." He added that overhead comes to at least 12 to 13 per cent, so if 10 of the distributors' 22 or 23 per cent is given away, there is not enough left to permit a profit.

Mfr.-Distrib Relationships

Martin came to bat again on the second panel, on manufacturer-distributor relationships. He reported that one manufacturer is now over one million dollars in the red, with many going into the hole, and said: "This can't go on. Either the industry will make money and get healthy or you fellows will have to eat your inventory. Manufacturers must wake up, eliminate quotas, stop giving special discounts, stop freebies." He said the distributor, too, has an obligation: to carry and promote the merchandise, not cherry-pick, to promote and pay bills so the manufacturer, in turn, can meet his costs.

Hans Lengfelder of Request Records said that small labels

Hard-Hitting Talks

• Continued from page 10

want to see you in the rack field, not in used cars. Your thinking must change. You're going to be more and more one-stops and racks or you will absolutely be eliminated. Don't think there is any legislative panacea for this. There isn't. And price stabilization is a pipe dream. The change is here. Stop closing your eyes.

'Get Contemporary'

"Perform a 'contemporary' distributor function. You can't live on eight or 10 accounts. You've got to stop being brokers for the few big accounts that you're financing and start distributing again."

Turning to another area for attack, Miller asserted that "Manufacturers should stop quotas and dating. This banking business is crazy. You should keep low, fluid inventories for your own good." On the matter of overproduction: "I can tell you that when this diarrhea of merchandise lets go finally, watch out, brother."

The Miller talk was greeted with enthused applause and a motion to form an ARMADA committee of distributors who have rack know-how to work with Miller in advising other distributors on how to enter the rack field. The committee consists of Amos Heilicher, Carl Glaser, Bill Davis, Bob Hausfater and Miller.

CHICAGO—Roland Kirk, Mercury's jazz artist, is hitting the public spotlight. He's featured in the July issue of Harper's Bazaar, appeared June 27 on Johnny Carson's "Tonight" show, and hit the top of a recent Downbeat survey with his "Dominoe" album. His current Mercury album, "Reeds and Deeds," is also receiving excellent consumer reviews.

sometimes are forced to work directly with rack jobbers and one stops in secondary markets, where they cannot get representation by a good distributor.

Al Rosenthal of Philadelphia commented that a new menace is the broker who has sprung up to work between the distributor and the one-stop, who solicits and buys top hits from manufacturers or sometimes from distrib, and sells for unbelievably low prices. Belief is that these people work with free goods.

Weiser's Stand

Norm Weiser of 20th Century-Fox Records, stated that allocations are a cancer, that his company will work without them, and will sell to nobody but its distributors. He outlined the company objective as to become a profit label for itself and its distributors, rather than to push out a high volume.

Len Sachs of Atlantic Records said that distributors are perpetuating the "crime of transshipping," especially on some recent record-breaking LP's, where there was no sense to it. Where manufacturers are putting out special discounts, selling direct and giving special incentives to big users, Sachs urged distributors to assert themselves and make their protests effective. "You must say no sometimes," he declared.

Randy Wood of Vee Jay, speaking from the floor, denounced allocations as an "asinine way of doing business" and said they do not guarantee exposure and that delivery is no assurance the packages ever will be opened or leave the warehouse. "Allocations will not make a hit," he stated. On transshipping he charged that volume users are footbaling prices, especially in the East. He said that when they pass a certain dollar level of purchases, the distributors usually cut them off, whereupon they go outside their territory to buy for cash but at a reduced price from a distributor who may not even be able to fill all the orders in his own territory but is willing to transship at a lower price for cash.

John Sippel of Monument Records came up with arithmetic to prove that "volume isn't worth a damn . . . it's only net profit that counts." When his firm gave 20 free for 100 LP's bought, he found he then had to sell 23 additional LP's to equal the net he would have had by selling 100 at regular prices without freebies.

Contract Talks

The symposium on a proposed standard manufacturer-distributor contract produced a dispute on whether or not such a contract is practical or desirable. Bill Shocket, who moderated, explained that the purpose was to eliminate transshipping by a clause which would permit manufacturers to terminate without redeeming inventory if a distributor did not maintain an office and perform publicity and promotional functions in all areas in which he sells consistently. Al Bennett of Liberty Records and other speakers said that manufacturers would prefer not to leave the inventory with a former distributor for fear of having the market destroyed. Henry Hildebrand of New Orleans suggested further study on a clause which would have the distributor penalized by a lower price being



Herb Brown last week was appointed vice-president of Ampex International, marketing and engineering, as part of Ampex's expansion of its overseas sales and facilities. Heretofore, Brown served as vice-president and general manager of Ampex Corporation's audio division. He joined Ampex in 1955, and became a vice-president of the corporation in 1959. Ampex has been expanding its facilities in the United Kingdom, Germany and the Far East. In addition to his other contributions to the industry, Brown served for two terms as president of the Magnetic Recording Industry Association.

MGM Swings Tie-In With Encyclopaedia

HOLLYWOOD—Encyclopaedia Britannica Films is moving deeper into the educational records realm, Billboard learned last week. An agreement is being concluded between Films, Inc., the EBF subsidiary, and Metro-Goldwyn-Mayer whereby FI would handle the educational distribution of Metro's World Heritage Films Series and some of the MGM Records LP's derived from those pictures.

World Heritage Pictures series consists of feature films of particular cultural content—those based on literary classics or historical themes—and considered best suited for educational use. Albums to be handled have not as yet been selected. This marks EBF's latest move into the educational disk field.

Encyclopaedia Britannica Films recently took on the exclusive educational distribution of the complete Spoken Arts Records line. Also, Billboard learned that EBF is negotiating with other labels for the educational distribution of their catalogs. The disks will be made available to schools for use in their curricula.

Encyclopaedia Britannica Films maintains the world's largest catalog of educational films, and Films, Inc., the world's most extensive library of feature films in 16mm. for educational use.

paid on merchandise repurchased.

Jimmy Martin stated that the manufacturers easily can stop transshipping or price maneuvers by distributors, if they wish. "He can take out a distributor for any reason he wishes to give," said Martin, "from the color of his tie to insufficient window displays or promotion on the air."

SEASON OPENS

Van Cliburn, Wallenstein Dazzle Lewisohn Crowd

NEW YORK—The Lewisohn Stadium concerts, a New York summer fixture for the past 45 years, opened last week (25) with a gala concert which drew more than 14,000 music lovers into the huge structure—and ultimately out of their seats. Two of the stadium's favorites, pianist Van Cliburn and conductor Alfred Wallenstein, were the opening attraction and the choice of artists was a fine one.

The orchestral selections consisted of some popular staples: the Mendelssohn "Italian" Symphony, Ravel's "La Valse," and for an opener, Robert Ward's "Jubilation Overture."

All were played with style and care, but were badly hampered by the poor amplification system at the stadium. Particularly affected by the acoustics was "La Valse," which is the most dependent upon orchestral color and dynamic shadings of the three pieces.

After intermission, Cliburn took center stage as soloist in (not surprisingly) the Tchaikovsky Concerto in B flat minor. It

is a particular pleasure to note that of the young pianists, Cliburn has worn his fame well—musically and personally.

Where some might take on this concerto as a war horse, Cliburn's approach remains fresh and vital. But more important is his strong sense of personal involvement. He is less concerned with giving a mere technical demonstration than he is in making the whole thing sing for all it's worth. And how he makes it sing!

And if the audience appreciated Cliburn (which they most noisily did), Cliburn appreciates his audience. He rewarded them with not one, but three encores—and long ones, at that: the Schumann-Liszt "Widmung," Liszt's 12th Hungarian Rhapsody and Chopin's C sharp minor Scherzo. The last-named got a particularly inspired reading, and the audience had by now crowded around the foot of the stage. The truly gala opening only ended because the stage lights were brusquely turned off.

BARRY KITTLESON

Tell of Fall Releases, Dealer Plans

• Continued from page 6

UNITED ARTISTS RECORDS

Lead item of United Artists' new album release is the soundtrack set for "Irma la Douce," recently released screen version (starring Shirley MacLaine) of the Broadway hit. The firm also unveiled nine other pop sets, three jazz albums, two in the country field, one on the Musicor label, give in the firm's low price kiddie line and a special United Nations LP.

ATLANTIC AND ATCO RECORDS

Atlantic is featuring 10 new albums for the fall selling period, of which six, including a Ray Charles package, are in the label's "Festival of Greats" series. Other product includes sets by Herbie Mann, Hank

Crawford and Joao Gilberto. The label is offering a basic 15 per cent discount on the release, and on catalog. Deferred billing is also a part of the program.

Atco offers a limited new release, consisting of four albums. Three of these are by foreign artists, including the British, Mr. Acker Bilk, and Bent Fabrik and Nina and Frederik, all from Denmark. A set of previously unreleased sides by Bobby Darin rounds out the release. A 15 per cent discount on all new releases and catalog will also apply on Atco product. For both Atlantic and Atco, there are co-op ad plans with in-store display materials and bulk shipments for deejay promotion also a part of the program. Both Atco and Atlantic also increased the return privilege to 10 per cent.

Columbia LP Edge

• Continued from page 3

for Columbia. Tamla's six and Motown's two make eight for the Detroit label. Cameo's five and Parkway's four make nine for Bernie Lowe's hot Philadelphia firm.

There were a number of artists who made it more than once in the first six months of 1963 with two or more records in the top 50 of the Hot 100 of Billboard. Five artists made it in the top 50 with three records. They were Ray Charles, Connie Francis, Paul and Paula, Dion and Rick Nelson. The last two had records issued by their old and new labels.

Artists who had two records in the top 50 were: Paul Anka, Tony Bennett, Bobby Bland, Lou Christie, Nat Cole, Sam Cooke, Four Seasons, Crystals, Johnny Cymbal, Bobby Darin, Skeeter Davis, Marvin Gaye, Jan & Dean, Kingston Trio, Steve Lawrence, Little Eva, Peggy March, Marvelettes, Johnny Mathis, Miracles, Orions, Roy Orbison, Rooftop Singers, Ruby & the Romantics, Bobby Rydell, Neil Sedaka, Del Shannon, Bobby Vinton, Mary Wells, Jackie Wilson, Brenda Lee and Chubby Checker.

A total of 163 different records made it to the top 50 of the Hot 100, with 60 different labels sharing these 163 big ones.

LIVING RECORD LIBRARY, INC.

Produced by Fletcher Smith Studios, Inc., operator of Stereo-Oddities label, this represents a new departure, which was kicked off in an informal presentation during the convention period. Initial production takes the form of twin two-LP albums: "Facts of Love and Life for Teen-Age Girls" and "Facts of Love and Life for Teen-Age Boys." The line will be handled by a group of franchised dealers at full list of \$7.95 per two-LP set. Substantial amounts of promotion material will also be made available to dealers. There will be no returns, no exchanges, no free goods and no rack sales.

EVEREST RECORDS

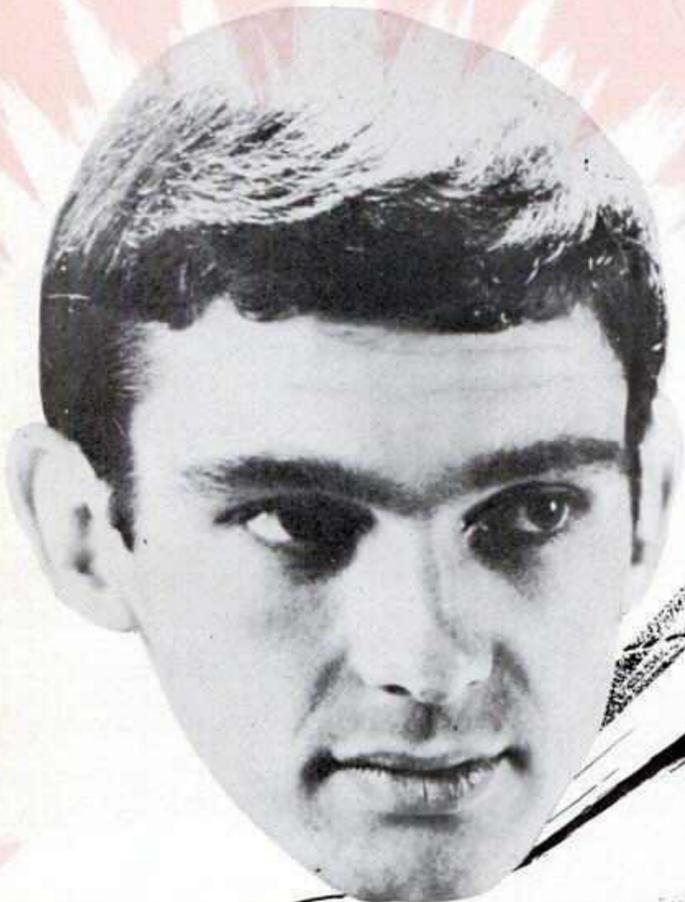
Everest is releasing four new albums, according to Murray Cohen, sales manager, who outlined a series of varying discounts on new releases and pop and classical catalog items.

The new releases are by Gloria Lynne, Russ Morgan, the newly signed Ruth Olay and Mahalia Jackson, the latter from the Apollo catalog.

Plans also were announced for upcoming singles and album releases by Peppino diCapri, Italian star, now on Italian charts.

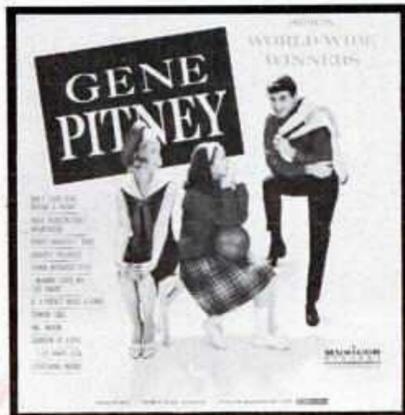
The new singles program also includes a flat price to distributors of 38.2 cents for each disk with no freebies and no guarantees.

PITNEY PACKS A PUNCH

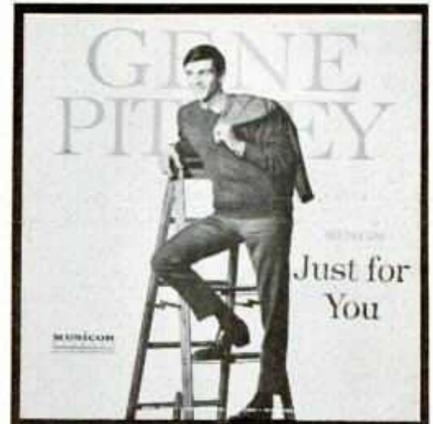


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TONY IN THE SUBURBS

He Doesn't Shortchange Anybody

If all recording stars gave as much (or had as much to give) as Tony Bennett does when he plays a new night club in a hinterland, this country would be dotted with a necklace of suburban night spots doing big-city business. Bennett gave them more than an hour and half of singing when he opened the new, name-act policy at the Royal Manor, in the Northern New Jersey resort town of Spring Lake. The Columbia Records star made a good many new friends and pleased a flock of his staunchest followers with his "let's give 'em more" attitude.

Tony obviously believes the best way for an entertainer to perform is before a live audience, and he was doing his best to make this new club a success, with the hope, it is supposed, that other new clubs in other suburban areas would grow in the same way.

With the exception of the big band backing given Bennett (most of which was of local origin), the entire bill was first rate. Good performances were racked up by the Mambo Aces, a funny and precise Latin dance team, and comic Mal Lawrence. Both acts were thoroughly enjoyed by the audience and set a smooth stage for Bennett's entrance.

Tony delighted an audience that rocked and cooed cozily in an atmosphere more like your cousin's bar mitzvah or sister Betty's wedding than in a night club. Row on row of tables filled with parties of from six to 26. The feeling was all affection and warmth as Tony sang everything from "Rags to Riches" and "Blue Velvet," to "San Francisco." He also showcased members of his touring group that were added to the band; pianist-conductor-arranger Ralph Sharon, bassist Hal Gaylord and a line lithe and talented tap dancer (who also plays conga drum) Jack Ackerman. **JACK MAHER**

NIGHT CLUB

Climb Served Amanda Well

Amanda Ambrose is another in a long line of "overnight discoveries" who burst upon the night club-record-TV scene — after long, tough and hungry years. Miss Ambrose is a highly polished performer with tremendous versatility and it's apparent that her years of coming up the hard way prepared her well. Recently signed by RCA Victor, which released her first LP, "Amanda Ambrose Recorded Live!" she is currently on



TONY BENNETT AND FRIENDS

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Jazz fans who migrate to the Newport Jazz Festival of 1963 (July 4 through 7) will hear such artists as **Nina Simone**, **Dakota Staton**, **Nancy Wilson**, **Joe Williams**; **Lambert, Hendricks & Bryan**; **Dave Brubeck**, **John Coltrane**, **Herbie Mann**, **Jimmy Smith**, **Martial Solal**, **Stan Kenton**, **Cannonball Adderley**, **Howard McGhee**, **Thelonius Monk**, **Pee Wee Russell**, **Zoot Sims**, **Terry Clark**, **Maynard Ferguson**, **Dizzy Gillespie**, **Milt Jackson**, **Jerry Mulligan**, **Coleman Hawkins**, **Paul Winter**, **Ramsey Lewis**, **Bud Freeman**, **Ruby Graff** and **George Wein**. The **Limelites** play one-nighters this week in **Lambertville, N. J.** (1); **Bristol, Conn.** (5); **Hampton Beach, N. H.** (6). . . . Featured at the **Palms Shore, Brooklyn**, July 3, will be the **Sherry Sisters**.

. . . On July 1, the **Dave Brubeck Quartet** will play the **Westbury Music Fair**.

WEST

Two Las Vegas opening, July 3, will be for **Paul Anka** at the **Sands Hotel**, and **Lavern Baker**, who makes her Las Vegas debut at the **Riviera**.

MIDWEST

Peter, Paul & Mary will continue their schedule of one-nighters this week in **Ravinia Park, Ill.** (3 and 5), **Dubuque, Ia.** (4), and back to **N. Y.** at **Forrest Hills** (6). . . . **Al Martino** headlines the **Chateau, Cleveland**, for the entire week. . . . Opening (6) at the **Palmer House, Chicago**, is **Kitty Kallen**. . . . **Addis & Crofut** will participate in the **Summer Festival at Dubuque, Ia.**, July 4 and 5.

night club tour and was caught at "The Living Room" in Cincinnati.

She is, in fact, a more powerful attraction in person than on record. The album work restricts her natural talent for blues, jazz, folk and her big

talent as a pianist. Her feeling for a lyric and her piano solos combine to make an act that proves the old vaude line, "Nobody sleeps while I'm on." Working to a fairly noisy audience, she not only quieted them *(Continued on page 39)*

'... UNQUOTE'

Actress **Hope Lange** (on love of music): "I used to play cello, but I stopped lessons because I was afraid of getting bow-legged."

Mitch Miller (on people he's met in the record business): "Well, there's **Frank Sinatra**, who was in public disfavor and never regained it until he was stomped on in 'From Here to Eternity'; and **Johnny Mathis** who I don't think could be happy anywhere; and **Thelonius Monk**, who belongs in **Dreamsville**; and **Gerry Mulligan**, who'll be okay when he learns where he wants to be; and **Dion**, who, if I were still in a.&r. would have been signed over my dead body."

George Raft (on reputations): "I never got any bad publicity until I met **Leo Durocher**."

Comic **Woody Allen** (about "Cleopatra"): "In order for the picture to recoup its production cost, everybody in the world has to see it four times and we have to admit **Red China** to the UN."

Singer **Remo Capra** (upon

trying to reach somebody on the phone in Philadelphia and being told by his secretary that she would try to dig him up): "Ye Gods! Don't tell me things are that rough down there."



Composer-writer-arranger **JERRY SIMS** has two bright new instrumentals on the **BUDDY** label. The single, featuring "High Ball" b/w "My Last Chance," is stirring up plenty of interest. **Buddy Records**, 500 Locust Street, Marshall, Texas. (Advertisement)

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.

JULY 1-7
(All Times Eastern Daylight Saving)

MONDAY 1—EARTHA KITT

Miss Kitt will make one of her rare television appearances on the Westinghouse tape-syndicated **Steve Allen Show**.

TUESDAY 2—PETER, PAUL & MARY

The popular folk trio will be seen on the "Today" show (NBC-TV, 7-9 a.m.).

TUESDAY 2—LIZA MINELLI, GEORGE MAHARIS, VAUGHN MEADER

All three disk artists will be guest celebrities on the season premiere of **Talent Scouts** (CBS-TV, 8:30-9:30 p.m.). **Merv Griffin** hosts.

TUESDAY 2—BARBRA STREISAND

Columbia recording artist will be one of the guests on the new summer musical variety series, the "Keefe Brasselle" show (CBS-TV, 10-11 p.m.).

WEDNESDAY 3—MARGARET WHITING

Song stylist will join the gang on the **Steve Allen** show.

THURSDAY 4—PETER NERO, GEORGIA CARR, JERRY MURAD'S HARMONICATS

All will be seen on **Alcoa Premiere**, featuring **George Gobel** (ABC-TV, 10-11 p.m.).

THURSDAY 4—RAY EBERLE, TEX BENEKE, THE MODERNAIRES

The above cast will offer a salute to **Glenn Miller** on the **Steve Allen** show tonight.

SATURDAY 6—LIMELITERS, BUD & TRAVIS, BONNIE DOBSON, BOB GIBSON

All are guests of **Jack Linkletter** on **Hootenanny** (ABC-TV, 8:30-9 p.m.).

ARTISTS' BIOGRAPHIES

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



DORIS TROY
(Atlantic)

PERSONAL MANAGER: Irv Nahan. **BOOKING OFFICE:** Shaw Artists. **BIRTHDAY:** January 6, 1937. **HOME TOWN:** New York. **EDUCATION:** High school. **HOBBIES:** Bowling, roller skating. **BACKGROUND:** Doris Troy's father was a preacher and as a child she began singing in his church choir. She was working as an usher at New York's Apollo

Theater when she began thinking of singing professionally. She teamed up with a trio called the Halos; later, she was part of an act called Jay and Dee. Doris has done background music for such performers as **Solomon Burke** and **Chuck Jackson**. She also writes songs, including "How 'Bout That," which was recorded by **Dee Clark**. Though Doris has done extensive night club work around the country, she has her first big hit in her Atlantic single, "Just One Look." Future plans include writing and recording songs and personal appearances in clubs and theaters to promote her new hit.

LATEST SINGLE: "Just One Look" has soared to No. 25 after only five weeks on **Billboard's Hot 100** chart.

TALENT TOPICS

NEW YORK

Timi Yuro follows **Tony Bennett** into the week-old **Royal Manor Resort Motel** in **Spring Lake, N. Y.**, on July 1 for a week, during which she'll break in her new act prior to her opening July 11 at **New York's Copacabana**.

Colpix recording artist **Vi Velasco**, who has been the stand-by for **Diahann Carroll** since the opening of "No Strings," has resigned from her position in order to prepare herself for several up-coming engagements. On July 30, Vi opens in the lead role in another **Richard Rodgers'** musical, "Flower Drum Song," in **Highland Park, Ill.** Following that engagement she returns to her first love—night clubs—with a new act which will audition at the **Aruba Caribbean** in **September** and later in the year at

the **Blackstone Hotel, Chicago**. . . . On July 3, **Connie Francis** will respond to a command performance for **Queen Elizabeth of England**. Then she'll head back to **New York** for a week-long engagement at **Freedomland** (July 11).

Cameo - Parkway announces that the neo-Cleo fever has attracted **Maynard Ferguson** to record a new single for their jazz division, "Anthony and Cleopatra," b-w "Theme From Naked City." . . . Another title theme has been recorded by **Robert Goulet** from the movie "Under the Yum Yum Tree," on **Columbia**. . . . **Officer Toody** (**Joe E. Ross**), of "Car 54, Where Are You?" has just completed recording a single for the **IPG** label, entitled "Ooh, Ooh."

Anita Gordon, a regular on the **Tennessee Ernie Ford** tele-

(Continued on page 17)

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(Can you guess what instrument is playing the melody up high?)

**THE SOUND OF AMERICA
IS ON VERVE**

Impulse Takes 'Nasty' Approach In Its Expansion in Jazz Work

NEW YORK—In the words of a.&r. director Bob Thiele, ABC Paramount's Impulse jazz subsidiary is "going to get nasty."

The "nastiness" seems to be of the most positive kind for the label is preparing 100 per cent more promotional push for an expanded catalog. This will include some funky-blues material in addition to avant-garde.

On the promotion and sales end, Impulse has its first sales director, Len Lewis. Lewis will devote all of his time and talent to promoting Impulse product exclusively. He will concentrate on deejays and will see that any station that plays jazz at all (as some of the middle-of-the-road better programming stations now on) gets regular service and promo calls.

The whole "nasty" caption for the push comes from expansion of product. Thiele says that at a recent date featuring Sonny Stitt, he asked Stitt to play a tune in the simple funky, bluesy groove that's enjoying such popularity today.

"You mean you want me to play some of that nasty music," Stitt said. The tune which appears on an LP titled "Now,"

VERVE 1ST TO PLUNGE INTO SURF WITH JAZZ

NEW YORK—Verve Records is the first jazz label to get on the surfin' band wagon. Verve has an album ready to go called "Soul Surfin'" by Kai Winding. The album's big highlight is the current Hot 100 entry, "Mondo Cane." The album mixes such hits as the "Cane" theme, "Gravy Waltz" and "Sukiyaki" with titles that are keyed to the surf phraseology. Some of these are the "Pipeline" hit, "Hearse Ride," "Tube Wail," "Spinner" and "Surf Bird," besides the title tune, "Soul Surfin'." The tunes will feature the surf guitar sound backed by Winding's trombone choir sound.

one of the nine new LP's being introduced in the label's line for July.

The inclusion of such "nasty" music shows the type of expansion of product Impulse is providing. Prior to this the label had pretty much concentrated on the ultimate in modern jazz: far-outers such as Gil Evans and John Coltrane mixed liberally such modern jazz founders as Max Roach and traditional greats as Coleman Hawkins.

The expanded catalog is definitely created to appeal to the growing numbers of pop-oriented jazz listeners. Besides

the Stitt LP, there's also an album called "Cleopatra, Feelin' Jazzy" by Paul Gonsalves which is slated to cash in on the excitement of the new flick.

Two LP's are also imports which features such jazz greats as Kenny Clarke, Bud Powell and Don Byas recorded overseas. They have not been in the United States for playing engagements in some years. Another utilizes the unusual team of John Coltrane and singer Johnny Hartman. Other sets are by pianist McCoy Tyner and trio, Coleman Hawkins and Charles Mingus.

Here Comes Thundering Herd!

NEW YORK — If advance bookings mean anything (and they usually do) at least one big band is making the trek back from relative obscurity. This outfit is the current Woody Herman ork which is set for a string of dates which takes the band well into 1964, and more dates are on the way.

Records, of course, figure

prominently in this sudden burst of interest. "Woody Herman '63," the first set on Philips by the band has sold extremely well and the second LP "Encore" is due shortly. This one was recorded live at the Basin Street West night club in Los Angeles. In addition, there's a Columbia three-LP package on the market which charts the band's history. It's called "The Thundering Herds."

The excitement created by the band is one of the most significant factors in the Herman revival. The group has been signed for a total of 24

weeks during the next two years at Harrah's in Reno and Lake Tahoe and another nine weeks in 1964.

In addition to this, the band is set for 25 weeks of location dates in 1964. Nine more weeks in Las Vegas are also being set. This year's dates stretch into November with slots filled at Basin Street East, September 19-October 5, and another three weeks of a nine-week contract have yet to be played at the Metropole in Manhattan. And on the West Coast the band is set for a 1964 return to Basin Street West.

A 'Fringe' Chap—& All That Jazz

NEW YORK—Dudley Moore, the mad pianist of the mad London-to-Broadway import "Beyond the Fringe" is involved in a number of projects which should bring him to the attention of the equally mad world of jazz.

Moore's first LP as pianist and trio leader is due this month on Atlantic Records. It was originally recorded last August in London for Parlophone before the "Fringe" troupe emigrated to the States. Naturally enough, it's called "Theme From Beyond the Fringe—and All That Jazz."

The pianist-comedian is hopeful of importing the other two-thirds of his recording group in time for a Blue Angel in-person date set for later this month. The other two members of the hoped-for triumvirate are bassist Peter McGurk and drummer Chris Karan.

Basically Moore is a tri-zoidal personality. He currently has three careers going for him. The first, of course, is "Fringe," but he does have jazz recordings and dates in the works and he is involved in classical activities as well. He has completed two short ballet works which will be performed at the Edinburgh Festival this summer. Actually, Moore's background is steeped in the classical tradition. He studied at Guildhall, played the organ at Oxford, and has even been at work for some time on something called a jazz opera.

On the jazz end of the stick, Moore became interested in Erroll Garner's work originally and



DUDLEY MOORE

now is a devotee of the Oscar Peterson brand of jazz piano. His own jazz playing experience goes back to stints with the big bands of Vic Lewis and Johnny Dankworth.

The pianist is looking forward to the reorganization of his trio in front of the Blue Angel audience with much anticipation. During the "Beyond the Fringe" London run he held down a late evening night club trio job besides his work on stage. "I found it extremely stimulating," he said, "the types of performances are so totally different . . . and then, of course, there's always the money."

JazzScope

RCA Victor will be recording practically all of the Newport Festival this year. Of course, they will only put out albums by their own artists (Sonny Rollins, Lambert, Henricks and Bavan, etc.), but they'll do the location recording for other labels with acts appearing. . . . Gene Hull's Giants, the 19-piece big band that scored in previous Newport Festivals, appeared at Birdland in a special concert June 30. . . . The Sunday Newport show will kick off at 6 p.m., two hours earlier than in previous years. . . . "Jazz on Records" is subject matter for a panel session on Sunday (7) at Newport when George Simon, Bob Thiele, George Avakian, Nesuhi Ertegun and Teo Macero take on critics and broadcasters in Don DeMichael of Downbeat and Willis Conover and Sid McCoy, jazz jocks.

Paul Horn was named favorite artist by the student body of UCLA in a recent poll. He was also featured in the TV show "Story of a Jazz Musician." . . . Eddie Edwards, of Argo, was in NYC to record new James Moody LP. He also cut an Illinois Jacquet album called "The Message." . . . Expect fireworks and some honest reporting if a book by guitarist Turk Van Lake hits the stalls. It's about the Benny Goodman band's trip to Russia and is currently being circulated among publishers.

Eddie Sherman, who used to write the "Out of My Head" column in Downbeat, wants it known he hasn't been penning it for some time. Take your complaints somewhere else, he says. . . . Tony Bennett continues to build a nucleus of jazzmen for his tour shows. . . . Ruby Braff and Sam Margolis are the last two to occupy chairs in his growing road company. . . . Happy birthday Nat Pierce, you're 38? . . . The same to Billy Taylor. . . . Forthcoming Bethlehem LP's have some potent r.&b. and jazz. Tracks by Lonnie Johnson, Champion Jack Dupree, etc., are in "Blues 'n' Folk." Another Bethlehem set is called "The New World of Milt Buckner."

Harper's Bazaar has a piece in its July issue on Roland Kirk. He also appeared Thursday (27) on Johnny Carson's "Tonight" TVer. His latest on Mercury is "Reeds & Deeds." . . . Sonny



MOSE ALLISON, one of the most important personalities in jazz and blues today, records regularly for Atlantic Records. His two best selling albums on Atlantic are "Swingin' Machine" and "I Don't Worry About a Thing." (Advertisement)

Rollins is making the Far East trek September 20 through October 10. . . . The Art Farmer-Jim Hall Quartet has signed with Atlantic Records. They're off to Chicago, the Taj Mahal, July 18. . . . Ed Thigpen making a record for Verve with a group of seven or eight and in various time signatures. . . . Eddie (Lockjaw) Davis has been signed to be handled by Shaw Artists. . . . Wasn't it a shame about West Coast's Maynard Sloate?

JACK MAHER

There's Gold in Them Russians

NEW YORK — Members of the Benny Goodman troupe turned up more than controversy on their tour of Russia last year. A number of jazz albums, one already available and another in the works, are being built around compositions discovered by band members during the tour.

One LP has been issued: "Soviet Jazz Themes," by Vic Feldman on Ava. This set features six tunes by three different Russians: Gennadi (Charlie) Golstain, who plays alto; trumpet-leader Andre Towmosian and arranger Givi Gachechiladze. A tape of the music of the first two musicians was presented to Leonard Feather during the tour. The arranger's one composition was presented to Feldman (who played vibes with the BG crew) on his arrival in Tiflis, U.S.S.R.

It is understood that a number of other LP's containing the music of Soviet jazz composers are in the works. One of these is the result of two more members of the BG crew, alto saxist Phil Wood and bassist Bill Crow. They have recorded four Soviet compositions with a band that includes a number of the members of the band that toured Russia and other top-flight jazz studio men as well. Zoot Sims is among the original members while Bob Brookmayer, Art Farmer and Walter Perkins are among the "ringers."

(Continued on page 19)

Coming on this page
in future weeks:

Next week

Classical

July 20 issue

Folk

July 27 issue

Latin American

when you give —



Retarded Children
Can Be Helped

Support Your Local Association
For Retarded Children

TALENT TOPICS

• Continued from page 14

vision program, has cut her initial side for RCA Victor, entitled "Tommy."

CHICAGO

Carmel Quinn makes her stage debut at the Dorchester Music Hall July 2 in "Finian's Rainbow." It'll be the second show for the plush new suburban supper club-theater. Don Ameche opened the hall with "Silk Stockings" two weeks ago. To put it kindly, the show got mixed reviews—due in no small part to what many feel was a premature opening. The paint was literally still drying and fire marshals patrolled the aisles. Since then a lot of tightening up has been done.

Boulevard Room's Sandy Mason is as diverse as they come. She records for Roulette (has a disk making some noise here now), writes rock and roll tunes for a variety of labels (two recent ones for Alden Records were "I'll Be Hurt" and "Wondering") and of course does her ventriloquist act at the Boulevard. And she's only 20. . . . Chicagoan Fred Knapp goes to Dallas to emcee and sing in "Six Flags of Texas," a Mark Sullivan production. Sullivan also hails from the Windy City. . . . Joe Burton returns to the record business with his new album "Subtle Sounds," on Joday Records. Burton owns the label with David Sher, nephew of Ray Sher, the former Mercury Records board chairman. Burton recorded for a host of labels but spent the past five years in New Orleans managing his own supper club.

NICK BIRO

DALLAS

Ginger Rogers is in Dallas in the starring role of "The Unsinkable Molly Brown," first of the Dallas summer musicals. Other members of the cast include George Wallace, Tom Ahearne, Lucille Benson, Art Todd, William LeMassena and Suzanne Nicole. Show opened June 10. . . . Clyde McCoy and the Sugar Blues band made a return appearance at the Gaylife Club. . . . The Crew Cuts opened at the Bon Vivant room. . . . Sophie Tucker got a standing ovation when she was introduced last week at the Ambassador's Ball at the Statler-Hilton. . . . Howard Beder, young baritone, returned to the Club Village for an encore engagement. . . . Johnny (Scat) Davis opened the summer season at the Statler-Hilton Empire room last week. This is a repeat engagement for the orchestra which was one of the most successful money makers in the hotel's history last summer.

BARRY CANDY

BOSTON

The area will be star-studded for the next few months with big names as the summer theaters swing into action. Liberate opened the Framingham Carousel and did excellent business despite the fact that he's been in these parts six times in two years. . . . Ethel Merman and her troupe just finished the second week there with several capacity nights. Giselle MacKenzie comes in next week to this, the nation's biggest tent theater, with "Wonderful Town."

Across the turnpike at the Monticello Carmen Cavallaro finished a stand that sold out with prom patrons and the McGuire Sisters are set to come in for 10 days with a sellout

set for Father's Day. . . . Gloria Swanson is booked for the Lake Whalom Playhouse in Fitchburg in a new play, "Just for Tonight," with Cesar Romero, Mickey Rooney and Peggy Cass to follow. . . . Steve Allen has been signed for a fall booking at the Donnelly Memorial Theater by the Hub firm known as the Seven Productions which has brought in a number of big names.

Tab Hunter opens the South Shore Music Circus at Cohasset with "The Tender Trap," with Dorothy Loudon opening the North Shore Theater in Beverly in "The Unsinkable Molly Brown." This will coincide with Jane Powell also in the same show at the Carousel the same week. . . . Carousel also has a series of Sunday evening shows lined up starring Dave Brubeck, Stan Kenton, Lionel Hampton, Ella Fitzgerald and Victor Borge.

But the rush of stars into the summer circuit hasn't stopped the night clubs from doing business what with proms and end-of-season parties. Leslie Uggums of Mitch Miller's troupe is drawing patrons to Blinstrub's in her night club debut, with Ray Charles to follow into a well-booked week. The Statler-Hilton Terrace Room has held over French chanteuse Vicki Autier, who has captured the audience with her songs in nine languages. Enzo Sturati headlines a gay show at the Revere Frolics, and Rose Murphy is carving a new career as leader of a jazz trio at the Tic Toc.

CAMERON DEWAR

SAN FRANCISCO

Stan Kenton will hold a band clinic sponsored by the University of Nevada at Lake Tahoe from August 25-31. . . . In San Francisco, Jimmy Witherspoon is doing the vocals for Count Basie at New Fack's. . . . George Shearing is now at the Black Hawk, and will be followed by Cal Tjader on July 9 for three weeks, a return engagement. . . . Fantasy Records is making a new album featuring guitarist Bola Sete, with several members from the Tjader group, including Freddie Schriber, Johnny Rae and Bill Fitch. . . . Burt Bales has come to Pier 23 on the waterfront for an engagement. . . . The Jazz Workshop is featuring the Hawk Crawford Sextet. . . . Television Station KPIX started a new summer program June 23 called "Jazz Scene, USA," which will be seen Sunday afternoons at 2. Oscar Brown Jr., is featured in the show. . . . Outside of town, Della Reese has been engaged for 10 nights from June 28 at the Safari in San Jose. . . . Pete Seeger has two engagements, one at the Folk Festival at the University of California, Berkeley, June 26-30, and again on August 17. . . . Toni Lee Scott has opened at the Tin Pan Alley in Redwood City, and will be followed on July 3 by the Kings IV. . . . Gladys Palmer is at the Leamington Hotel in Oakland. . . . Art Norkus has given up Oakland after 12 weeks at the Airport Inn there, for San Francisco, and is now at Gilbey's near Union Square. . . . Buddy Montgomery and comic Redd Foxx are teamed up at Sugar Hill for a couple of weeks or so. . . . Lawrence Welk has opened with his full orchestra in Harrah's South Shore Room at Lake Tahoe. . . . Harvey's is featuring the Tommy Dorsey orchestra, and in the Nevada Lounge are the Esquires.

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RAINBOW ON THE RIO COLORADO



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West Hails Hap Peebles for 30 Years C.&W. Promotion

By LEE ZHITO

HOLLYWOOD—Exactly 30 years ago Harry (Hap) Peebles entered the field of promoting shows in Kansas. Today the Peebles' Agency staff of 25 stages shows in 100 cities in 12 States of the Middle West, operating out of its Wichita headquarters. Peebles' contributions to the realm of country music were hailed here last week when Peebles was honored with the Johnny Cash Award, presented to him on stage at Hollywood Bowl during the annual country music spectacular.



HONORED: Hal Peebles, right, with Johnny Cash, left, and Walter Brennan at Hollywood Bowl country music spectacular last week.

In making the presentation, Cash cited Peebles for "elevating the image of country and western music throughout the U.S. and for his dedication and loyalty to country and western performers." He was hailed for his tireless efforts in behalf of c.&w. music and for providing employment to thousands of its performers.

Though Peebles is closely identified with the c.&w. field—he has promoted regular appearances on his circuit by the "Grand Ole Opry" and the foremost names in the country field—the past three decades have seen him staging performances by touring Hollywood screen celebrities such as Joseph Cotten, Charles Laughton and Agnes Moorehead, among others.

Peebles has been able to combine public service with good business. Through his efforts, audiences in smaller communities in the Midwest have been exposed to performances by the leading artists of c.&w. as well as serious music and legit.

Peebles promotes shows in Kansas City and St. Joseph, Mo.; Topeka, Kan.; Lincoln and Omaha, Neb.; Sioux City and Sioux Falls, Ia., and Tulsa and Oklahoma City, to name a few of the hundred cities he serves. In offering Western booking dates such as these to touring talent, Peebles has provided an additional indirect service to the Western area of the country.

One of the primary blocks in bringing performers to the West had been the long and costly hops talent had to make before they could reach the big population centers. By providing revenue along the way, Peebles has helped booking agents pay off tours to the Coast.

The Hollywood Bowl event was the second annual Station KFOX Country Music Spectacular. It featured a talented array, including Johnny Cash, Flatt and Scruggs, George Jones, Grandpa Jones, Farron Young, the Louvin Brothers, Mother Maybell and the Carter Family, June Carter, the Chuck Wagon Gang, the Plainsmen Quartet, Loretta Lynn and Rita Weill. KFOX, in Long Beach, is the area's c.&w. outlet, presenting country music on a 24-hour seven-day-a-week basis.

of c.&w. artists and diskeries for new releases. . . Jimmy Avants, who conducts his "Country Capers" on WTTC, Towanda, Pa., reports that country fans are plentiful in the area, but that he is finding it difficult to get enough records to whet their appetites. Says, he is getting good service from the Starday and Nashville labels, but would appreciate hearing from some of the larger ones. . . Country spinners needing copies of Ernest Ashworth's "Talk Back, Trembling Lips" or Webb Pierce's "Nobody's Darlin' But Mine," need only holler on their station letterhead to Slick Norris at P. O. Box 653, Highlands, Tex.

Deejay Singing Cherokee, KBUB, Sparks, Nev., wants everybody to know about Joe Carson's record, "I'm Gonna Get Drunk and I Dread It." "He is a rheumatic fever victim," Cherokee writes, "and now I find he is going to need a heart operation and he needs all the help we can give him."

Roland Goodwin, who spins three and a half hours of c.&w. stuff daily over WIXI, Birmingham, recently played host to the Wilburn Brothers. . . Western

(Continued on page 19)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/6/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	STILL Bill Anderson, Decca 31458	20
2	1	ACT NATURALLY Buck Owens, Capitol 4937	13
3	6	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	6
4	5	RING OF FIRE Johnny Cash, Columbia 42788	5
5	3	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	17
6	3	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	10
7	7	ROLL MUDDY RIVER Wilburn Brothers, Decca 31464	9
8	9	PEARL, PEARL, PEARL Lester Flatt & Earl Scruggs, Columbia 42755	9
9	11	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	9
10	15	ABILENE George Hamilton IV, RCA Victor 8181	4
11	14	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	7
12	30	BUILDING A BRIDGE Claude King, Columbia 42782	2
13	8	OLD SHOWBOAT Stonewall Jackson, Columbia 42765	7
14	13	DON'T CALL ME FROM A HONKY TONK Johnny & Janie Mosby, Columbia 42668	8
15	10	THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow, RCA Victor 8151	11
16	12	TAKE A LETTER, MISS GRAY Justin Tubb, Groove 0017	13
17	17	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	3
18	18	GOODBYE KISSES Cowboy Copas, Starday 621	11
19	22	NIGHTMARE Faron Young, Mercury 72114	5
20	21	THE OTHER WOMAN Loretta Lynn, Decca 31471	5
21	23	SANDS OF GOLD Webb Pierce, Decca 31488	3
22	29	IS THIS ME? Jim Reeves, RCA Victor 8127	22
23	-	DOWN TO THE RIVER Rose Maddox, Capitol 4975	3
24	27	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	9
25	-	LOVING ARMS Carl Butler & Pearl, Columbia 42778	1
26	25	WALK ME TO THE DOOR Ray Price, Columbia 42658	19
27	16	MY FATHER'S VOICE Judy Lynn, United Artists 571	5
28	-	DETROIT CITY Bobby Bare, RCA Victor 8183	1
29	-	TIPS OF MY FINGERS Roy Clark, Capitol 4956	1
30	26	HAPPY TO BE UNHAPPY Gary Buck, Kash 1007	2

WITH THE COUNTRY JOCKEYS

Lyle Graves, Ray Nicoli and Bob Brown, c.&w. jocks at KRSD, Rapid City, S. D., are anxious to get on the mailing lists

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Opry Trio Help Texas Store Bow

SAN ANTONIO—A trio of "Grand Ole Opry" stars appear at the opening of a new Good-year store here last weekend. They were Leon Payne, Country Johnny Mathis and Mitchell Tourak and they staged three Goodyear Grand Ole Opry stanzas.

The program was broadcast over KBER, the country and western station in San Antonio. On each of the three days from 4 to 6 p.m., deejays from KBER were on hand to entertain visitors. Making personal appearances were Eddie Daniels, Paul Kallinger and Dick Jones.

COUNTRY MUSIC CORNER

Little Jimmy Dickens is set for tour of Northwest that will take him through Washington, Oregon and Idaho on 18 one-night hops. Tour is under direction of Jack Roberts, Seattle country music promoter and performer, and winds up July 20. . . Just returned from two-month tour: Claude King's company, which included Kitty Wells and Johnny Wright and the Tennessee Mountain Boys, Bill Phillips, Harold Morrison and Wilf Carter.

Fan Country Music Bulletin, put out by Norma Barthel (P.O. Box 219, Roland, Okla.) will print pictures of artists who send along glossy photos. . . Jim Reeves canceled out vacation plans to sing at the 11th annual Miss Tennessee Pageant

in Jackson, July 24, 25, 26 and 27.

Dewey Groom's Longhorn Ranch in Dallas is featuring Rose Maddox and Hank Thompson and all his Brazos Valley Boys. . . Howard Vokes and His Country Boys show their wares at Joe Ray's Hewenthat-away Ranch, Venango, Pa., July 4, afternoon and evening show. . . Eddie Zack's Hayloft Jamboree in Providence, R. I., recently brought in Tex Ritter and George Hamilton IV for one-nighters.

Freddie Hart, Columbia Records star who has been living on the West Coast, is joining trek of c.&w. names to Nashville. He'll be handled by Neal Agency and will take bookings from August on.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/6/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	HELLO STRANGER 7 Barbara Lewis, Atlantic 2184	7
2	1	IT'S MY PARTY 7 Lesley Gore, Mercury 72119	7
3	4	THE LOVE OF MY MAN 12 Theola Kilgore, Serock 2004	12
4	7	PRIDE AND JOY 6 Marvin Gaye, Tamla 54079	6
5	2	IF YOU NEED ME 9 Solomon Burke, Atlantic 2185	9
6	10	COME AND GET THESE MEMORIES 11 Martha & the Vandellas, Gordy 7014	11
7	16	JUST ONE LOOK 3 Doris Troy, Atlantic 2188	3
8	17	ONE FINE DAY 2 Chiffons, Laurie 3179	2
8	8	YOUR OLD STAND BY 4 Mary Wells, Motown 1042	4
10	14	PRISONER OF LOVE 9 James Brown & the Famous Flames, King 5739	9
11	12	IF YOU WANNA BE HAPPY 11 Jimmy Soul, S.P.Q.R. 3305	11
12	13	YOU CAN'T SIT DOWN 6 Dovells, Parkway 867	6
13	5	DA DOO RON RON 9 Crystals, Phillies 112	9
14	29	EASIER SAID THAN DONE 2 Essex, Roulette 4494	2
15	27	MEMPHIS 2 Lonnie Mack, Fraternity 906	2
16	30	MOCKINGBIRD 3 Inez Foxx, Symbol 919	3
17	19	NOT ME 2 Orlons, Cameo 257	2
18	26	FINGERTIPS (Part II) 2 Little Stevie Wonder, Tamla 54080	2
19	25	SO MUCH IN LOVE 2 Tymes, Parkway 781	2
20	23	HARRY THE HAIRY APE 2 Ray Stevens, Mercury 72125	2
21	6	ANOTHER SATURDAY NIGHT 9 Sam Cooke, RCA Victor 8164	9
22	-	WITHOUT LOVE (There Is Nothing) 1 Ray Charles, ABC Paramount 10453	1
23	9	PUSHOVER 10 Etta James, Argo 5437	10
24	-	SURF CITY 1 Jan & Dean, Liberty 55580	1
25	20	YOU KNOW IT AIN'T RIGHT 3 Joe Hinton, Back Beat 537	3
26	24	FOREVER 4 Marvelettes, Tamla 54077	4
27	11	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER 3 Nat King Cole, Capitol 4965	3
28	-	18 YELLOW ROSES 1 Bobby Darin, Capitol 4970	1
29	-	MY TRUE CONFESSION 1 Brook Benton, Mercury 72135	1
30	-	NO ONE 1 Ray Charles, ABC Paramount 10453	1



LIGHT'S ON: Don Light, left, of Robert B. Ferguson Music, and John Denny, of Cedarwood Publishing, discuss sheet music plans for Cedarwood's selection, "Detroit City," recorded in Bobby Bare on RCA Victor. Light took reins at Nashville-based sheet music company when Ferguson was named assistant a.&r. director to Chet Atkins at RCA Victor's Music City studio.

Jerry Lee Lewis Back From Europe to Shape Career

MEMPHIS—Jerry Lee Lewis, Sun Records hot keyboard stylist and singer, returned from a

four-week tour of England and Germany last week and began shaping plans for a new career.

Lewis, 27, announced he is thinking of changing record companies. He has been with Sun six years and his current contract with them expires in September.

Lewis' new manager, Frank Casone of Memphis, met Lewis on his return in New York. Casone staged a big champagne buffet at his swank Oriental Club in Memphis where Lewis will be playing when not on tour.

Lewis said his European tour was "the greatest of the three I have made. They stormed the stage every night." Lewis said he played to packed houses, was invited back and expects to return in October.

Casone said he is getting Lewis' career back on the upswing in contacts with show people about the country. "A Las Vegas club offered me \$2,500 a week for Jerry," said Casone. "I told them if they

couldn't reach \$10,000 forget it."

Casone said a film of the life of the late country music star Hank Williams with Lewis playing the lead was in the talking stages with producer Joseph Pasternak.

Sam C. Phillips, owner of Sun Records, said he had been negotiating with Lewis, but they had been unable to get together on a new contract. He said "the present custom of competitive bidding among major labels will ruin the independent record companies."

Sparta Folk Honor Flatt

SPARTA, Tenn.—An estimated 20,000 people last week saluted Lester Flatt, lead singer and guitarist of one of the country's leading bluegrass folk groups known as Flatt and Scruggs and the Foggy Mountain Boys.

Sparta is Lester's home town in White County. He was born in neighboring Overton County, but moved to White County with his parents when he was a child.

Activities began with a luncheon at which all of Sparta's civic and fraternal organizations presented Lester with a special citation, and Earl Scruggs was made an honorary citizen of White County.

The luncheon was followed by a parade made up of about 70 units, including marching bands, horseback riding groups, floats, clowns and three different versions of "The Beverly Hillbillies," the TV show for which Flatt and Scruggs played the original theme music.

Winding up the day's events, Martha White Mills, flour company that sponsored Flatt and Scruggs on radio and television for 10 years, broadcast its regular Saturday night portion of WSM's "Grand Ole Opry" from the County Fairgrounds.

About 6,000 people were on hand for the broadcast, during which Tennessee Gov. Frank G. Clements presented Lester a proclamation declaring Saturday, June 8, as "Lester Flatt Day" in Tennessee.

WITH THE COUNTRY JOCKEYS

• Continued from page 18

music man Gabe Tucker has checked out at KIKK, Houston, with his future plans not known yet. . . . KATA, Arcata, Calif., is completing third month after changeover to c.&w. and sacred music and is in dire need of both kinds, Ray Peterson reports. . . . Similar plea from Ron Jay, deejay at WARI, Abbeville, Ala., and station manager Uncle John Brunell at WVTR, White River, Vt.

Gold in Soviets

• Continued from page 16

Al Cohn has done the arrangements.

Radio Liberty, which specializes in broadcasts to countries behind the Iron Curtain made several recordings at the taping session and will offer these to its overseas listeners on its "This Is Jazz" segment. One of the tunes from the forthcoming LP, "You'll Nyet," has been picked as the show's theme.

NEW YORK — Tom White, director of administration for MGM Records, became a father of a boy born last week (20) at the Jewish Memorial Hospital in New York. The child will be named Thomas White.

WELL HERE TIS!!!
THE NEW
BOBBY BLAND
SINGLE

SOMETIMES YOU GOTTA CRY A LITTLE

DUKE 366

A BIG! BIG! BIG! LP

CALL ON ME

THAT'S THE WAY LOVE IS

BOBBY BLAND

DUKE LP 77



BRAND NEW GREAT POTENTIAL
MAMA WON'T YOU TURN ME LOOSE
B/W
SO LONG—GOODBYE SUGAR BOY & THE SUGAR LUMPS
PEACOCK 1925

SMASH! SMASH!

I CAN LEARN

BY

THE CHAINS

PEACOCK 1922

—WORLD'S GREATEST SPIRITUALS— ALL NEW—

ANOTHER DAY B/W **IF YOU TRUST HIM**

DIXIE HUMMINGBIRDS

PEACOCK 1889

LET ME IN B/W **BEEN IN THE STORM**

THE FIVE SINGING STARS

TIME AIN'T LONG B/W **I FOUND A FRIEND**

GOSPEL CHALLENGERS

SONG BIRD 1000

DUKE-PEACOCK RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

Main chart table with columns for 'THIS WEEK', 'Wk. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. It lists 100 songs across three columns.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with their chart positions and publisher/licensee information.

Table listing songs A-Z with their chart positions and publisher/licensee information.

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the nation's best selling records

JULY IS PAT BOONE MONTH



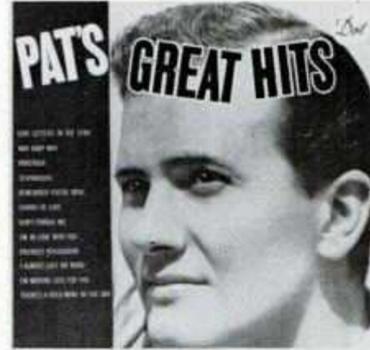
PAT BOONE SINGS GUESS WHO
DLP 3501 DLP 25501



TIE ME KANGAROO DOWN, SPORT
DLP 3534 DLP 25534



THE STAR SPANGLED BANNER
DLP 3520 DLP 25520



PAT'S GREAT HITS
DLP 3071 DLP 25071



HYMNS WE LOVE
DLP 3068 DLP 25068

MONO DLP ORDER	STEREO DLP ORDER	TITLE
3012		PAT BOONE
3030		HOWDY!
3050		"PAT"
3077	25077	PAT BOONE SINGS IRVING BERLIN
3118	25118	STAR DUST
3121	25121	YES INDEED!
3180	25180	TENDERLY
3199	25199	SIDE BY SIDE
3222	25222	WHITE CHRISTMAS
3234	25234	HE LEADETH ME
3261	25261	PAT'S GREAT HITS VOL. II
3270	25270	MOONGLOW

MONO DLP ORDER	STEREO DLP ORDER	TITLE
3285	25285	THIS AND THAT
3346	25346	GREAT! GREAT! GREAT!
3384	25384	MOODY RIVER
3386	25386	MY GOD AND I
3399	25399	I'LL SEE YOU IN MY DREAMS
3402		PAT BOONE READS FROM THE HOLY BIBLE
3455	25455	PAT BOONE'S GOLDEN HITS
3475	25475	I LOVE YOU TRULY
3504	25504	DAYS OF WINE AND ROSES
9000		APRIL LOVE
9011	29011	STATE FAIR

TIME: JULY 1 - JULY 31, 1963

DISCOUNT: Straight 15% cash discount on all Pat Boone albums: Mono, Stereo & EP's.

BILLING: 90-Day dated billing. Pay 1/3 Aug. 15, 1/3 Sept. 15, 1/3 Oct. 15.

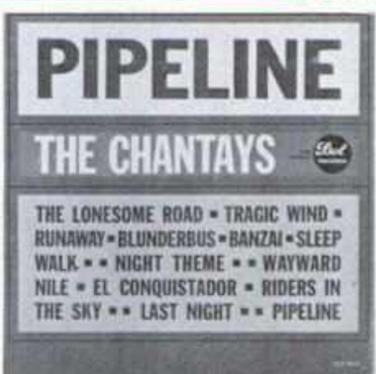
BEST SELLING SINGLES!

- #16479 **Wipe Out** The Surfaris
- #16488 **Scarlett O'Hara / Breakwater** Lawrence Welk
- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** Pat Boone
- #16500 **The Next Time / Violet And A Rose** Wink Martindale
- #16492 **Monsoon / Scotch High's** The Chantays
- #16493 **Torquay Two / Peg Leg** The Fireballs
- #16440 **Pipeline** The Chantays
- #16453 **Hot Pastrami** The Dartells
- #16484 **Sukiyaki / Theme From A Summer Place** Billy Vaughn
- #16497 **My Midnight Prison / Mr. Bass Man** The Andrews Sisters
- #16499 **Tips Of My Fingers / Summertime Love** The Fontane Sisters

CHART WINNING ALBUMS!



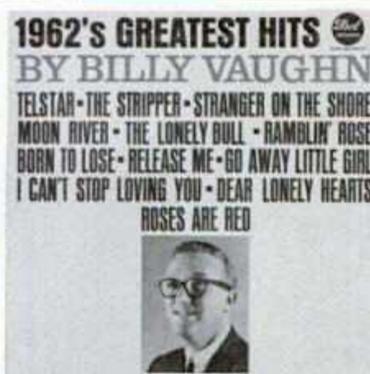
SUKIYAKI Billy Vaughn



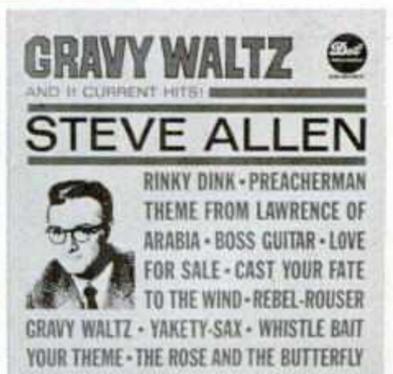
PIPELINE The Chantays



1963's EARLY HITS Lawrence Welk
DLP 3510



1962's GREATEST HITS Billy Vaughn
DLP 3497



GRAVY WALTZ Steve Allen DLP 3515

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

GROOVY BABY . . .
Billy Abbott, Parkway 874 (Cameo-Parkway, BMI) (Los Angeles)

FEELIN' NO PAIN . . .
Del Satins, Columbia 42802 (Disal, ASCAP) (New York)

MARLENA . . .
4 Seasons, Yee Jay 539 (Saturday-Gavadima, ASCAP) (Boston)

DON'T LET THE SUN CATCH YOU CRYING . . .
Steve Alaimo, Checker 1047 (Northern, ASCAP) (Miami)

RULER OF MY HEART . . .
Irma Thomas, Minit 666 (Jarb, BMI) (New Orleans)

EYES . . .
Earls, Old Town 1141 (Maureen, BMI) (Pittsburgh)

JIVIN' AT THE DRIVE-IN . . .
Mark Valentino, Swan 4142 (Chicory, BMI) (Detroit)

MORE . . .
Danny Williams, United Artists 601 (Marks, BMI) (St. Louis)

SCARLETT O'HARA . . .
Bobby Gregg, Epic 9601 (Regent, BMI) (Baltimore)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

BARBARA CHANDLER

IT HURTS TO BE SIXTEEN

(Rondak, BMI) (2:47)—Kapp 542

This version of the teen-slanted tale of young love is sold solidly by Barbara Chandler here over strong backing by the chorus and ork. It could share the action with the Bigtop version. Flip is "Running, Running, Johnny" (Premium, BMI) (2:55).

POP SPOTLIGHT

RAY PRICE

MAKE THE WORLD GO AWAY

(Pamper, BMI) (2:30)—Columbia 42827

This pretty ballad could mark Ray Price's first big pop hit, and, of course, will also sell solidly in the country field, where he has always been a top name. He handles the lovely tune with style over lush support. Flip is "Night Life" (Pamper-Reeny Rhythms, BMI) (4:41).

POP SPOTLIGHT

SOLOMON BURKE

CAN'T NOBODY LOVE YOU

(Trio, BMI) (2:30)—Atlantic 2196

Solomon Burke comes through with his winningest vocal since his smash hit "Just Out of Reach" many moons ago. Tune is a bluesy ballad which he sings with deep feeling over simple backing. This could be a biggie. Flip is "Stupidity" (Progressive, BMI) (1:56).

POP SPOTLIGHT

STEVE AND EYDIE

I WANT TO STAY HERE

(Screen Gems-Columbia, BMI) (2:30)—Columbia 42815

Steve and Eydie team up to deliver a sock reading of a mighty attractive ballad penned by Gerry Goffin and Carole King. Backing by Marion Evans is groovy. This could go all the way. Flip is "Ain't Love" (Maxana, ASCAP) (2:38).

POP SPOTLIGHT

JACKIE WILSON

SHAKE, SHAKE, SHAKE

(Brunswick, BMI) (2:07)—Brunswick 55246

Here's a wild rocker that Jackie Wilson hands a sock performance on the order of his big smash "Baby Workout" from which album the side was taken. Could be one of his biggest ever. Flip is "He's a Fool" (Merrimac, BMI).

POP SPOTLIGHT

THE ROOFTOP SINGERS

MAMA DON'T ALLOW

(Ryerson, BMI) (2:32)—Vanguard 35020

Smash is the word for this catchy version of the oldie by the Rooftoppers which features some more of their exciting vocal and 12-string guitar work. Should make it in all fields. Flip is "It Don't Mean a Thing" (Mills, ASCAP) (2:23).

POP SPOTLIGHT

BURL IVES

THIS IS ALL I ASK

(Massey, ASCAP) (4:02)—Decca 31518

Burl Ives narrates the words to the Gordon Jenkins standard in heartfelt fashion here, as he explains that he wants to savor the joys of life to the fullest extent. It's a touching message and one that will grab lots of spins. Flip is "There Goes Another Pal of Mine" (Famous, ASCAP) (2:30).

POP SPOTLIGHT

JACKIE SHANE

IN MY TENEMENT

(T.M., BMI) (2:30)—Sue 788

Here's the story of a lad who doesn't mind living in a tenement because his love lives there, too. It's a powerful disk that could have strong appeal to the kids. Flip is "Comin' Down" (T.M., BMI) (2:30).

POP SPOTLIGHT

SHEB WOOLEY

COWBOY HERO

(Lowery Music, BMI) (2:52)—MGM 13152

Sheb Wooley describes the unhappy life of a cowboy hero who said goodbye to his girl to become a big movie star. Attractive side could turn into a big strong seller in both the pop and country fields. Flip is "Buildin' a Railroad" (Channel, ASCAP) (2:23).

POP SPOTLIGHT

THE JAZZ TRIBE

WA-PA-CHA

(Hidle, BMI) (2:10)—Little Star 127

A driving instrumental with a touch of the "Tijuana Brass," as well as the "El Watusi" sound, with a Tex-Mex flavor as well. If exposed it could get a lot of attention. Watch it. Flip is "The Ritual" (Hidle, BMI) (2:40).

POP SPOTLIGHT

ANDREA CARROLL

IT HURTS TO BE SIXTEEN

(Rondak, BMI) (2:02)—Bigtop 3156

This is a tale of the hurt of young love, and it is one that should appeal strongly to the teens. Tune is melodic and catchy and the lass gives it a good go over strong backing. Flip is "Why Am I So Shy" (Bright Tunes, BMI) (2:02).

POP SPOTLIGHT

DIONNE WARWICK

MAKE THE MUSIC PLAY

(11th Floor-U.S. Songs, ASCAP) (2:25)—Scepter 1253

Dionne is back with a strong song here that's going to twist a lot of teen hearts. It's a flowing ballad that builds with strings and chorus. "Please Make Him Love" (U. S. Songs, ASCAP) (2:33) is the flip.

POP SPOTLIGHT

THE TORNADOES

THE ICE CREAM MAN

(Bourne-Rank, ASCAP) (1:50)—London 9614

Interesting part of this side is its interplanetary Bo Diddley beat. The group has a solid instrumental theme from the flick "Farewell Performance" to work with and the teens could go for this group again. This flip is "The Scales of Justice" (Bourne-Rank, ASCAP) (2:05).

C.&W. SPOTLIGHT

MELBA MONTGOMERY

HALL OF SHAME

(Glad, BMI) (2:39)

WHAT'S BAD FOR YOU IS GOOD FOR ME

(Glad, BMI) (2:12)—United Artists 576

Here are two potent sides by the same lass who is currently riding the country charts with George Jones in "We Must Have Been Out of Our Minds." Both are weepers with lovely backing. Either or both here with a slight edge going to the top side.

SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING

THE CLEBANOFF STRINGS

THEME FROM IRMA LA DOUCE

(United Artists, ASCAP) (2:37)—Mercury 72151

Pretty theme from the new flick gets a mighty attractive instrumental reading from the Clebanoff Strings here and the disk should grab lots of play from the nation's deejays on good music stations. Flip is "More" (E. B. Marks, BMI) (2:19).



FOUR-STAR SINGLES

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

POPULAR

BENT FABRIC
★★★★ The Happy Puppy (Metorion, BMI) (2:35)—★★★★ Sermonette (Silhouette, ASCAP) (2:23). ATCO 6271

MIKE CLIFFORD
★★★★ Gee, I Don't Remember (Elm Drive-Vanno, ASCAP) (2:39)—★★★★ Cotton Dresses (Elm Drive, ASCAP) (2:26). UNITED ARTISTS 614

ADAM WADE
★★★★ Theme From Irma La Douce (Look Again) (United Artists-Falrione, ASCAP) (2:21) —★★★★ Let's Make the Most of a Beautiful Thing (Corda - Colgems, ASCAP) (2:33). EPIC 9609

JERRY VALE
★★★★ Theme For Young Lovers (Where Is My Someone) (Marpet, ASCAP) (2:22) —★★★★ Old Cape Cod (Pincus, ASCAP) (2:23). COLUMBIA 42826

JACK NITZSCHE
★★★★ Song for a Summer Night (April, ASCAP) (2:20)—★★★★ The Lonely Surfer (Little Darlin', BMI) (2:35). REPRISE 20202

DEAN MARTIN
★★★★ My Sugar's Gone (Bourne, ASCAP) (2:58) —★★★★ Corrine Corrina (Gotham, ASCAP) (2:42). REPRISE 20194

GRADY MARTIN
★★★★ Anytime (Hill & Range, BMI) (2:00) —★★★★ Down the River of Golden Dreams (Feist, ASCAP) (2:09). DECCA 25605

EDDY ARNOLD
★★★★ Just a Ribbon (T.M., BMI) (2:53)—★★★★ A Million Years or So (Central Songs, BMI) (2:30). RCA Victor 8207

JOHNNY CYMBAL
★★★★ Dum Dum Dum Dee Dum (Haymarket, BMI) (2:03) —★★★★ (Surfin' at Tia Juana (Jeanick, BMI) (2:27). KAPP 539

DON GIBSON
★★★★ After the Heartache (Acuff-Rose, BMI) (2:22) —★★★★ Anything New Gets Old (Acuff-Rose, BMI) (2:12). RCA VICTOR 8192

BOBBY BLAND
★★★★ Sometimes You Gotta Cry a Little (Don, BMI) (2:12)—★★★★ You're Worth It All (Don, BMI) (2:15). DUKE 366

FRANK CHACKSFIELD
★★★★ Will He Like Me? (Sunbeam, BMI) (2:47) —★★★★ She Loves Me (Sunbeam, BMI) (2:32). LONDON 9613

MR. ACKER BILK
★★★★ Moonlight Tango (Clair de Lune a Maubeuge) (Dartmouth, ASCAP) (2:36)—★★★★ Never Love a Stranger (Essex, ASCAP) (2:36). ATCO 6269

THE SKYLINERS
★★★★ Since I Fell for You (Advanced, ASCAP) (2:23) —★★★★ I'd Die (Skyrock-Alamo, ASCAP) (2:39). ATCO 6270

DAKOTA STATON
★★★★ When It's Sleepy Time Down South (Mills, ASCAP) (2:46)—★★★★ Massachusetts (Miller, ASCAP) (2:33). UNITED ARTISTS 611

THE SUPREMES
★★★★ A Breath Taking Guy (Jobete, BMI) (2:20)—★★★★ (The Man With the) Rock and Roll Banjo Band (Jobete, BMI) (2:55). MOTOWN 1044

ANOTHER POSSIBLE HIT!

By

NED MILLER

"Another Fool Like Me"

b/w

"Magic Moon"

Fabor #121

BEST SOUND SINCE . . .

"From A Jack To A King"

FABOR Record Company

2609 W. Olive Ave. — P. O. Box 1487, Burbank, California
Phone: 846-4744 — Area Code 213

LP's Unveiled By ABC-Para

MIAMI — ABC-Paramount's distributor meeting held Friday (22) at the Eden Roc Hotel here was the occasion for showing of 12 new albums on the ABC-Paramount label and nine for Impulse.

The new ABC-Paramount albums include first LP's for the label by Hugo Winterhalter, Fats Domino, Robert Sherwood, B. B. King and the Impressions, plus a new package by Ray Charles and a second album of nostalgic standards by Frank Fontaine.

Also presented at the meeting were the first two albums on the Tangerine label owned by Ray Charles and distributed by ABC-Paramount. The albums feature Jimmy Scott and Terrell Prude.

Chancellor Records, also distributed by the company, was represented by a new Frankie Avalon album.

Columbia 'Boris' Made in Russia

NEW YORK—Columbia Records, which has in the past adhered to the policy of recording mainly contemporary opera or rare catalog items, said this week that next fall it will release a "Boris Godounov," recorded in Russia by American bass-baritone George London and the Bolshoi company. Columbia may also be coming out with releases in the standard opera repertoire.

Leonard Bernstein, who will make his debut as an opera conductor next season at the Metropolitan in a new production of "Galstaff," and Thomas Schippers, another prominent conductor at the Met, are both

Gal of All Work Sparks Bett-Coe Label in Midwest

CHICAGO — A small Midwestern record label named Bett-Coe Music is churning up excitement throughout the territory.

The firm is owned by Bettie M. Colebaugh of nearby Moline. She also owns Bett-Coe Publishing, a BMI affiliate. In fact, she writes the songs, arranges them, signs the artists (all local names), supervises the recording (done at Owen Bradley Studios, Nashville), and runs around to help with her own promotion.

She's put out two records: "Check That Baby Out, One Time" by Randy Proffitt and the Beachcombers; and "Over, All Over," by Carolyn Chipman and the Beachcombers. The Jordanaires back both groups.

She's moved 23,000 copies of the two disks, mostly in the Rock Island-Moline area. One large shopping center in Moline actually ordered 10,000 records following a very successful record hop at which Randy Proffitt and Carolyn Chipman appeared.

Distributors include: Potter, Chicago; Bob Heller, Philadelphia; Topps, Miami; and Free-state, Baltimore.

under contract to Columbia.

Trade sources also said that there is a possibility that opera releases will be out, featuring Eileen Farrell, Richard Tucker, the above mentioned conductors and probably certain European artists under contract to Columbia's CBS label in Europe.

Billboard London Aid

LONDON—Mrs. Mary King has joined Billboard's London office as assistant to Billboard European director Andre de Vekey.



YOU CAN'T EXPECT REACTION...

WITHOUT ACTION!



... and the place to ROAR is coming July 27th!

Billboard's BIG DEALER (NAMM) CONVENTION ISSUE

Reserve Space Now Through Any Billboard Office
ISSUE DATED JULY 27
ADVERTISING DEADLINE JULY 16

Record and Equipment Manufacturers . . . Artists . . . Accessory Manufacturers:

If you've got a story to tell about the quality of your products or achievements . . . here's the place to shout it . . . and the louder the better . . . with Billboard's guarantee of—

Peak Readership by Music Merchants:

this is the issue built around Billboard's Annual Record-Phono Dealer Survey

- an exhaustive research project tabulating sales and profits in every area of the record-phono retail business
- used by dealers/distributors and manufacturers as THE yardstick for measuring their individual record, phono and tape sales performance

Extensive Distribution:

aside from Billboard's vast audience of dealer subscribers throughout the world who will automatically receive this special NAMM Convention issue . . . your message will be heard loud and clear at the big and bustling NAMM Convention itself

- personal distribution to all attendees by on-the-scene members of Billboard's staff

Extra Mileage for Your Message:

the vital dealer statistics and extensive line-up of special editorial features has made this annual edition of Billboard a proven "hang-onto-for-reference" issue for months after publication . . . and your ad gets the same top-level attention and long-term exposure

OTIS REDDING

★★★★ That's What My Heart Needs (East-English, BMI) (2:35)—★★★ Mary Had a Little Lamb (East-English, BMI) (2:33). VOLT 109

JO JO WAIL AND THE SOMETHINGS

★★★★ Hey, Harmonica Man (Little Darlin', BMI) (1:50)—★★★ Wailin' Time (Little Darlin', BMI) (2:00). SMASH 1823

GEORGIA GIBBS

★★★★ Nine Girls Out of Ten Girls (Valleydale, BMI) (2:10) — ★★★ Tater Poon (Valley, BMI) (2:10). EPIC 9606

GLORIA LYNNE

★★★★ Stormy Monday Blues (Advance, ASCAP) (2:54)—★★★ Humming Blues (Tippy, BMI) (2:44). EVEREST 2030

THE PASTEL SIX

★★★★ Open House at the Clinker (Drive-In & Downey, BMI) (2:15)—★★★ Twitchin' (Downey, BMI) (2:29). DOWNEY 101

THE MAJESTICS

★★★★ Strange World (Padua-Poochum, BMI) (2:20) — ★★★ Everything Is Gonna Be All Right (Fargo Star, BMI) (3:06). LINDA 111

PATTI FARROW

★★★★ They All Had a Good Time But Me (Volcano, BMI) (2:20)—★★★ Let's Be Sweethearts Again (Highway, ASCAP) (2:33). EVEREST 2029

BILLY JOE AND THE CHECKMATES

★★★★ Summertime in Venice (Pickwick, ASCAP) (1:53) — ★★★ Shake, Shake, Shake (Meadowlark, ASCAP) (2:06). DORE 680

THE FURYS

★★★★ Anything for You (Metric, BMI) (2:21)—★★★ Cat 'n' Mouse (Har-Bock, BMI) (2:11). WORLD-PACIFIC 386

CARLO

★★★★ Five Minutes More (Melrose, ASCAP) (2:11) — ★★★ The Story of Love (Just, BMI) (2:48). LAURIE 3175

JAN DAVIS

★★★★ Delicado (Remick, ASCAP) (1:53) — ★★★ Sahara (Mardon, BMI) (1:48). RENDEZVOUS 218

LOU PEREZ AND HIS ORK

★★★★ Mama, Mama, Mama (Glenden, ASCAP) (2:18) — ★★★ La Vida Tiene Sus Cosas (3:08). SABINA 514

ESKEW REEDER

★★★★ Undivided Love (Jarb, BMI) (2:18) — ★★ The Flue (Tek-Shuler, BMI) (2:16). INSTANT 3258

COUNTRY

NED MILLER

★★★★ Another Fool Like Me (Rondo-Fabor, BMI) (2:08)—★★★★ Magic Moon (Doral-Burnette, BMI) (2:19). FAVOR 121

INTERNATIONAL

LILIA DA ROCHA BASTOS

★★★★ Leva Me Contigo (Fabor, BMI) (2:45)—★★★ Mon Cher Ami (Dandelion, BMI) (2:45). FAVOR 120

JAZZ

PAUL CONSALVES SEXTET

★★★★ Second Chance (United Artists, ASCAP) (2:29) — ★★★ Theme From Anthony and Cleopatra (Robbins, ASCAP) (3:03). IMPULSE 217

POLKA

LOUIE BYK

★★★★ Toyland Polka (Danan BMI) (2:28)—★★★★ The Oberek (Kirchstein, BMI) (1:48). CUCA 1136

(WHOOPEE) JOHN WILFAHRT'S ORK

★★★★ Little Brown Jug (2:10)—★★★★ Prune Song (2:47). DECCA 25603

RHYTHM & BLUES

WILLIE MABON

★★★★ I'm the Fixer (Ghana, World Int'l, BMI) (2:50) — ★★★ Too Hot to Handle (Starday, BMI) (2:20). USA 741

LIGHTNIN' SLIM

★★★★ Loving Around the Clock (Excellorc, BMI) (2:23)—★★★ You Know You're So Fine (Excellorc, BMI) (2:00). EXCELLO 2234

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TODAY'S TOP TUNES

HONOR ROLL OF HITS TRADE MARK REG.

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

FOR WEEK ENDING JULY 6				
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	7
2	6	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	3
3	4	BLUE ON BLUE	By David-Bacharach—Published by Famous (ASCAP)	6
4	2	IT'S MY PARTY	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	8
5	3	HELLO STRANGER	By Lewis—Published by McLaughlin (BMI)	6
6	9	ONE FINE DAY	By King-Goffin—Published by Screen Gems-Columbia (BMI)	4
7	11	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	3
8	10	MEMPHIS	By Berry—Published by Arc (BMI)	3
9	15	TIE ME KANGAROO DOWN, SPORT	By Harris—Published by Beechwood (BMI)	3
10	16	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	2
11	5	YOU CAN'T SIT DOWN	By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)	8
12	8	DA DOO RON RON	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	8
13	7	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	By Tobias-Carste—Published by Comet (ASCAP)	7
14	23	PRIDE AND JOY	By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)	2
15	21	ON TOP OF SPAGHETTI	By Glazer—Published by Songs (ASCAP)	3
16	12	STILL	By Anderson—Published by Moss Rose (BMI)	9
17	19	MY SUMMER LOVE	By Hilliard-Garson—Published by Rosewood (ASCAP)	3
18	—	WIPE OUT	By Surfari—Published by Miraleste-Robin Hood (BMI)	1
19	14	BIRDLAND	By Mann-Smith—Published by Woodcrest-Ace (BMI)	5
20	13	18 YELLOW ROSES	By Darin—Published by T. M. (BMI)	6
21	—	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	1
22	—	NOT ME	By Anderson-Guida—Published by Rock Masters (BMI)	1
23	—	HARRY THE HAIRY APE	By Stevens—Published by Lowery (BMI)	1
24	25	STRING ALONG	By Duncan-Doyle—Published by Blue Grass (BMI)	4
25	17	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	10
26	—	FALLING	By Orbison—Published by Acuff-Rose (BMI)	1
27	—	RING OF FIRE	By Carter-Kilgore—Published by Painted Desert (BMI)	1
28	29	FIRST QUARREL	By Smith-McDuff-Couch—Published by LeBill-Marbill (BMI)	2
29	—	JUST ONE LOOK	By Carroll-Payne—Published by Premier (BMI)	1
30	30	COME AND GET THESE MEMORIES	By Holland-Dozier-Holland—Published by Jobete (BMI)	4

RECORDINGS AVAILABLE
(Best Selling Record Listed in Bold Face)

- SUKIYAKI** — Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010.
- EASIER SAID THAN DONE**—Essex, Roulette 4494.
- BLUE ON BLUE**—Bobby Vinton, Epic 9593.
- IT'S MY PARTY**—Lesley Gore, Mercury 72119.
- HELLO STRANGER** — Barbara Lewis, Atlantic 2184.
- ONE FINE DAY** — Chiffons, Laurie 3179.
- SURF CITY** — Jan & Dean, Liberty 55580.
- MEMPHIS** — Lonie Mack, Fraternity 906.
- TIE ME KANGAROO DOWN, SPORT**—Pat Boone, Dot 16494; Rolf Harris Epic 9596.
- SO MUCH IN LOVE**—Tymes, Parkway 781.
- YOU CAN'T SIT DOWN** — Dovells, Parkway 867.
- DA DOO RON RON**—Crystals, Phillies 112.
- THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER**—Nat King Cole, Capitol 4965.
- PRIDE AND JOY** — Marvin Gaye, Tamla 54079.
- ON TOP OF SPAGHETTI** — Tom Glazer & the Children's Chorus, Kapp 526.
- STILL** — Bill Anderson, Decca 31458.
- MY SUMMER LOVE**—Ruby & the Romantics, Kapp 525.
- WIPE OUT** — Surfari, Dot 16479.
- BIRDLAND**—Chubby Checker, Parkway 873.
- 18 YELLOW ROSES** — Bobby Darin, Capitol 4970.
- FINGERTIPS (Part II)**—Little Stevie Wonder, Tamla 54080.
- NOT ME**—Gary (U. S.) Bonds, LeGrand 1005; Orleans, Cameo 257.
- HARRY THE HAIRY APE**—Ray Stevens, Mercury 72125.
- STRING ALONG** — Rick Nelson, Decca 31495.
- I LOVE YOU BECAUSE** — Al Martino, Capitol 4930; George Jones, Mercury 72087.
- FALLING**—Roy Orbison, Monument 815.
- RING OF FIRE**—Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
- FIRST QUARREL** — Paul & Paula, Philips 40114.
- JUST ONE LOOK**—Doris Troy, Atlantic 2188.
- COME AND GET THESE MEMORIES** — Martha & the Vandellas, Gordy 7014.

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MUSIC AS WRITTEN

NEW YORK

Kapp Records pulled two live recording sessions last week: **Don Francks** at the Vanguard and **Marc London** at the Great Northern. . . . Happy birthday **Erroll Garner**, sorry the card is late. . . . **Stan Walker**, former publicist for RCA Red Seal, has joined the public relations at Famous Artists Schools, Inc. . . . **Lee Eastman** and **Al Da Silva** have formed a law firm, Eastman and Da Silva. . . . Canadian-American is distributing the new Almont line. . . . **Ed Newmark**, recently with Harmon Records, is the first staff producer to be hired by Independent Producers Group. His first disk for the new firm is by **Joe (Officer Toody) Ross**.

Century Records moved to new quarters in the Penn-Sheraton Hotel, Pittsburgh. . . . National promotion and distribution of the Starfire label. . . . New Canadian label is Discus Records. This is the retail arm of Topic Records, producers of broadcast disks for radio stations in Canada. . . . **Tania Grossinger** (of Grossingers) joined the **Vic Lowmes Associates** firm as an account exec. . . . **Bonnie Bourne** back from European swing. . . . The founders of Caedmon Records, **Barbara Holdridge** and **Marianne Mantell**, will address the New York State Historical Society early in July. . . . **Tim Gayle** has temporary NYC offices in the Roger Smith Hotel. . . . T & M Associates has changed its name to Ramot Enterprises, Inc., to put an end to confusion with the **Bobby Darin** firm T. M. Music. . . . Regina Records is being handled in NYC by Portem. . . . Headline Records signed **John Flynn**. . . . Razorback Records signed the **Pacers**.

A son, **Stacy**, has been born to **Mrs. Blake Martin Gordon**. . . . **Fred Miles Presents** is distributor for the Entre label. . . . ARMADA wants were taken care of at Eden Roc by p.r. director **Hal Pearl**. . . . **Sid Mills** well on his way back from serious surgery. During his stay in Sinai Hospital, Baltimore, he was approached with manuscripts by nurses and fellow patients. . . . **J. C. Herd** and **Dorothy Donegan** have signed with I. C. S. Records. . . . Wendy Distributors moved to larger quarters in Newark.

New Springfield, Ohio, label is K. A. B. Records. . . . **Joe Dowell** out of khaki. . . . Accent Records of Hollywood has signed **Bob Bellows**. . . . **Jean Dee**, new country songstress, signed by King Records. . . . All Records has a master by **Betty Luther**. Side is being distributed by Liberty. . . . **Martin Cordia** runs Shelton Towers beauty shop. . . . **Jule Styne** has composed the title song for "All the Way Home," a Paramount flick. . . . Caedmon's recording director **Howard Sackler** a new papa. . . . **Irwin Zucker** at the Park-Sheraton for a week June 26. . . . CIRCA to distribute Petal releases. . . . Jazz pianist **Joe Burton** has formed Joday Records in Chicago. . . . Folk duo **Addiss** and **Crofut** waxed new Verve singles, more due July 2.

JACK MAHER

PHILADELPHIA

Chips Distributing Company played host to the local trade at a party in the Sheraton Hotel honoring **Bobby Rydell** and climaxing with a preview of his "Bye Bye Birdie" movie at the Goldman Theater. . . . Columbia's exploiter **Ted Kellem** took advantage of the personal appearance of **Andy Williams** at

the Latin Casino. . . . Cameo-Parkway's **Ed Cotlar** reports **Billy Abbott** on Cameo is attracting attention with his "Groovy Baby." . . . **Larry Cohen** getting good attention for his distribution of Epic's "Scarlet O'Hara" cut by **Bobby Gregg**, a local lad. . . . Record manufacturers are checking up on the calls made by their exploitation

men to make certain that the spinners at the smaller stations, particularly in the suburban communities, are being adequately covered. . . . **Billy Harper**, formerly of Saul Lampert and now the promo chief for Universal Distributors, reports "Soul City," by **Pervis Herder** on Jamie, as the hot items. . . . **Don Wright**, of Chips Distributing Co., reports the new **Paul and Paula** LP, "We Go Together," a sales giant.

Bob Heller Distributing Company, independent record distrib-

utors, has moved to new and larger quarters on North Broad Street. . . . **Paul Knowles**, head of the record department at **Raymond Rosen & Company**, back from the West Coast where he attended the wedding of his daughter, **Arlene**, and engineer **Robert Kirby** in San Jose, Calif. . . . **Wilf Brothers**, shutting down its 619 Market Street branch, put its LP stock on sale instead of moving it to their other two stores. LP's reduced to as low as 50 cents with none higher than \$2. . . . **Anthony**

DeSimone, one of the town's top music makers along the club date trail, has organized his own **Simone Publishing Company**. . . . **Johnny Mann** signed with the Tribute label with two local schoolteachers, **Bari Anello** and **Thomas McCalley** of Thomas A. Edison High School, cleffing his first release, "I Search by the Sea." . . . **Ed Cotlar**, Chips Distributing's record promotion head, and designer **Gail Miller**, have announced their intentions.

MAURIE H. ORODENKER

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★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	12
2	5	SURFIN' U. S. A. Beach Boys, Capitol T 1890	10
3	3	WEST SIDE STORY Sound Track, Columbia OL 5670	89
4	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	25
5	4	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 2065	7
6	8	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	19
7	6	PETER, PAUL & MARY Warner Bros. W 1449	63
8	21	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	4
9	13	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	12
10	20	THE BARBRA STREISAND ALBUM Columbia CL 2007	13
11	16	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	61
12	7	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	14
13	10	KINGSTON TRIO #16 Capitol T 1871	15
14	9	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	22
15	31	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	53
16	11	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	12
17	14	HOBO FLATS Jimmy Smith, Verve 8544	8
18	12	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	11
19	75	LITTLE TOWN FLIRT Del Shannon, Big Top 1308	3
20	22	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	5
21	34	HOW THE WEST WAS WON Sound Track, MGM 1E5	8
22	44	SHIRELLES GREATEST HITS Scepter 507	24
23	15	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	11
24	41	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 3007	6
25	84	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009	3
26	29	PIPELINE Chantays, Dot DLP 3516	8
27	33	ROY ORBISON'S GREATEST HITS Monument MLP 8000	45
28	106	THE JAMES BROWN SHOW King 826	2
29	23	JOAN BAEZ IN CONCERT Vanguard VRS 9112	37
30	47	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	14
31	52	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	64
32	27	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 425	36
33	48	SURFING Ventures, Dolton BLP 2022	10
34	17	RICHARD CHAMBERLAIN SINGS MGM E 4088	23
35	60	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349	4
36	18	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638	15
37	51	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008	3
38	35	THE BEST OF THE KINGSTON TRIO Capitol T 1705	57
39	45	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	6
40	55	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523	4
41	46	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	11
42	53	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	11
43	90	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023	3
44	37	OLIVER Original Cast, RCA Victor LOC 2004	35
45	28	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	23
46	32	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	24
47	62	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	185
48	68	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444	9
49	72	MUSIC MAN Sound Track, Warner Bros. W 1459	43
50	19	SINCERELY YOURS Robert Goulet, Columbia CL 1931	27

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	66	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	30
52	36	RAMBLIN' ROSE Nat King Cole, Capitol T 1792	42
53	56	BUDDY HOLLY STORY Coral CRL 57279	130
54	87	THINK ETHNIC Smothers Brothers, Mercury MG 20777	14
55	24	WEST SIDE STORY Original Cast, Columbia OL 5230	143
56	39	ALL ALONE AM I Brenda Lee, Decca DL 4370	18
57	38	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	20
58	76	JOAN BAEZ, VOL. I Vanguard VRS 9078	71
59	42	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	21
60	64	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	36
61	67	WARM & WILLING Andy Williams, Columbia CL 1879	38
62	59	NEW FRONTIER Kingston Trio, Capitol T 1809	30
63	119	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695	3
64	92	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	20
65	88	SHE LOVES ME Original Cast, MGM E 4110	3
66	25	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	33
67	77	CAMELOT Original Cast, Columbia KOL 5620	128
68	79	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	270
69	71	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	15
70	65	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	43
71	30	JOAN BAEZ, VOL. II Vanguard VRS 9094	84
72	100	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294	3
73	117	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	10
74	105	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	27
75	86	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609	5
76	69	STEVE LAWRENCE WINKERS! Columbia CL 1953	22
77	91	TWO OF US Robert Goulet, Columbia CL 1826	45
78	40	ALLEY CAT Beni Fabric, Alco 148	37
79	50	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBD 1569	94
80	58	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	7
81	95	I GOT SOMETHING TO TELL YOU Mama Mabley, Chess LP 1479	2
82	96	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	25
83	120	THE UNITED STATES MARINE BAND RCA Victor LPM 2687	2
84	57	OUR MEN IN SAN FRANCISCO Lime Lites, RCA Victor LPM 2609	23
85	93	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	10
86	123	FOOLISH LITTLE GIRL Shirley, Scepter LP 511	2
87	107	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	13
88	63	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	36
89	89	RUBY BABY Dion, Columbia CL 2010	16
90	26	I'M A WOMAN Peggy Lee, Capitol T 1857	18
91	104	HEAVENLY Johnny Mathis, Columbia CL 1351	198
92	97	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LPM 2688	4
93	125	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692	2
94	49	THE BEST OF JOLSON Al Jolson, Decca DXA 169	33
95	85	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	23
96	43	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	14
97	121	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	91
98	102	THE NEW CHRISTY MINSTRELS Columbia CL 1872	38
99	111	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	173
100	147	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAL 3290	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	103	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	5
102	126	GYPSY Sound Track, Warner Bros. W 1480	30
103	73	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	7
104	109	TIME OUT Dave Brubeck, Columbia CL 1397	129
105	144	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269	3
106	70	DEAR LONELY HEARTS Nat King Cole, Capitol T 1836	28
107	131	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	46
108	94	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	13
109	127	THE UNITED STATES AIR FORCE BAND & THE SINGING SERGEANTS RCA Victor LPM 2686	2
110	114	CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS MGM E 4048	4
111	112	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	15
112	99	WILD WEEKEND Rockin' Rebels, Swan SLP 509	16
113	—	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932	1
114	54	ALWAYS YOU Robert Goulet, Columbia CL 1676	65
115	116	DION SINGS TO SANDY Laurie LLP 2017	3
116	74	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	14
117	81	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	10
118	108	SCREAMIN' Brother Jack McDuff, Prestige PR 7259	4
119	—	HOT PASTRAMI Dartells, Dot DLP 3522	1
120	128	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	31
121	132	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	139
122	142	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	12
123	138	WALTZ TIME Lawrence Welk, Dot DLP 3499	9
124	—	STILL Bill Anderson, Decca DL 4427	1
125	—	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691	1
126	145	THE CHIFFONS Laurie LLP 2018	8
127	146	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	168
128	101	WATERMELON MAN Mongo Santamaria, Battle 6120	10
129	141	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	39
130	136	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002	4
131	—	LIVING IT UP! Bert Kaempfert & His Ork., Decca DL 4374	1
132	83	RAPTURE Johnny Mathis, Columbia CL 1915	37
133	82	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	26
134	140	FABULOUS MIRACLES Tania TM 238	5
135	139	THE SOUND OF HOROWITZ Vladimir Horowitz, Columbia ML 5811	3
136	98	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	13
137	61	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	19
138	124	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	22
139	—	SOUTH STREET Orleans, Cameo C 1041	1
140	—	ONE WORLD CONCERT Erroll Garner, Reprise R 6080	1
141	80	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	18
142	133	UP ON THE ROOF Drifters, Atlantic 8073	5
143	113	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200-078	20
144	115	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfá, Verve V 8523	8
145	150	CALL ME IRRESPONSIBLE & THE JACK JONES HITS Kapp KL 1328	2
146	—	SURFIN' SAFARI Beach Boys, Capitol T 1808	20
147	110	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	20
148	—	BROADWAY . . . I LOVE YOU Sergio Franchi, RCA Victor LM 2674	1
149	149	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	11
150	78	REMINISCING Buddy Holly, Coral CRL 57426	17

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	12
2	2	WEST SIDE STORY Sound Track, Columbia OS 2070	86
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	16
4	5	HOW THE WEST WAS WON Sound Track, MGM 15E5	12
5	9	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	14
6	15	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8814	11
7	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	25
8	19	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	58
9	25	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8649	42
10	10	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LSP 2638	13
11	21	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8793	10
12	34	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	6
13	12	CAMELOT Original Cast, Columbia KOS 2021	128
14	6	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	8
15	30	PETER, PAUL & MARY Warner Bros. WS 1449	50
16	11	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	13
17	28	SHE LOVES ME Original Cast, MGM SE 4118	3
18	44	THE CONCERT SINATRA Frank Sinatra, Reprise R9-1009	2
19	20	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	7
20	31	CLEOPATRA Sound Track, 20th Century-Fox SXG 5008	2
21	41	UNIQUELY MANCINI Henry Mancini, RCA Victor LSP 2692	2
22	26	BARBRA STREISAND ALBUM Columbia CS 8807	4
23	38	KINGSTON TRIO #16 Capitol ST 1871	14
24	7	OLIVER Original Cast, RCA Victor LSOD 2004	36
25	39	I LOVE YOU BECAUSE Al Martino, Capitol ST 1914	2
26	40	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CS 8832	2
27	22	UNITED STATES MARINE BAND RCA Victor LSP 2687	4
28	32	HOBO FLATS Jimmy Smith, Verve V6-8544	8
29	29	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LSC 2670	3
30	35	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	10
31	8	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	24
32	14	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	173
33	23	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	21
34	36	1963'S EARLY HITS Lawrence Welk, Dot DLP 25510	14
35	37	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CS 8817	4
36	43	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	20
37	17	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	13
38	13	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8422	40
39	16	SUPERCUSSION Dick Schery's Percussion Pops Ork, RCA Victor LSP 2613	12
40	—	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 25523	1
41	18	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	11
42	48	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	5
43	—	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LSP 2695	1
44	—	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAS 4290	1
45	33	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	12
46	42	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LSP 2688	3
47	—	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 25515	1
48	50	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	22
49	24	WEST SIDE STORY Original Cast, Columbia OS 2001	105
50	46	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	39

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

WE GO TOGETHER

Paul & Paula. Philips PHM 200-089 (M); PHS 000-089 (S)

Paul and Paula have gone well together over the course of several hefty singles hits and an earlier album. The title describes them well, musically speaking, at least, as they turn in the familiar duet harmony stylings on a flock of love ditties like "Pledging My Love," "Flipped Over You," "Something Old and Something New" and the title tune. Interestingly and somewhat contrary to current practice, neither of their previous hits is included. The set should grab a lot of action.



POP SPOTLIGHT

GENE PITNEY SINGS WORLD-WIDE WINNERS

Muscor MS 3005

This album is bound to be a smash. It puts all of Gene Pitney's biggest hits into one sleeve, the same records that have scored for the lad around the world. "Only Love Can Break a Heart," "Liberty Valance," "Garden of Love," "Town Without Pity" and "Half Heaven, Half Heartache" are some of the biggest hits included.



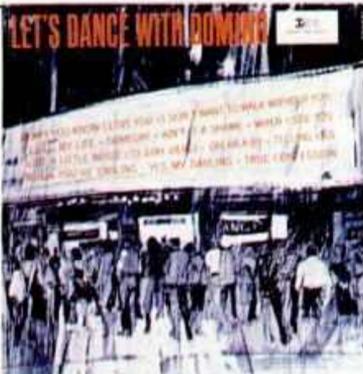
POP SPOTLIGHT

LET'S DANCE WITH DOMINO

Fats Domino

Imperial LP 9239

The indefatigable Fats does it again with 12 swingin' tunes performed by the rock n' roll master. Offerings include "Ain't It a Shame," "I Don't Want to Walk Without You," "When You're Smiling" and "True Confession."

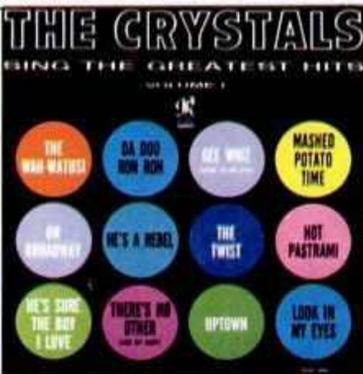


POP SPOTLIGHT

THE CRYSTALS SING THE GREATEST HITS, VOL. 1

Philles PHLP 4003

The hit-making Crystals offer a strong tune line-up combination of their greatest hits with the greatest hits of other recording stars. Featured as such topers as "Da Doo Ron Ron," "On Broadway," "Uptown" and "Mashed Potato Time." Solid wax that should move fast.

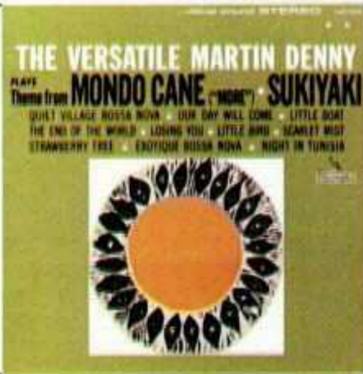


POP SPOTLIGHT

THE VERSATILE MARTIN DENNY

Liberty LRP 3307 (M); LST 73-7 (S)

Another tasty outpouring from the imaginative Martin Denny, focusing on the smart, slick pop-jazz piano stylings with vibes, percussion and in some cases a background of smoothly arranged strings. Denny got healthy action with his "Taste of Honey" album, developed from a single hit, and this one, based on the Denny single of the "Mondo Cane" theme, could do equally well.

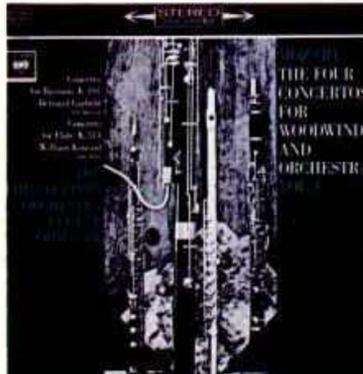


CLASSICAL SPOTLIGHT

BRITTEN: WAR REQUIEM (2-12")

Various Artists. London A 4255 (M); OSA 1255 (S)

This is one of the most eagerly anticipated recordings in years. Hailed in England as Benjamin Britten's finest work and one of the best of this century, the set lives up to that build-up. A moving work, it features three vocal greats: Russia's Galina Vishneskaya, Germany's Dietrich Fischer-Dieskau, and England's Peter Pears, in a requiem for the war dead of all lands. Should become a standard for classical dealers.



CLASSICAL SPOTLIGHT

MOZART: THE FOUR CONCERTOS FOR WOODWINDS AND ORCHESTRA, VOL. 1 (2-12")

Philadelphia Orchestra (Ormandy). Columbia M2L 284 (M); M2S 684 (S)

Mozart's concertos for Bassoon and Flute are coupled on one of these two disks (available separately as MS-6451), and those for Oboe and for Clarinet are paired on the other (MS-6452). Wrapped together, they form a potent parlay, combining the magic sales names of the Philadelphia Orchestra under Ormandy with that of Mozart.

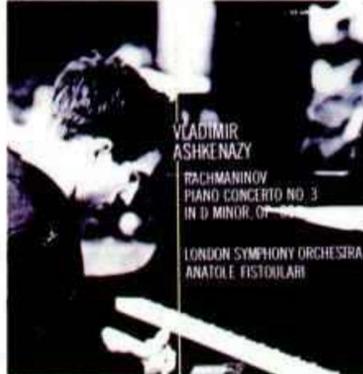


CLASSICAL SPOTLIGHT

TCHAIKOVSKY PIANO CONCERTO NO. 1

Vladimir Ashkenazy; London Symphony (Maazel). London CM 9360 (M); CS 6360 (S)

An outstandingly beautiful rendition of the Tchaikovsky Concerto that must take a place alongside the Cliburn and Richter versions. The brilliant young Russian pianist cut this with Lorin Maazel shortly after he announced his intention of remaining in Britain. Ashkenazy shows power to go with the poetry for which he is famed. Publicity surrounding pianist will help sales.

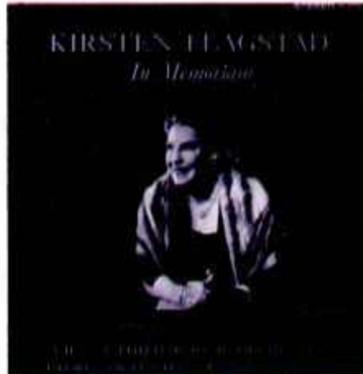


CLASSICAL SPOTLIGHT

RACHMANINOFF: PIANO CONCERTO NO. 3

Vladimir Ashkenazy; London Symphony (Fistoulari). London CM 9359 (M); CS 6359 (S)

A work that seems almost made to order for the remarkable young Russian pianist is Rachmaninoff's Concerto No. 3, which enables him to revel in the lush themes of the first two movements, and strike sparks in the finale. His manner is reminiscent of Horowitz or the composer himself, although less driving. Altogether an exciting release that should prove commercially competitive with the Cliburn version.

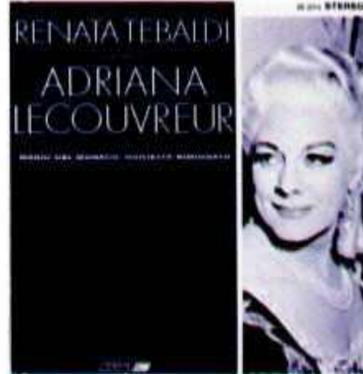


CLASSICAL SPOTLIGHT

KIRSTEN FLAGSTAD IN MEMORIAM

Vienna Philharmonic Orchestra (Solti). London 5778 (M); OS 25778 (S)

The late Kirsten Flagstad was one of the greatest of Wagnerian artists and was also closely identified with Lied. In this repackaging of earlier material, she is heard in the lengthy "War Es So Schmahlich," from "Die Walkure," occupying all of side one, plus other selections from this and from "Das Rheingold," and selections of the Wagnerian "Wessendonck" songs on side two. True fans will treasure this set.



CLASSICAL SPOTLIGHT

RENATA TEBALDI IN HIGHLIGHTS FROM ADRIANA LECOUCVREUR

London 5717 (M); OS 25715 (S)

Here's an excerpt set taken from London complete, three-LP package of the melodic and fanciful French opera by Francesco Cilea. Certainly not one of the giants of the operatic repertoire, it nevertheless brings three standout talents together in Miss Tebaldi along with Mario Del Monaco and Giulietta Simionato in sterling performances. A worthy addition for full-line classically oriented stores.



CLASSICAL SPOTLIGHT

CHOPIN: THE COMPLETE MAZURKAS (3-12")

Alexander Brailowsky. Columbia M3L 285 (M); M3S 685 (S)

For collectors of piano music in general and that of Chopin in particular, this package, one of a series designed to cover the complete Chopin repertory by Columbia, is certainly a must. Few interpreters of the composer's material have the depth of feeling and the range of tone and color as that which the famed Brailowsky brings to bear here. The mazurkas are among the lesser known of the Chopin contributions, complete in a single package, and performed by one of the masters.

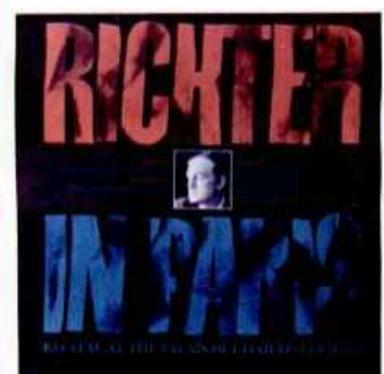


CLASSICAL SPOTLIGHT

BEETHOVEN: SONATAS FOR PIANO AND VIOLIN

David Oistrakh; Lev Oborin Philips PHM 500-031 (M); PHS 900-031 (S)

There should be a great deal of interest in this recording of two Beethoven Sonatas for piano and violin by virtue of the name value of David Oistrakh and Lev Oborin. The works, the "Kreutzer," and the "Sonata in G Major," are beautifully performed and the recording is excellent. Good follow-up LP's for buyers of the first Oistrakh-Oborin Sonata release on Philips.

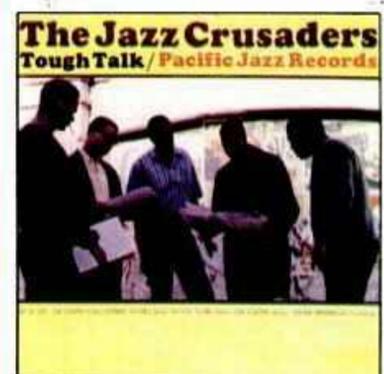


CLASSICAL SPOTLIGHT

RICHTER IN PARIS

Sviatoslav Richter. Vanguard VRS 1102 (M); VSD 2140 (S)

The great Russian pianist is featured here in a program of Haydn, Debussy and Prokofiev, recorded live at the Palais de Chaillot in Paris. Richter's expressive work on the Debussy Preludes From Book 1 is stunning and his musicianship shines on the Haydn Sonata No. 49 in E Flat. A fine release.



JAZZ SPOTLIGHT

TOUGH TALK

The Jazz Crusaders Pacific Jazz PJ 68

The Jazz Crusaders made jazz charts with their first album and this should do the same. As a matter of fact, there's a good chance that this one might even break pop. One track in particular, "Tough Talk," has pop written all over it. Fine blowing by Wilton Felder, tenor, and Wayne Henderson, trombone, and Joe Sample, piano and harpsichord, make the album a big-time winner.



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Watch Sales Jump
Watch**



ROLF HARRIS

LN 24053/BN 26053*

*Stereo

ALBUM REVIEWS (continued)



RELIGIOUS SPOTLIGHT
GEORGE BEVERLY SHEA SINGS HIS FAVORITE SONGS AND SPIRITUALS
 RCA Victor LPM 2651 (M); LSP 2651 (S)

More inspired singing by one of the top artists in the religious field. For the first time he has devoted an entire LP to the great music of the American Negro, the spiritual. The album features most dignified performances of such stirring works as "Deep River," "Goin' Home," "The Way-faring Stranger" and "He Is No Stranger."



SPOKEN WORD SPOTLIGHT
SHAKESPEARE: ANTONY AND CLEOPATRA (4-12")
 Marlowe Society and Professional Players. London A 4427 (M); OSA 1427 (S)

Here's a marvelous uncut version of the Shakespeare classic that should draw sales on the heels of the much-publicized picture. The Marlowe and Professional companies participate with lead parts going to Richard Johnson, Irene Worth, Robert Eddison, Patrick Wymark, Miles Malleon and a host of other fine players.



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

SHUT DOWN
 Various Artists
 Capitol DT 1918 (Duophonic)

The Beach Boys with "Shut Down, a current hit, the Cheers with "Black Denim Trousers," and the Super Stocks with "Street Machine," are among the artists in this LP devoted to the thrills of the road. The key name in the set is the Beach Boys and they should help move many of these LP's.

POP SPECIAL MERIT

THE GOSPEL PEARLS STARRING BESSIE GRIFFIN
 Liberty LRP 3310 (M); LST 7310 (S)

This is one of the growing number of sets being issued in the pop gospel groove, focusing more on wild excitement and shouting than on the strictly religious approach. The tambourines are here in abundance along with bongos giving an even stronger pop orientation. Miss Griffin certainly knows how to shout and she gets plenty of enthused support from her cast. "I Shall Not Be Moved," "Jericho Walls" and "Lift Him" are included, among others.

CLASSICAL SPECIAL MERIT

PUCCINI: MESSA DI GLORIA
 Scarlatti Orch. & Chorus (Rapalo)
 Bruno BR 15001

Although labeled a "recorded premier," this appears to be the same performance available on Columbia about a decade ago, utilizing the same artists. It is an interesting and dramatic waxing of Puccini's first composition, written at age 18. It shows the freshness and talent he later brought to opera. The release should be of interest both to those who appreciate musical settings of the mass and those who collect vocal recordings.

INTERNATIONAL SPECIAL MERIT

GYPSY FOLKLORE
 Magyar Nepdalok. Fiesta FLP 1380

A record with an authentic gypsy flavor is this Fiesta release by the Mathias Jonas ensemble. It contains some unusual selections in true Tzigane style which demand the utmost in virtuosity by both the lead fiddler and the entire ensemble. Of European origin (via Bel-Air of France), it has appeal that crosses every type of musical interest.

WESTERN SPECIAL MERIT

BOB WILLS SINGS & PLAYS
 Liberty LRP 3303 (M); LST 7303 (S)

Bob Wills fans, of which there are many, will enjoy these newly recorded versions of a flock of familiar tunes, from "Rosetta," to "Sitting on Top of the World." They are played with the well-known Wills touch, with occasional happy remarks from the ork leader. Strong wax for the western field and country field too.

CHILDREN'S LOW PRICE SPECIAL MERIT

THE STORY OF SAVAGE SAM
 With the Original Cast
 Disneyland ST 1925

This new Disney movie production deals with a flop-eared hound named Savage Sam; his master, 14-year-old Arliss; Arliss' brother, Travis, and their assorted friends and neighbors in the Old West. The Story, as effectively narrated by deep-voiced Thurl Ravenscroft, deals with wild Apaches, who capture Arliss, and other exciting adventures. A natural for kids and it should meet a ready demand.



FOUR-STAR ALBUMS

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

POPULAR

★★★★ SWINGIN' SOUTH!
 Les Paul & Mary Ford. Columbia CL 1928 (M); CS 8728 (S)

★★★★ JULIE'S GOLDEN GREATS
 Julie London. Liberty LRP 3291 (M); LST 7291 (S)

★★★★ RHYTHM PLUS BLUES
 Si Zentner. Liberty LRP 3290 (M); LST 7290 (S)

★★★★ DO THE BOUNCE WITH THE OLYMPICS
 Tri-Disc 1001.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO

THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER
 Nat King Cole, Capitol T 1932

HOT PASTRAMI
 Dartells, Dot DLP 3522

STILL
 Bill Anderson, Decca DL 4427

PAUL ANKA'S 21 GOLDEN HITS
 RCA Victor LPM 2691

STEREO

SUKIYAKI AND 11 HAWAIIAN HITS
 Billy Vaughn, Dot DLP 25523

STREETS I HAVE WALKED
 Harry Belafonte, RCA Victor LSP 2695

LOVE THEMES FROM CLEOPATRA
 Ferrante & Teicher, United Artists UAS 6290

GRAVY WALTZ & 11 CURRENT HITS
 Steve Allen, Dot DLP 25515

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

MONO

KING OF THE SURF GUITARS . . .
 Dick Dale & the Del-Tones, Capitol T 1930

LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS . . .
 Tamla 240

YOU CAN'T SIT DOWN . . .
 Dovells, Parkway P 7025

THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS . . .
 Vee Jay LP 1059

SHUT DOWN . . .
 Various Artists, Capitol T 1918

MORE JOE HARNELL, MORE BOSSA NOVA POPS . . .
 Kapp KL 1325

RICK NELSON MILLION SELLERS . . .
 Imperial LP 9232

COME DANCE WITH ME . . .
 Sammy Kaye & His Ork, Decca DL 4357

COAST TO COAST WITH ARTHUR PRY SOCK . . .
 Old Town LP 2005

DAVE BRUBECK QUARTET AT CARNEGIE HALL . . .
 Columbia C2L 26

I'VE BEEN EVERYWHERE . . .
 Hank Snow, RCA Victor LPM 2675

PEGGY LEE MINK JAZZ . . .
 Capitol T 1850

WORLD'S GREAT LOVE SONGS . . .
 Mario Del Monaco with Mantovani & His Ork, London LL 3280

POT LUCK . . .
 Ramsey Lewis Trio, Argo LP 715

JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY
 Capitol W 1877

STEREO

THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER . . .
 Nat King Cole, Capitol ST 1932

DAVE BRUBECK QUARTET AT CARNEGIE HALL . . .
 Columbia C2S 826

SUKIYAKI AND OTHER JAPANESE HITS . . .
 Kyu Sakamoto, Capitol DT 10349

THE PATSY CLINE STORY . . .
 Decca DXSB 7176

SMASH HITS OF '63 . . .
 Ray Anthony, Capitol ST 1917

SPIRITUAL

★★★★ SURF'S UP!
 Various Artists. Reprise R 6094 (M); R9-6094 (S)

★★★★ THE FAIR SEX-TETTE
 Various Artists. Everest 5202 (M); 1202 (S)

★★★★ BONES IN THE VALLEY
 The Gospelaires. Peacock PFL 111

POLKA

★★★★ MOWE-WESOLE-PIOSENKI-LUDOWE
 L'Il Wally. Jay Jay 1057

SACRED EXTENDED PLAY

★★★★ PAT BOONE SINGS SONGS FROM "THE MAIN ATTRACTION"
 Dot 16498

JAZZ

★★★★ OUT FRONT
 Clifford Scott. Pacific Jazz PJ 66

COUNTRY

★★★★ TEX WILLIAMS IN LAS VEGAS
 Liberty LRP 3304 (M); LST 7304 (S)

★★★★ HERE'S WILLIE NELSON
 Liberty LRP 3308 (M); LST 7308 (S)

RHYTHM & BLUES

★★★★ CALL ON ME
 Bobby Bland. Dule DLP 77

SACRED

★★★★ GARDEN OF THE HEART
 Ralph Carmichael Singers. Sacred LP 8018

★★★★ A VISIT WITH STUART HAMBLEN
 Sacred LP 8003



THREE-STAR ALBUMS

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

POPULAR

RELAX
 Nick Noble. Liberty LRP 3302 (M); LST 7302 (S)

INTERNATIONAL

POLISH ARMY SINGS
 Various Artists. Bruno BR 50199

KOTO MASTER
 Kimio Eto. World Pacific 1428

SING ALONG WITH MIECZYSLAW FOGG
 Bruno BR 50198

LIEDER DER LEIBE
 Zarah Leander. Fiesta FLP 1381

FOLK

FOLK SONGS FROM THE COUNTRY
 Danny Dill
 Liberty LRP 3301 (M); LST 7301 (S)

SACRED

THE PIANO . . . I REMEMBER
 Ralph Carmichael. Sacred LP 3013

OTHER ALBUMS REVIEWED

The albums listed below are rated as having relatively limited sales or programming potential.

POPULAR

SONGS OF DYNAMITE
 Mighty Panther. Drum Boy DBLM 1000

MEET THE BONNEVILLE!
 Drum Boy DBLM 1001

TOM O'NEIL AND THE MAGIC OF THE MOUTH ORGAN
 Petal P 10101

INTERNATIONAL

REFLECTIONS OF SWEDEN
 Eric Ost & His Ork. Fiesta FLP 1378

ALBUM REVIEW POLICY

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

Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TAMOURE	Bill Justis (Philips)—Boosey & Hawkes
2	4	JEZEBEL	*Rob E. G. (Festival)—Davis
3	5	IT'S MY PARTY	Lesley Gore (Philips)—Schroeder
4	3	PUFF	Peter, Paul & Mary (Warner Bros.)—Allans
5	2	HOW DO YOU LIKE IT	Gerri and the Pacemakers (HMV)—Leeds
6	13	I LOVE YOU BECAUSE	Al Martino (Capitol)—Allans
7	—	LOVE IS A BALL	Damita Jo and Billy Eckstine (Philips)—Boosey & Hawkes
8	9	FOOT TAPPER	The Shadows (Columbia)—Allans
9	15	PIPELINE	The Chantays (London)—Alberts
10	6	SUMMER HOLIDAY	Cliff Richard (Columbia)—Allans
11	11	HE'S GOT THE POWER	The Exciters (U.A.)—No publisher
12	7	PROUD OF YOU	*Jay Justin (HMV)—Castle
13	—	MOVE BABY MOVE	*Johnny O'Keefe (Leedon)—Davis
14	—	FROM ME TO YOU	The Beatles (Parlophone)—No publisher
15	8	IF YOU WANNA BE HAPPY	—Jimmy Soul (HMV)—Castle

AUSTRIA

This Week	Last Week	Title	Artist
1	4	RUBY BABY	Dion (Columbia)—Amadeo
2	1	MONDSCHNEI AN DER DONAU	Gus Backus (Polydor)
3	5	WENN ERST DER ABEND KOMMT	Peter Alexander (Polydor)
4	—	GEH NICHT ZU DEN INDIOS	Gunnar Wiklund (Ariola)
5	—	HEY PAULA	Paul and Paula (Philips)
6	—	I SAW LINDA YESTERDAY	Dicky Lee (Philips)
7	—	COLOMBINO	Connie Francis (MGM)
8	2	PEPINO	Vico Torriani (Decca); Freddy Brock (Ariola)
9	—	VERLIEBT, VERLOBT, VERHEIRATET	Conny Froboess & Peter Alexander (Polydor-Electrola)
10	—	ICH KAUF MIR LIEBER EINEN TIROLERHUT	Billy Mo (Decca)

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	I LIKE IT	*Gerri and the Pacemakers (Columbia)—Dick James Music
2	4	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	*Freddie and the Dreamers (Columbia)—Feldman Music
3	6	ATLANTIS	*Shadows (Columbia)—Francis, Day & Hunter
4	5	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
5	2	DO YOU WANT TO KNOW A SECRET	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
6	7	WHEN WILL YOU SAY I LOVE YOU	*Billy Fury (Decca)—Jack Good Music
7	3	FROM ME TO YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
8	10	DECK OF CARDS	Wink Martindale (London)—Campbell-Connely
9	8	SCARLETT O'HARA	*Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
10	12	FALLING	Roy Orbison (London)—Acuff-Rose
11	9	LUCKY LIPS	*Cliff Richard (Columbia)—Cromwell Music
11	12	BO DIDDLEY	Buddy Holly (Coral)—Jack Good Music
13	11	IN DREAMS	Roy Orbison (London)—Chappell
14	14	YOUNG LOVERS	Paul and Paula (Philips)—One Four Two Music
15	16	TWO KINDS OF TEARDROPS	Del Shannon (London)—Vicki Music

16	20	FORGET HIM	Bobby Rydell (Cameo-Parkway)—Weilbeck Music
17	18	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor Music
18	15	THE ICE CREAM MAN	*Tornadoes (Decca)—Filmusic
19	26	IT'S MY PARTY	Lesley Gore (Mercury)—John Schroeder
20	—	DA DOO RON RON	Crystals (London)—Aberbach
21	21	PIPELINE	Chantays (London)—World Wide Music
22	24	SHY GIRL	*Mark Wynter (Pye)—E. H. Morris
22	—	WELCOME TO MY WORLD	—Jim Reeves (RCA)—One Four Two Music
24	—	HEY MAMA	*Frankie Vaughan (Philips)—Chappell
25	25	ANOTHER SATURDAY NIGHT	—Sam Cooke (RCA)—Kags Music
26	22	INDIAN LOVE CALL	*Karl Denver (Decca)—Chappell
27	19	NOBODY'S DARLIN' BUT MINE	*Frank Ifield (Columbia)—Peter Maurice
27	17	HARVEST OF LOVE	*Benny Hill (Pye)—Weilbeck Music
29	—	RONDO	*Kenny Ball (Pye)—Filmusic
30	27	AIN'T THAT A SHAME	4 Seasons (Stateside)—Francis, Day & Hunter

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	WELCOME TO MY WORLD	—Jim Reeves (RCA)—142 Music
2	2	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell
3	3	FROM ME TO YOU	The Beatles (Parlophone)—Northern Songs, Ltd.
4	5	LITTLE BAND OF GOLD	James Gilreath (Pye)—Joy
5	4	IN DREAMS	Roy Orbison (London)—Chappell
6	—	I LIKE IT	Gerri & the Pacemakers (Parlophone)—Dick James Music
7	6	WHEN WILL YOU SAY I LOVE YOU?	Billy Fury (Decca)—Jack Good
8	—	ATLANTIS	The Shadows (Columbia)—Francis, Day & Hunter
9	7	DO YOU WANT TO KNOW A SECRET?	Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
10	10	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor

FINLAND

(Courtesy Ilta-Sanommat, Helsinki)

This Week	Last Week	Title	Artist
1	1	EMMA	The Sounds (Fontana)
2	3	JOHNNY GUITAR	The Spotnicks (Karussell)
3	2	TANGO D'AMORE	Eino Gron (Scandia)
4	8	CRYING THE WIND	Paul Anka (RCA)
5	—	HEY PAULA	Paul and Paula (Philips)
6	6	TULLALLA TWIST	The Scaffolds
7	4	TANGO D'AMORE	Rocco Granata (Sonet)
8	7	SATUMAA	Reijo Taipale (Scandia)
9	—	KULKURI	The Sounds (Fontana)
10	5	ALL-STAR FESTIVAL (LP)	

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SANS TOI, MAMIE	*Adamo (Pathe)—Rudo
2	2	KISS ME QUICK	Elvis Presley (RCA)—Belinda
3	6	FROM A JACK TO A KING	—Ned Miller (Fly)—Bens
4	3	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Bens
5	4	HEY PAULA	Paul and Paula (Philips)—World
6	8	BUONA NOTTA BAMBINO	*Rocco Granata (Moon-glow)—Class
7	—	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
8	5	EENZAAM ZONDER JOU	*Will Tura (Palette)—Top

9	9	DONNE-MOI MA CHANCE	—Richard Anthony (Columbia)
10	—	WAAR EN WANNEER	*Bob Benny (Polydor)—Ideal

FRANCE

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	EN ECOUTANT LA PLUIE	—Sylvie Vartan (RCA)—Richard Anthony (Columbia)
2	1	LES BRAS EN CROIX/ TES TENDRES ANNEES	—Johnny Hallyday (Philips)
3	2	L'ECOLE EST FINIE	—Sheila (Philips)
4	4	DIS LUI/MARCHE TOUT DROIT	—Claude Francois (Fontana)
5	7	DONNE MOI MA CHANCE	—Richard Anthony (Columbia)
6	5	CHANCE	—Sylvie Vartan (RCA)
7	8	L'AMOUR S'EN VA	—Francoise Hardy (Vogue)
8	9	MINNIE PETITE SOURIS	—Henri Salvador (Salvador-Philips)
9	10	C'EST A L'AMOUR AUQUEL JE PENSE	—Francoise Hardy (Vogue)
10	6	WEST SIDE STORY	—Sound Track (CBS)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SANS TOI, MAMIE	*Adamo (Pathe)—Rudo
2	2	JE ME SENS TRES SEUL	*Robert Cogoi (Philips)—Top
3	5	L'ECOLE EST FINIE	—Sheila (Fontana)—Breton
4	—	DIS LUI/MARCHE TOUT DROIT	—Claude Francois (Fontana)—Southern
5	—	JE ME SENS BIEN/ELLE EST FINIE	—Petula Clark (Vogue)—Bens
6	—	AMOUR PERDU	*Adamo (Pathe)—Ardmore & Beechwood
7	3	LES BRAS EN CROIX/ TES TENDRES ANNEES	—Johnny Hallyday (Philips)—Bens
8	—	EN COUTANT LA PLUIE	—Richard Anthony (Columbia)—Chappell
9	8	MINNIE, PETITE SOURIS	—Henri Salvador (Philips)—Southern
10	—	HEY PAULA	Jean-Pierre et Nathalie (Festival)—World

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	BUONA NOTTA BAMBINO	—Rocco Granata (CNR)—Picture Music, Joop Portengen
2	10	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
3	3	BLUME VAN TAHITI	Gert Timmerman (Telefunken)—Holland Music
4	9	RITME VAN DE REGEN	—Rob de Nijs (Decca)—Chappell & Co.
5	4	JUNGE, KOMM' BALD WIEDER	Freddy (Polydor)—Bens-Altona
6	5	BLAME IT ON THE BOSSA NOVA	—Eydie Gorme (CBS)—Altona
7	—	WINI-WINI	—Die Tahiti Tamoures (Polydor)—Joop Portengen
8	8	DAS LEBEN KANN SCHON SEIN	—Anneke Gronloh (Philips)—Benelux-Weert
9	2	SUMMER HOLIDAY	—Cliff Richard (Columbia)—Basart L. C.
10	—	SAG' MIR WO DIE BLUMEN SIND	—Marlene Dietrich (HMV)—Basart

HONG KONG

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	3	YOU USED TO BE	Brenda Lee (Brunswick)
2	2	THE END OF THE WORLD	—Skeeter Davis (RCA)
3	8	DON'T TRY TO FIGHT IT	BABY—Eydie Gorme (CBS)
4	4	I WILL FOLLOW HIM	—Little Peggy March (RCA)
5	6	LUCKY LIPS	Cliff Richard (Columbia)
6	1	SAY WONDERFUL THINGS	—Patti Page (CBS)
7	10	THOSE LAZY HAZY CRAZY DAYS	—Nat King Cole (Capitol)

8	—	IN DREAMS	Roy Orbison (London)
9	—	EIGHTEEN YELLOW ROSES	Bobby Darin (Capitol)
10	7	SUMMER HOLIDAY	Cliff Richard (Columbia)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	HOW DO YOU DO IT	Gerri & the Pacemakers (Columbia)—Dick James Music
2	5	PUFF	Peter, Paul & Mary (Warner Bros.)—Papamar, ASCAP
3	4	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
4	1	I'LL FOLLOW HIM	—Little Peggy March (RCA)—Leeds, ASCAP
5	8	CAN'T GET USED TO LOSING YOU	—Andy Williams (Columbia)—Brenner, BMI
6	—	NEIGHBORHOOD SONG	—The Roosters (Kol Israel)—ACUM
7	2	FROM A JACK TO A KING	—Ned Miller (Eabor)—Dandelion Music
8	7	YOUNG LOVERS	Paul & Paula (Hed Arzi)—LeBill-Marbill
9	10	LOVE LETTER	*Aliza Millel (Kol Israel)—ACUM
10	—	55 DAYS AT PEKING	—The Brothers Four (Columbia)—Subar Music

ITALY

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

This Week	Last Week	Title	Artist
1	1	IL BALLO DEL MATTONE/ CUORE	*Rita Pavone (RCA)
2	3	I TUOI CAPRICCI	—Neil Sedaka (RCA)
3	2	IL TANGACCIO	*Adriano Celentano (Cian)
4	4	QUELLI DELLA MIA ETA'	—Francoise Hardy (Vogue)
5	8	A NEW ORLEANS	*Adriano Celentano (Jolly)
6	10	STESSA SPIAGGIA STESSO MARE	*Mina (Italdisc)
7	5	VITA DIFFICILE	*Peppino Di Capri (Carisch)
8	11	CUANDO BRILLA LA LUNA	*Marcellos Ferial (Durium)
9	7	NON AMARMI COSI'	—Steve Lawrence (CBS)
10	6	BACI	*Remo Germani (Jolly)
11	9	COME TE NON C'E' NESSUNO	*Rita Pavone (RCA)
12	13	CHARIOT	—Franck Pourcel (VdP); *Betty Curtis (CGD)
13	12	AMORE FERMATO	*Fred Bongusto (Primary)
14	15	TOPOLINO	—Gil Fields (Derby)
15	—	NORMA	*Tony Dallara (Jolly)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LLEGO BORRACHO	—J. A. Jimenez (RCA)—Emmi
2	2	DE MIL MANERAS	*Sonora Santanera (CBS)—Emmi
3	3	SEMANA DE AMOR	*Sonora Santanera (CBS)—Pham
4	8	OYE NINA (Let's Dance)	*Enrique Guzman (CBS)—Rondell Music
5	7	EL INDIO ARTISTA	*Acerina (Orfeon)—Pending
6	4	MEDIA VUELTA	*Javier Solis (CBS)—Pending
7	5	EL DEL TRAJE NEGRO	*Olimpo Cardenas (Orfeon)—Pending
8	9	PENSABA EN TI	*Los Teen Tops (CBS)—Mundo Musical
9	6	PA TODO EL AÑO	*J. A. Jimenez (RCA)—Pham
10	10	CAMINA DERECHITO	(Walk Right In)—*Oscar Madrigal (Gamma)—Pham

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
2	2	DE TUSEN SJOARS LAND	*Ray Adams (Manu)—Musikk-Huset

3	4	KISS ME QUICK	—Elvis Presley (RCA)—Belinda
4	3	FROM A JACK TO A KING	—Ned Miller (Karussell)—Palace Music
5	5	BLAME IT ON THE BOSSA NOVA	—Eydie Gorme (CBS)—No publisher
6	7	NOBODY'S DARLIN' BUT MINE	—Frank Ifield (Columbia)—Musikk-Huset
7	—	DO YOU WANT TO KNOW A SECRET	—Billy J. Kramer & Dakotas (Parlophone)—Edition Lyche
8	6	SUMMER HOLIDAY	—Musikk-Huset (Columbia)—Cliff Richard
9	9	SINGEL OG SAND	*Olkabilamo (Philips)—Edition Lyche
10	8	HEY PAULA	—Paul & Paula (Philips)—Edition Lyche
10	—	FROM ME TO YOU	—Beatles (Columbia)—Edition Lyche

PERU

(Courtesy La Prensa, Lima)

This Week	Last Week	Title	Artist
1	1	AL DI LA	—Emilio Pericoll (Warner Bros.)
2	2	LIMENA	—Edith Barr (Sono Radio)
3	3	EL CIGARRON	—Hugo Blanco (Polydor)
4	4	ENSENANDO BOSSA NOVA	—(Blame It on the Bossa Nova)—Eydie Gorme (Columbia)
5	8	ACCEPTARE	—Anamelba (Virrey)
6	5	QUE TE VAYA BIEN	—Pedrito y su Conjunto (Odeon)
7	6	KIO	—Pedrito y su Conjunto (Odeon)
8	7	QUANDO LLORA MI GUIFARRA	—Los Kipus (Odeon)
9	9	COMPAY GATO	—Niko Estrada (Odeon)
10	—	REMEMBER DIANA	—Paul Anka (RCA)

PHILIPPINES

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	1	JUST FOR TONIGHT	—Henri Manchini (RCA)—Filipinas
2	2	RHYTHM OF THE RAIN	—The Cascades (Warner Bros.)—Mareco
3	3	HE'S SO FINE	—The Chiffons (Laurie)—Mareco
4	4	PROMISE OF LOVE	—Sandy Stewart (Colpix)—FAMA
5	5	DEAR HEART	—Teddy Randazzo (ABC-Paramount)—Dyna
6	6	LET'S GO STEADY AGAIN	—Neil Sedaka (RCA)—Filipinas
7	10	BEAUTIFUL DREAMER	—Tony Orlando (Epic)—Mareco
8	7	TWO OF A KIND	—Sue Thompson (Hickory)—Dyna
9	—	KISS ME QUICK	—Elvis Presley (RCA)—Filipinas
10	9	I'LL SEE YOU IN MY DREAMS	—Jerry Reed (Columbia)—Mareco

SOUTH AMERICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	Title	Artist
1	2	I WILL FOLLOW HIM	—Little Peggy March (RCA)—Waldeck
2	1	BLAME IT ON THE BOSSA NOVA	—Eydie Gorme (CBS)—Aldon
3	4	TULIPS FOR TOINETTE	*Johnny Kongos (RCA)—Southern
4	5	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell
5	6	BLUE TRAIN	—John D. Loudermilk (RCA)—Acuff-Rose
6	3	THE END OF THE WORLD	—Skeeter Davis (RCA)—Compass
7	7	HAPPY BIRTHDAY DARLING	—Bob Gallion (Continental)—Acuff-Rose
8	—	RUBY BABY	—Dion (CBS)—Belinda
9	—	ONE AMONG THE MANY	—Ned Miller (Renown)—BMI
10	10	HEY PAULA!	—Paul & Paula (Philips)—Tin Pan Alley

'Cowboy' Ties Up West German Fest

BADEN-BADEN, W. Germany—"Ich will 'nen Cowboy als Mann" (freely translated as "I Want a Cowboy Husband"), was the winning song of the third annual German Song Festival concluded here June 15. The winning tune was sung by the Danish songstress Gitte, who records for Electrola. The tune was composed by R. V. D. Dovenmuehle, with lyrics by the label's producer, Nils Nobach.

The second-place winner was "Ob in Bombay, ob in Rio," sung by the Italian artist Anita Traversi, who records for Ariola. The third song was "Lach dock wenn's zum Weinennicht ganz reicht," sung by Philips star Gerhard Wendland.

One of the highlights of the festival was the appearance of Marlene Dietrich, who sang two songs not included in the competition. The show was covered by West German, Flemish and Belgian TV, RIAS-Berlin and the AFN.

Dr. Erich Shulze, GEMA president, and president of the festival, said that about three million records were sold as a result of last year's festival, including the one million racked up by the 1962 winner "Zwei kleine Italiener," by Conny Froboess on Electrola. The Festival is fast becoming a major music festival in the world market. Its importance in this country is seen by the fact that some 52 artists, 84 music publishers, 80 newspaper reporters and 30 songwriters and lyricists deemed it important to attend.



IGOR STRAVINSKY conducted the Hungarian State Orchestra in Budapest on a swing behind the Iron Curtain.

CONNY, COMIC TAKE AWARDS

MUNICH — Record single sales are not so good in these days in Germany. But two records made heavy sales in Cologne. Conny Froboess got Golden Dog for one million sold copies of "Zwei Kleine Italiener" by Christian Bruhn and Georg Buschor on the Electrola label. And in Munich, comedian Herbert Hisel from Nuremberg got the Golden Tempo Award for 100,000 copies of his comedy record "Adventures of a Soldier" and "Camping Time" on Tempo label. For a comedy record, this is a substantial sum around here.

Oriole to Release Ariola in Britain

LONDON — Oriole Records has signed an agreement with Ariola to issue the German disk firm's material in U.K., it has just been revealed.

Ariola's Eurodisc recordings will be issued on a new label, Oriole-Eurodisc; other material will be put out on the British firm's cheaper-priced Realm mark.

First releases are expected in September and they will include albums by cellist Andre Navarra, pianist Monique de Labruch, the St. Hedwig's Cathedral Choir of Berlin.

Kruger-Kaye Team Fires Ember's Coals

By DON WEDGE

LONDON — Many songwriters have their own record labels in America. It can be profitable, as Al Nevins and Don Kirshner proved. Because of the very difficult trading conditions it is not very easy to have your own label in Europe. Many people would say it is impossible to have one in Britain.

Proving them wrong is American lyricist Buddy Kaye who has a minority holding in Jeff Kruger's Ember Records now three years.

Kaye was in Europe for six weeks. The prime purpose of his visit was to discuss with Kruger the improvement of Ember's image and to take advantage of the great new opportunities which have presented themselves following the decision of Decca's distribution subsidiary, Selecta, to handle its disks.

EMI Affirms Price Boost As of July 1

LONDON — EMI has confirmed to Billboard's correspondent that the firm will increase its prices effective July 1. This is expected to spark price jumps throughout the industry. The label has given "ever-increasing overhead, which can no longer be absorbed by the company" as the reason for the jump.

Singles at present cost six shillings and three pence (72 cents) and they will move up six cents. Classical LP's, now 37 shillings and six pence (\$5), move up 20 cents. Most pop LP's are up from one pound, 10 shillings, 11 pence, to one pound, 12 shillings. Most EP's are up to 10 shillings, 9 pence.

Spokesmen for both the Gramophone Record Retailers Association and the Music Trade Association said they were awaiting more details as to whether other firms follow suit.

Disk prices dropped twice here last year, but in both cases through reduction of government tax, and part of one decrease offset by the disk firm's increase.

Together, Kaye and Kruger lured one of the more impressive arranging talents in Britain away from EMI. He will become a.&r. executive and is certain to pull major artists with him. Ember is now in a position, according to Kaye, to offer its artists a guarantee that 25 per cent of the disks they make for British consumption will be released in America. Few artists get this sort of guarantee from the major labels. Kaye will set up American distribution, and he went back to New York to do this.

Record company operation has suddenly come to the forefront of his activities, but he is known best as a lyricist. "Speedy Gonzales" was one of his biggest successes.

He has a keen eye for world markets. "Gonzales," as recorded by Pat Boone, dominated charts in many countries. In Britain, Kaye's "The Next Time," the only American song in the Cliff Richard film, "Summer Holiday," has sold 960,000 copies.

(Continued on page 34)

UN DISK EARNS GOLD RECORD

GENEVA—Prince Sadruddin Aga Khan presented a golden disk of "All-Star Festival" to Ambassador Spinelli, director of the European Office of the United Nations High Commission for Refugees in recognition of the sales of the benefit disk throughout the world. European sales figures include 175,000 each in Germany and Sweden, with Holland in third place with 110,000. Sales in other lands include 76,000 in Great Britain, 52,000 in Switzerland, 30,000 in Italy and 17,000 in France.

International NEWS REPORTS

TALENT HUNT

Probe Fest Space For Future Star

By SAM'L STEINMAN

ROME — More than six months away, the first rumbles of the next San Remo Song Festival have already been heard with a two-day program in Milan called, "San Remo Spotlight," at which 37 young singers, all professionals, participated in an elimination from which 10 will eventually participate in a final for the choice of new voices at San Remo.

This event differs from the one a year ago in which the selections were made from non-professionals seeking their first chance. The big non-pro rush this year is for the "Grand Prize" TV program which has replaced "Canzonissima" as the program tied to the year-end lottery. It is expected that more than 50,000 would-be singers will have been inscribed when the list closes July 15. Other newcomers were selected in a competition sponsored by Clan Celantano and are now recording their guaranteed disks. Other new names will emerge from this weekend's "Cantagiorno," the singing tour of Italy in which one part includes a group of newcomers. Also much attention is being given the "New Voices" competition of Teddy Reno which brought to light Rita Pavone who, in one year, has become the top voice in Italian popular music. The impact of new singers in Italian



OLE! A young lady from Berlin, Manuela, has hit German version on Telefunken of Eydie Gorme's "Blame It on the Bossa Nova." Side went to the top in Germany.

pop circles can be seen in the fact that of the 15 top records in Billboard's list, no more than one singer was known five years ago. Even Domenico Modugno, who topped the lists a half dozen years ago with "Volare" and "Piove," hit a roadblock in his dealings with Phonogram to whom he wished to switch from Fonit. His demand for \$320,000 brought a counter-offer of only a fifth of the asking price.

Billboard is on the air— AROUND THE WORLD!

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

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

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)
Wednesdays, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)
Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.
Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.
Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.



NEW MAN: Mario Friedberg (left), Fermata Mexicana's new manager, poses with president of entire Fermata publishing and record enterprise, Enique Levendiger.

AUSTRIA

**Dee in Germany
New Sensation**

By FRITZ ZILLER
Molwaldplatz 1, Vienna

Since imports were unable to cope with heavy dealer demands of Joey Dee's first German language record "No No" (answer to "Ya Ya"), the Austrian Amadeo distribution firm (also distributor of CBS, Roulette, Palette and Pye) had to do an own special pressing of this disk. Same firm also has a smash hit on the Austrian charts with Dion's "Ruby Baby."

"Verliebt, Verlobt, Verheiratet" with flipside "Blondie" is sung by Conny Froboess (Electrola) and Peter Alexander (Polydor). Disk is available on both Polydor and Electrola. . . . Charley Niessen wrote a special film number for ex-G.I. Gus Backus, "Mein Schimmel wartet im Himmel auf mich," to be released this week on the Polydor label. . . . "Danseuse," winner of the Grand Prix Eurovision, has its German follower titled "Der Sommer ging vorueber" sung by Renee Franke (Amadeo). . . . Italian songstress (Mama) Mina has sung two flashy tunes for the Polydor label: "Mr. Twist" b-w "Meine Tur steht immer offen." Her producer Gerhard Mendelson has revamped her singing into the "Nashville sound" style. Very good sale in singles made by Gerhard Wendland with "Lach doch" and Leo Leandros with "Piccolina," both on Philips.

AUSTRALIA

**W&G Distribs
Duke-Peacock**

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

W & G Records of Melbourne now distributes Duke, Peacock and Backbeat labels from United States. Initial release will be "Call on Me" by Bobby Bland and "You Know It Ain't Right" by Joe Hinton. W & G is also planning immediate release of the second Gilbert and Sullivan album by the English Linden Singers. Volume 1 sold well and original tapes are from Oriole Records, England.

Lenore Somerset, probably Australia's best-known folk songstress, has released her first album for W & G. Release of the album should secure a personal management contract with Woomera Music. . . . Roberta Sherwood follows the Ink Spots into Chequers night club, Sydney. Festival will rush-release Miss Sherwood's first album from ABC-Paramount. Radio Corporation has announced the release date of the long-awaited and much in demand album "Sinatra-Basie" on Reprise, also the Sinatra single, "Call Me Irresponsible."

Channel 7, ATN, Sydney, closed down the weekly musical show "Startime," which was produced by American Gil Rodin in conjunction with MCA. . . . John Laws, compere of the show and disk jockey for 2GB, Sydney, said that the Macquarie network is planning a national radio show which will be the biggest disk jockey hook up ever broadcast and it will go over 40 or more stations. . . . Jack Rael

was in Sydney. . . . Hyman Zaal of the Foster Booking Agency, London, set tour of Australia by Andy Stewart. Kyu Sakamoto's single, "Sukiyaki," is receiving heavy air exposure via imports. Other singles from the EMI are by the Shadows. . . . Allans Music of Melbourne lifted the restrictions of "Days of Wine and Roses. London has the Pat Boone version on Dot and Dick Roman's Harmon disking on HMV. . . . Leeds acquired the English hit, "How Do You Do It" by Gerri & the Pacemakers, "Sitting in the Moonlight" by the Delltones on Festival and "My Heart Said Bossa Nova" by Irene Reid on Verve, the last-named a breaking sleeper. . . . Joe Halford acquired through Ivan Mogull Music, on the Festival label from Moonglow, "Little Latin Lupe Lu" and, on Kapp, "On Top of Spaghetti."

Visiting the local scene is Jerry Thomas of Liberty Records. By arrangements with Hollywood Records, London Records of England and Australia has scheduled the album, "The Original Ray Charles," a selection of 12 tunes recorded on the now inactive Swingtime label. The disk will be on the market early in July. . . . Judy Cannon off to England.

Patti Page, currently appearing at the Chevron-Hilton Hotel, Sydney, is a huge success. . . . Etta James recording "Pushover" on Argo, at present enjoying world-wide hitparatings, has been banned by the Australian Federation of Commercial Broadcasting. . . . Artransa Radio's sales manager, Sam Baker, has made a program sale to a Boston radio station described as the first major breakthrough for Australian transcriptions in U. S. A. for 20 years. WORL, Boston, made an initial purchase of four of Artransa's half hour self-contained dramas and expressed interest in several more.

BELGIUM

**Set Stage for
Becaud in Spain**

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Jean Silly, brother of famous French singer Gilbert Becaud, was at Knocke and Spain in order to prepare the next visit of his brother to this country.

Polydor's best sellers for May are: "Junge komm bald wieder" by Freddy, "Waar en wanneer" by Bob Benny, "Losing You" by Brenda Lee on Brunswick, "Barcarole in der Nacht" by Connie Francis in German for the MGM label, "Linda Lou" by Peter Kraus, sung in Flemish, and "Wini Wini Tamoure" by the Tahiti Tamoures.

The new Crown label offers "Welcome to You" by Elly Andersen, and "Fly With Your Car" by Sylvie Wood. Harry Cogan is going to record his own numbers for Crown Records. First ones to be released are "Jenny's Mambo" and "Un'Angelo."

Polygram is distributing Critere, a new classical music label. Records will be sold at 395 francs (\$8) in mono as well as in stereo.

EMI is presenting the first of a new series of recordings to be known as "His Master's Voice Angel Series." This special series will be comprised mainly of major operatic works. The "Angel" series is essentially an international project. The recordings included in this series will be released simultaneously in all parts of the world as far

as possible. The new records will be presented de luxe packaging, incorporating the text or libretto together with an English translation of the work recorded, while the cover designs have been produced by EMI's Paris design center.

BRAZIL

**Fermata Signs
Up More Tunes**

By MAURICIO QUADRIO
Rua Visconde da Gavea
Rio de Janeiro

Enrique Lebendiger, Fermata's director, has lined up more business. Some of the tunes contracted: "No meu Piano," "La you eu," "Ja estou na base," and "E hoje Independencia ou Morte," by Luis Reis and Haroldo Barbosa. The last tune is one of the tracks of the LP "Eu . . . Miltinho" on RGE label, recorded by Miltinho and released this month. Also Mon-sueto's (singer and showman) "Maria Baiana" and "Aula de Samba para Frances." Lebendiger has a trip scheduled for Mexico to negotiate bossa nova LP's released by Fermata, "Pedrinho Mattar Bossa Nova."

UN disk promotion wasn't too impressive. A TV program purchased 1,000 copies to be distributed among their customers, while in Parana State a TV program is promoting another thousand. Some retail dealers feel the "All Star Festival" isn't selling as well as it should.

Bert Kaempfert's (Polydor) "African Beat" is already a top seller. . . . Os Pequenos Cantores da Guanabara recorded "Volta ao Mundo" on Polydor. . . . An album presenting guitarist Manoel da Conceicao on his first appearance on Polydor has been released. . . . RCA is introducing Rita Pavone, with a double-compact. . . . Adilson Ramos recently signed by RCA.

BRITAIN

**Pat, Chevalier
In British Film**

By CHRIS HUTCHINS
News Editor,
New Musical Express

Though contracts still have to be signed, Pat Boone and Maurice Chevalier have both accepted roles in a lavish new British film musical, "Lessons In Love." The million-dollar production will start at the end of this year or early next. It is being made by a new film firm, Omnium Productions, at MGM's Elstree studios and also on location in Paris. Music and lyrics are by David Brown and Michael Fletcher and Gordon Wellesley has written the script.

RCA Victor's European sales manager, Arnold Klein, has vacated the post as of July 1, although he has not yet left the company. After seven years in the job, Klein sails back to New York September 13—he is on leave until that time—and will have further discussions there about his future.

"Bye Bye Birdie" will have a royal premiere before Queen Elizabeth and Prince Philip when it opens at Marble Arch Odeon November 7. Ann-Margret will fly in to attend and Bobby Rydell will be there if he inks for a British tour in November. . . . Associated Rediffusion will show 30 five-minute

"Mahalia Jackson Sings" programs from Screen Gems. . . . Decca disk jockey Jack Jackson flies to the Canary Islands this month for a protracted holiday that will last at least three months. He will record his shows for the BBC there but is still negotiating with the disk firm about the future of his Radio Luxembourg program.

Impresario Harold Davison flew to New York for discussion concerning his future tours. In Hollywood he meets Frank Sinatra for talks about the singer's return to Britain which is not now expected before next March. Davison flies home by way of Hong Kong, Tokyo, Bangkok and Istanbul. . . . Mantovani and his ork returned after their five-week tour of Canada and Japan. Now there are discussions for the 45-piece outfit to make a similar tour of Australasia early in the New Year. . . . Nelson Riddle in for talks in London with his British agent Vic Lewis and film work in Europe; songwriters Harry Tobias and Harry Warren (separately) for talks at their respective publishing houses. One of the new songs Tobias brought here will be recorded by the Temperence Seven.

Publisher Business

A new publishing concern, Jaep, has been set up by Dick James and Brian Epstein, who manages the Beatles, to publish songs by Epstein's other northern artists. First in the repertoire are Mitch Murray's No. 1 hit "I Like It" (recorded by Gerri and the Pacemakers on Columbia), "By The Way," and an instrumental with great potential "The Cruel Sea," waxed by Billy J. Kramer's backing group, the Dakotas on Parlophone. James and Epstein are already partners in the newly formed Northern Songs with hit-writers John Lennon and Paul McCartney of the Beatles.

Lionel Bart has completed the title song for the next James Bond film, "From Russia With Love," which is currently in production here. Together with score music by John Barry, Unit Artists will publish the song for recording towards the end of next month. . . . Leading French singer Richard Anthony has waxed his first song in English — Dominion's "Too Late to Worry." It is being issued here on Columbia. . . . Elvis Presley's new single "Devil in Disguise" was issued here June 28 — a week later than RCA Victor had intended. The coupling tape was damaged as the tracks were flown in for rush pressing. . . . Columbia issued Helen Shapiro's second Nashville-made disk, "Not Responsible." The first, "Woe Is Me," failed to restore the 16-year-old lark to the Top 30 which she monopolized a year ago. . . . Capitol withdrew Gene Vincent single scheduled for June 21, "Rip It Up." Instead the label will put out his "Crazy Beat" next week.

EIRE

**Sales Spurt on
Longhair Visits**

By KEN STEWART
Irish Times, Ltd., Dublin

This year there has been a marked increase in the number of both classical and popular artists making personal appearances in Ireland. It is generally agreed that in most cases disk sales of such performers not only receive a shot in the arm during their stay in this country, but maintain a permanently higher sales level.

Nathan Milstein, the Russian-American violinist who was to have appeared with the Radio Eireann Symphony Orchestra as one of the highlights of the R. E. Festival of Music, will not be coming because of an arm inflammation. . . . Considerable controversy is raging in the national press concerning "The Soldier's Song," our national anthem which, some say, should be cast aside in favor of a more suitable composition in 1966, the 50th anniversary of the Easter Rising. Lyricist of the present anthem was Peadar Kearney, an uncle of local write Brendan Behan. . . . British singer Johnny Angel arrived to star in a variety show at the Olympia, Dublin.

FRANCE

**Capitol Importing
25,000 Records**

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)

Pathe Marconi's export manager Michel Berson told Billboard that the Capitol import wing will market, on July 1, a first batch of 25,000 classical and pop records manufactured in France. In the U. S., Pathe Marconi's records will be marketed under the following labels: Pathe, Odeon, Ducretet-Thomson and Discophiles Francais.

French jazz men Michael Hausser, Michael Gaudry and Guy Lafitte, will participate in Buenos Aires International Festival next October. . . . One of the top French accordionists, Andre Verschuren, records under the label Verschuren-Festival, which is distributed by Festival Records. . . . Polydor distributed Jacques Canetti's productions. First record issued is by movie actress Jeanne Moreau. . . . Dominique Grange and Marie Laforet have come out with their first record on Bel Air and Festival, respectively. . . . Daniel White hopes to launch a new dance fad, the paco-chico, which he brought back from Saint Domingue.

GERMANY

**Jayne Mansfield
Sings a Pair**

By CHRISTIAN TOERSLEFF
48 Uhlenhorster Weg
Hamburg 22

In her first German record Jayne Mansfield sings "Snick-snack-Snuckelchen" and "Wo ist der Mann" from the film musical "Heimweh nach St. Pauli." The music, written by Lotar Olias, was released by Polydor on the German market. There are plans for a TV production with Jayne Mansfield during her stay in Hamburg. . . . British singer Helen Shapiro will make a concert tour of Germany early in 1964. . . . In July, singer Pat Boone will come to Hamburg for German recordings. Teldec just issued Pat's first German recordings titles, "Baby, Oh Baby" and "Komm zu mir, wenn du einsam bist." The label is London. . . . Betty Curtis visited Hamburg.

Berlin Mayor Willy Brandt received the LP "The First Family" from publisher and producer Paul Siegel. Archie Bleyer (Cadence) wrote a personal dedication on the cover to Brandt. . . . Top singing star Heidi Bruehl (Philips) will play the

title roll in the Irving Berlin musical "Anne Get Your Gun" at Theater des Westens in West Berlin.

HUNGARY

Bartok Rights Battle to End

By PAUL GYONGY
Derek Utca 6, Budapest

East European representative of GEMA Emil Oswald visited Budapest for a few days to discuss a number of problems with the Hungarian Performing Right

Society. Uppermost is the satisfactory settlement of restricted payments of Bela Bartok's works. Differences exist between the Bartok estate custodian and his heirs. It is believed a friendly settlement will be achieved with the help of GEMA's general manager Erich Schulze, who will visit Budapest in September.

The Hungarian Qualiton label in the first three months of the year has increased sales. It seems as though the record trade has overcome its slump. . . . The Hammond organ Austrian representative exhibited at the Industrial Trade Fair in Budapest (May 17 to 27) and sold two important items to the Hungarian Record Manufacturing Company and the Hungarian Radio Corporation, two manual

organs with built-in echo chambers and all imaginable gimmicks.

ITALY

56,500 Souls Live on Music

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

Second National Song Convention at Acqui brought forth declaration that Italian song industry employs 42,000 musicians: 5,000 in publishing and disk offices, 4,000 in disk mak-

ing operations, 500 professional songwriters, 2,000 singers and 3,000 salespeople for a minimum total of 56,500. Among proposals heard were for the creation of a song school to train singers and musicians in field of light music, to call lyricists poets and to control fees charged by festivals which sometimes demand \$16 enrollment fees and as much as \$600 for actual use of entries.

Strike against RAI-TV has been threatened by pop singers, who want minimum fees raised from \$24 to \$40. They also want more dignified presentations and restriction of use of foreigners, largely Americans, although a considerable number of French and British artists also appear on Italian TV. . . . Brigitte Bardot is heard in 12 numbers in a new Philips disk. . . . RCA is now calling its "summer songs" a title which has come into universal use, "Summer Operation RCA-1963." . . . Voce del Padrone and Columbia have joined their artists in a new LP entitled "Souvenir d'Italie." . . . Angel has made its Italian debut with the release of "Cosi Fan Tutte" on four disks, and "Cavalleria Rusticana" and "The Merry Widow" on two each.

Claudio Villa is off to Japan, Hong Kong and Australia on a tour which will include a dozen p.a.'s and TV and radio shows in each country. . . . Just back from Czechoslovakia is Pino Donaggio. . . . Latest Peppino Di Capri promotion is an offer of his latest disk, "Roberta," his wife's name, to all girls who send birth certificates to show that it is their name as well. . . . Anna Moffo and Armando Trovajoli are joining in a special TV show. . . . First Tony Renis disk since courts clarified his authorship of San Remo winner, has vocal rendition of film theme from "8 1/2."

Top singing names are being featured in RAI-TV's chief commercial program, "Carosello." Among those who are holding down the spots which pay better than any programs in Italy are Mina, Milva, Rita Pavone and the Quartetto Cetra, who are promoting various beverages and sweets. Mina continues to be heard on commercial shows, although her recordings have become especially scarce on both TV and radio whether or not the rumored boycott is true.

Edoardo Viannello was honored by RCA for his first LP. Among those present was Leonard Headley, the company's Canadian chief. . . . Appearance of top selling artists on two different labels because of contract switches is becoming more and more frequent. Frank Sinatra is available both on Reprise and Capitol, Eydie Gorme on ABC-Paramount and CBS, Paul Anka on Columbia and RCA and Adriano Celantano on Clan and Jolly. . . . Jules Rudels is latest American conductor to arrive for Spoleto Festival of Two Worlds. . . . First record for "Cantagiuro" was issued by Fonit with Jean Luk doing "Sarghina Twist," inspired by the movie "8 1/2."

RCA Italiana will introduce Dynagroove here September 19 with George Marek on hand as part of 10th anniversary celebration. First disk made in new studios, "Madame Butterfly," with Leontyne Price, will have Italian intro at that time. . . . George Chakiris has recorded "Bebo's Girl," with special lyrics written to sound track of film he made in Italy as composed by Valentino Buchi for Voce del Padrone. It will be his first disk in Italian. . . . Gino Latilla is pulling out of recording to work as executive for RAI. He organized recent competition "A Voice for Europe" and will next

take a troupe of recording artists on a tour of Tunis.

Looks as if Della Scala will draw down the plum of the leading role in "My Fair Lady," with production by Remigio Paone, Garinei and Giovannini and Lars Schmidt. . . . Negotiations are under way behind the scenes for modification of the rule which bars publishers less than five years old from San Remo Festival. Edizione RCA, now three years old, will continue to withhold RCA artists unless rule is modified. . . . Prizes totaling \$4,000 are being offered in the city of Florence third international competition for one-act operas, choral numbers, symphonic works and chamber music. Information is available from SIMC, via Flaminia 141, Rome. Winning works are guaranteed performances at 1963 May Musical and Bergamo's Teatro della Novita.

SPAIN

Mills Mexican Hit Set for Valente

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Jack Mills, president of Mills Music, arrived in Madrid for talks with his affiliate and went to Torremolinos, Malaga. Mills opened a new office in Berlin and announced that Caterina Valente and Silvio Francesco recently recorded "Santa Ana Maria," originally published in Mexico as "El Pecador" (The Sinner). The song was written by Ruben Fuentes, but signed with his boy's name, Alejandro Roth. The Mexican movie star, Marta Roth is married to Fuentes.

. . . Jimmy Johnson just renewed the Disneyland-Hispavox pact in Madrid. . . . Paul Anka sent special recorded message when Bill Caram celebrated his first radio anniversary here.

By the way, RCA recently launched the Victrola series. LP's by Toscanini, Stokowski, Fiedler, Barbirolli and pop repertoire by Acker Bilk, Kenney Ball, Chris Barber, Art Shaw and others for only 175 pesetas (less than \$3).

Kruger-Kaye Team

• Continued from page 32

Kaye was disappointed at the laxity of U. S. release of his title.

How does the international market take to songs from abroad? The problems are big, particularly in view of language difficulties. But Kaye noted a continuing demand for good copyrights. The strong rock, beat and novelty song could still be a hit. Country music is also growing in popularity. Ballads are usually one country affairs, Kaye believes.

In addition to setting up the expanded Ember operation with Kruger, Kaye went around the Continent, turning himself into a roving lyricist. He added English words to compositions held in London by Jimmy Phillips at KPM Music and Eddie Day at Francis, Day & Hunter. In Paris he wrote for Ralf Marbrod and, in Milan, for Latislan Sugar.

One of the KPM songs was the English lyric from the Greek film, "Aliki," written to music by "Never on Sunday" composer Manos Hadjidakis. In Paris, Kaye had an idea for a title, found the melody in Italy and wrote the lyric in London where he had it accepted by Francis, Day & Hunter.

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Radio-TV PROGRAMMING

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Big Names Sit In at WIND For Vacationing Deejays

CHICAGO—WIND, the Group W (Westinghouse Broadcasting Company) outlet in the Windy City, has come up with an answer to a program director's wildest dream in solving the summer vacation replacements problem.

Show business personalities began a trek into the station's Wrigley Building studios last week (23) to begin playing deejay for vacationing WIND-men.

Eddy Arnold led things off by holding down the 1 to 4 p.m. slot usually occupied by Perry Marshall. During the second week of Marshall's vacation, his studio chair will be warmed by veteran ("My Little Margie") television and movie actor Charles Farrell.

Iconoclast Mort Sahl will play havoc with Dick Williamson's 4 to 8 p.m., audience, beginning July 8.

What's left of Williamson's listeners will be further gassed by the chatter of comedienne Phyllis Diller the week of July 21.

Of course, the only entertainer big enough to fill the shoes of Howard Miller during his vacation could be none other than the multitasking Jim (Mr. Magoo) Backus.

Guy Harris, WIND's program director, has his summer replacements picking their own records (wait till the record promotion men try to hype Backus, Sahl and Diller), and will allow them complete freedom in the chatter department. Of course, station production and program assistance will be given to their special guests.

The station is working on replacements for the remainder of Miller's and Williamson's vacation, plus the two weeks of the

WESTINGHOUSE THEME TO GET ALBERTS' CUT

PITTSBURGH — Al Alberts, who for many years was lead singer with the Four Aces, has been signed by KDKA-Radio and TV, the Group W (Westinghouse Broadcasting Company) to record the Focal Point theme song.

Subtitled "The Land I Love and Live In," the song is part of a year-long project by the stations to center community interest on the area's No. 1 problem, unemployment.

Alberts, who heads his own record company, the President label, performed the song by Robert Schmartz at three Focal Point banquets held by the stations.

8 p.m. to midnight Thom Sherwood show.

Lee Rodgers, WIND's newest personality, heard 10 a.m. to 1 p.m., will work through the summer (according to Group W policy). So far Harris has not been able to get anyone brave enough to hold down the Bruce Lee midnight to 6 a.m. stanza. (How about Mr. Magoo?)

"Playing disk jockey for a week will be something new for them and we think they'll get a kick out of it," Harris said.

Stations Undergo Big Changes

Concepts Vary Around Nation

By GIL FAGGEN

NEW YORK — Without a doubt the only thing constant in broadcasting is change. And so change it is for many stations around the nation.

In Philadelphia an overhaul of the programming format at WRCV Radio takes effect Monday (1) when the NBC-owned station unveils its "Lively Sound," an expansion of its "Big Band Music" format inaugurated four years ago with the music geared to the particular time of day.

Dick Paisley, WRCV manager, said the format includes modern quality vocals, instrumentals and standards. The 50,000-watt will continue to bypass rock and roll, r.&b., twangy country and western music and most jazz.

Marty McNeeley, former WXYZ (Detroit) radio-TV personality, has been brought in to host the "Morning Countdown" segment, 6 to 10 p.m., Monday through Saturday with Jack Pyle moving into the 2 to 6 p.m. slot. Bill Bransome goes into the 6 p.m. to sign-off period. Jack Rattigan has moved into the production area, but will continue to be host of several of the station's public affairs programs being slotted 9 to 10 p.m. weekdays.

Big Team

McNeeley will serve as anchor man for the reporting team of John Schubeck, Al Taylor and Don Farmer (news staff newcomers from NBC), who will provide a flow of news, reviews, commentary, sports and assorted informational bits to WRCV's morning listeners.

Beginning at 10 a.m. the format accentuates up-tempo music and the voice of Jim Evans,

(Continued on page 36)



BOB BENSON, WRCV program manager, looks approvingly at his team. (L-R) John Schubeck, news; Al Taylor, news and info; Marty McNeeley, new morning host; Don Farmer, news; Jim Evans, new 10 a.m. to 2 p.m. host on the NBC station.

Danceless Bandstand Next for Clay Cole

By GIL FAGGEN

NEW YORK—The path is being paved for the return of Clay Cole to Gotham TV in the fall. "The Young World of Clay Cole," a once a week stanza, will make its debut Friday, October 4, 7:30 to 8:30 p.m. on WPIX-TV here.

Cole, who made it real big for more than two years with his "Record Wagon" and Saturday night "Clay Cole Show" on the now defunct WNTA-TV, Newark, N. J., several years ago, is planning a musical variety format, based on pop recordings and guest artists but no studio dancing.

Chuck McCann, puppeteer, who specializes on satirizations of current artists; vocalist Vicki Spenser, recently signed by Cameo-Parkway; a Philadelphia group called the Surfsingers and Brad Connolly, vocalist, just inked by Glad Hamp Records, are being considered as regulars on the new TV show.

VALE SET FOR JULY 4 AIRER

NEW YORK — WNEW will air an Independence Day special at 7:30 p.m. starring Columbia Records' Jerry Vale. The 30-minute live-on-tape music spectacular will be hosted by William B. Williams.

Cole will warm up for his fall TV run as emcee of "Teen Age Fair," a series of special programs exploring the world of young America to be aired from Freedomland on WOR-TV July 7, 9-10 p.m.

"Teen Age Fair" will represent a panorama of teen-age interests including folk singing, surfing, Karate, scuba diving and the current dance crazes.

programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

"HOW DO WE GET THE NEW LP'S?" That's the big cry from program directors. One says, "Two months ago we subscribed to the album services of all the major labels. To date, we have received mailings from only two companies, and they are over a month old."

"Why do some stations get 8 or 10 copies of each new LP," asks another PD, "and we can't get even one?"

"We're the No. 2 station in town," writes a music director, "and we feature top new LP's in addition to pop singles. And yet one of the big distributors tells us that if we want one of his LP's we'll have to buy it. Sometimes we do, but mostly we just forget it. All the other distributors are great and supply whatever we need."



THESE GRIPES ARE JUSTIFIED, it seems to me. It's hard to reconcile a policy of flooding one station with as many promo albums as it asks for—one for each DJ and two for the library, usually—with a policy of saying "no" to a dozen other stations in an area. Distributors who are supplied with a number of no-cost promotion albums should feel obligated to service them to the stations; it's hard to believe that a few are so profit hungry that they put the promo albums in with their regular stock.

If a station subscribes in good faith to a regular pop LP service, it is entitled to as prompt and complete service as the competition receives free. Apparently, if we are to judge from the comments so far received, LP subscription services fall short of solving the problem.

Record manufacturers and distributors also have their problems with LP promotion. They have to allocate this costly merchandise where, in their opinion, it will do the most good. Big volume sales in large cities are sparked—controlled, in a few cases—by a comparative handful of stations. To service LP's to all stations that

want them is an economic impossibility. The record people have to draw the line somewhere in servicing their available supplies of promotion albums.

Distributors share one particular gripe. This involves the station that asks for LP's that have already been serviced. When the PD says, "We never received it," it usually means, "the manager took it home for his personal collection." Another constant headache with some smaller stations is their indifferent care of their record libraries, whose contents are vulnerable to theft or simply to "getting lost."

One distributor, who prides himself on servicing every station in his area with his important LP's (many of them out of stock) has a standard rule for stations that "lose" or "haven't received" them. He drops the station from his mailing list. Wouldn't you?

LP SERVICING TO STATIONS is determined primarily by local distributor policy. The manufacturer has little to do with it beyond allocating a certain number of promo copies. The majors supply the big majority of the LP product, and supposedly control their own branches, yet, surprising, differences in policy crop up in various cities. As an illustration, we offer the problems of station WEW-St. Louis. Music director James Tazarek writes:

"WEW is a kilowatt daytimer. We stick with non-rock singles and go heavy on standards, jazz and folk LP's. We watch the charts and try to do a conscientious job of getting good new sounds on the air. Consequently we have quite a following in the St. Louis market.

"The problem is, local distributors are tightfisted with promotion LP's. One label, for example (RCA Victor) carried a full page ad in this week's 'Billboard' and two other labels (Verve and MGM) have a full page ad in 'Cash Box.' We, however, will probably see those albums in no less than 60 days from now.

"Case in point: The Ray Charles Singers' 'Paradise Island'

(Continued on page 36)

Flexibility Key in New Tape Service

PALO ALTO, Calif.—A new, highly flexible main channel tape program service which can be tailored to fit the individualized music format of most AM and FM stations (including stereo) has been unveiled by Alto Fonic Tape Service, Inc., a pioneer in the radio programming equipment field.

KTWN Gets Back Old Call Letters

MINNEAPOLIS — KTWN, which recently passed to new ownership and an old-time country and western format, reverts to its call letters for 26 years, WMIN. WMIN is owned by Cream City Broadcasting Company, owner of WMIL, Milwaukee.





STARS, STARS EVERYWHERE: WTRY (Troy, N. Y.) deejay John Munteer (holding record) is besieged by visiting record stars at station's library. The gals in the foreground are the Chiffons. Backing up Munteer (left to right) are: Bobby Vinton, Freddy Cannon and Kenny Chandler. The invaders are part of the touring Dentyne Caravan of Stars.

Stations Undergoing Big Changes in Programming

• Continued from page 35

who was tapped from CFRB, Toronto.

WRCV news director Bob Shafer will supervise the expanded 10-minute newscasts during the morning, midday and evening hours which are to be delivered in most instances by two reporters.

Dave Custis, who joined WRCV several months ago, is responsible for the music. Bob Benson is program manager.

Novel Format

Elsewhere on the Philadelphia scene, WFIL recently in-

augurated its "Full Range Radio" heard 11:05 to 5:30 p.m. weekdays.

The concept joins clusters of music with clusters of news information designed to minimize idle chatter and program interruptions, with each cluster of music including at least three songs with only the briefest intro by the announcer.

Each hour of full-range programming the listener hears one 10-minute major news cluster, two three-minute clusters of information, and five clusters of music with each music cluster running about nine minutes. Commercials are spotlighted between clusters.

WLEE-Lucky 13 radio in Glenmont, N. Y., has stacked its programming deck with all country and western and folk music in a format change instituted several weeks ago. The team of Dave Denney and Ann Marie Thomas have been added to the WLEE talent roster and will handle the 6 to 10 a.m. show. The 5,000-watter will also promote local appearances of c.&w. talent.

Wide Shifting

WHBI-FM, New York, has undergone a complete change in its nighttime (Monday to Friday) programming from an all-Spanish format to a live and remote "Music of All Nations" schedule, interspersed with interviews of famous personalities in politics and the arts.

Among the innovations instituted are remotes from the United Nations, leading cafes and other prominent places on the New York scene. The station is capitalizing on the cur-

(Continued on page 39)

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 Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

JAZZ

TOUGH TALK—The Jazz Crusaders (Pacific Jazz PJ 68) "Deacon Brown" (ASCAP)

RELIGIOUS

GEORGE BEVERLY SINGS HIS FAVORITE SONGS AND SPIRITUALS—(RCA Victor LPM 2651, LSP 2651) "Deep River" (2:33)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	SUKIYAKI, Kyu Sakamoto, Capitol 4945	9
2	2	BLUE ON BLUE, Bobby Vinton, Epic 9593	8
3	4	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	5
4	3	THOSE LAZY-HAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	8
5	9	ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526	6
6	7	MY SUMMER LOVE, Ruby & the Romanics, Kapp 525	8
7	5	STILL, Bill Anderson, Decca 31458	12
8	13	FALLING, Roy Orbison, Monument 815	5
9	6	18 YELLOW ROSES, Bobby Darin, Capitol 4970	9
10	8	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	13
11	14	DETROIT CITY, Bobby Bare, RCA Victor 8183	4
12	—	NO ONE, Ray Charles, ABC-Paramount 10453	3
13	19	HOPELESS, Andy Williams, Columbia 42784	2
14	10	THE GOOD LIFE, Tony Bennett, Columbia 42779	8
15	—	MY TRUE CONFESSION, Brook Benton, Mercury 72135	4
16	11	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	7
17	12	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	7
18	17	GOODNIGHT MY LOVE, Fleetwoods, Dolton 75	6
19	20	SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020	7
20	—	HOOTENANNY, Glencoves, Select 724	4

YESTERYEAR'S HITS

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

POP—5 YEARS AGO

July 7, 1958

1. Purple People Eater, S. Wooley, MGM
2. Yakety Yak, Coasters, Atco
3. Hard Headed Woman, E. Presley, RCA Victor
4. All I Have to Do Is Dream, Everly Brothers, Cadence
5. Endless Sleep, J. Reynolds, Demon
6. Patricia, P. Prado, RCA Victor
7. Secretly, J. Rodgers, Roulette
8. Splish Splash, B. Darin, Atco
9. Return to Me, D. Martin, Capitol
10. Witch Doctor, D. Seville, Liberty

POP—10 YEARS AGO

July 4, 1953

1. Song From Moulin Rouge, P. Faith, Columbia
2. I'm Walking Behind You, E. Fisher-H. Winterhalter, RCA Victor
3. April in Portugal, L. Baxter, Capitol
4. Ruby, R. Hayman, Mercury
5. No Other Love, P. Como, RCA Victor
6. Say You're Mine Again, P. Como, RCA Victor
7. Vaya Con Dios, L. Paul & M. Ford, Capitol
8. Limelight, F. Chacksfield, London
9. I Believe, F. Laine, Columbia
10. Anna, S. Mangano, MGM

RHYTHM & BLUES—5 Years Ago—July 7, 1958

Yakety Yak, Coasters, Atco
Do You Want to Dance! B. Freeman, Josie
What Am I Living For! C. Willis, Atlantic
All I Have to Do Is Dream, Everly Brothers, Cadence
Jennie Lee, Jan & Arnie, Arwin

Looking Back, N. K. Cole, Capitol
Secretly, J. Rodgers, Roulette
Endless Sleep, J. Reynolds, Demon
Hard Headed Woman, E. Presley, RCA Victor
Willie and the Hand Jive, J. Otis, Capitol

PROGRAMMING NEWSLETTER

• Continued from page 35

LP, a great sound on Command, was out a month before we had it on the air.

"These are just a few examples." (On the other hand) "folks like Columbia and Capitol, and the young struggling labels are always anxious to be of service. When an LP becomes worn or scratched, they are always happy to replace it. The other above mentioned distributors are not only late in servicing the album, but expect the station to pay for a replacement copy.

"Larger stations can afford to be choosy. If copies aren't provided quickly, they just forget it. We're striving to make a name for ourselves. We feel that the albums which sometimes are not provided are the ingredients to make a station sound alive.

"The only reason I am writing this letter is that this problem is probably duplicated in other markets. Secondly, we want to do the best job possible, but we need help."

So writes one music director. The labels he mentions as being slow are, in other cities, noted for the promptness and liberality of their LP service. It is, to repeat, primarily a problem of local distributor policy.

It would seem desirable for the majors to follow through with their distributors, to make sure that national policies are being carried out at the local level.

VOX JOX

By GIL FAGGEN

GERONIMO: Tulsa's KOMA program director Vic Bastien has his solution to the problem of driving to work on crowded highways. Bastien commutes to work by parachute. The jumpin' deejay makes the bit in 11 minutes from the airport to station's transmitter in time to do his 10 a.m. to 2 p.m. air stint unruffled. On last report Vic completed his seventh jump-to-work right on target.

Stepping out of his role in funny papers all over the U. S., Charlie Brown has taken his place as one of the Swinging Gentlemen on KDWB (Minneapolis). Charlie, who is actually Dave Nixon, former KMNS staffer, replaces Don DuChene, who has moved to mid-morning on KDWB.

CKY, the 50,000-watt voice of Winnipeg, has invaded the mails with a newsletter, Dave Lyman is p.d.

THE VOICE OF THE TURTLE, WROV's (Roanoke) Glenn Lewis, has had a dish named after him called the "Turtle-burger."

OP' Mike Oatman, p.d. at KHEY (El Paso) is getting great response to his airing of "KHEY Country Classics" every fourth record throughout the day. Oatman also does a three-hour program Saturdays called "Country Classic Roundup."

HATS OFF TO WABC (N.Y.C.) for its editorial stand for cleaner city parks... and WWL-TV (New Orleans) for its editorial comment on the murder of Medgar Evers, the NAACP leader in Jackson. The Loyola U. owned station did much to represent the responsible attitude of the city and the South.

All right, you guys, let's get some Broadway and Hollywood type LPs out there to Ron Howard, host of WMRT's (Lansing, Mich.) "Showcase" aired 10 p.m. to 1 a.m.

KXOA (Sacramento) is undergoing extensive remodeling. The outlet was recently purchased by the Polaris people.

Foss Gets Show In Chi Shake-Up

CHICAGO — Joe Foss will emcee a new morning deejay show on WBBM here devoted to comedy recordings, music, news and traffic reports.

The show replaces a live comedy series on the station for some 18 years. Another schedule change brings newscaster Fahey Flynn and CBS radio news together for the World News Roundup each morning at 8.

Remaining in its 8:15-8:20 slot is John Harrington's popular man-on-the-street program, "Chicago Speaks."

"A Summer Night at Ravinia" with host Jay Andres returns for its third season Tuesday (25) at 9:05 p.m. Andres will interview prominent conductors and soloists appearing at the suburban Highlands Park concert hall and then play recordings of the featured works to be performed.

WBBM will also originate a number of its programs from the International Trade Fair at lakefront McCormick Place here. Included will be shows by Mal Bellairs, Tony Weitzel, Larry Attebery and Dan Price.



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equipment newsletter

Some Impressions of the New Lines

By DAVID LACHENBRUCH • Billboard Contributing Editor • Editorial Director, Television Digest

THIS YEAR'S INNOVATIONS: Most of the new phono and tape lines have now been shown. Summing up our own impressions: This has been a year of innovations, a year of greater values, a year of new and salable features.



The entire packaged phono industry is aiming at "component quality." Mass-market versions of many component features are showing up both in portables and console phonographs. There is also the usual collection of gimmicks, some of which make good sales-closing features.

Here are some of the features and concepts in the new lines which have impressed us the most:

Record Changers: There's a quality look and feel to changers, even in low-end portables, this year. Turntables are larger and heavier. Pick up arms have an "instrumented" look. Garrard has done a heck of a fine selling job with original equipment manufacturers. This British-made changer, whose very name means "component quality" in the public eye, is showing up in many, many more packed instruments. And the Garrard brand name is always on the changer for use as a selling point.

Lightweight pickup arms and retractable or "floating" styli or cartridge are now well-nigh universal, which limits their value in competitive selling. Nevertheless, this is a great sell-up feature and a compelling reason for the consumer to buy a new phono. The "scratch test" (scraping the tone arm across the record) is probably the best feature demonstration ever devised in this industry.

Transistorization: Three outstanding new phonographs are now spreading the appeal of portables into the audiophile and sub-audiophile area. There are the lightweight all-transistorized units introduced by KLH, Pilot, and recently by Columbia Masterwork, all at just below the \$200 mark.

In consoles, the trend to transistorized units started by Magnavox has spread, in varying degrees, to Admiral, GE, Zenith, Westinghouse and others. Only time

will tell whether transistorization is an important selling point in consoles.

Non-Audiophile components: This is a description we use for component hi-fi designed to be sold in stores which normally specialize in packaged goods. Webcor and V-M had success with this concept. They are joined this year by Magnavox, offering transistorized amplifiers and tuner-amplifiers as well as changers and speakers in ensembles for those who don't want the cabinet.

Functional furniture: Designers' ingenuity is being taxed to develop new dual-purpose stereo cabinets. The coffee tables came first—now there are many makes. This year we have "stereo secretaries"—combination stereo and writing desks—from both Philco and RCA. Philco has another unit which can be used either as bench or desk by changing from short to longer legs. Symphonic introduced an all-purpose furniture stereo console, with suggested list of \$99.95. It, too, is shipped with two sets of legs, and the company says it can be used as "regular console, room divider, coffee table, cocktail table, TV stand, bric-a-brac stand, planter bench, etc."

Enclosed speakers: We think this will be next year's trend in console phonographs. So-called "Packaged components"—Pilot, Fisher, et al.—have always had component-type enclosed speakers. Two mass-market package lines now feature enclosed speakers, with acoustical material, at the high ends of their console lines. These are GE and Sylvania. You can expect more. Speaking of Sylvania, its new console line is one of the year's real surprises. Everything has been redesigned from the ground up, with a deliberate attempt to reproduce "component quality" in packaged consoles.

A new portable configuration: A stand-out in low-priced portable stereo design is GE's Dualaramic, whose suggested retail price is \$64.95. Its lines are clean and its vinyl-and-steel case is functional and modern. A unique feature is a parabolic "pre-focused" speaker system built into the lid. Left-channel sound comes from the right speaker; Right-channel sound

from the left. Sound is directed so that the channels are focused to cross each other in this interesting approach to self-contained single-unit lightweight (21 pounds) stereo.

FM tape recorder: Looking at Telectro's \$179.95 mono tape recorder with built-in FM tuner makes you wonder why nobody's done it before. While it can be used as a straight FM-only radio, the principal value of the feature is that off-the-air recordings can be made directly from FM radio at the turn of a switch. The radio can be monitored through the speaker while the recording is being made, or the recording can be done in complete silence.

Miniature tape recorder: Webcor's 11-ounce pocket recorder (about \$149.95) is unique among American-made units, in that it uses tiny tape cartridges, with special tape and recording head, is entirely self-contained, even down to combination mike-speaker.

More portable radio-phonos: There's an increase in the number of portable phonos equipped with radio tuners. Symphonic, for example, has a 4-speed unit with AM radio for \$29.95; Emerson has drop-down version at \$34.95. Both Symphonic and Emerson—and probably some others—have stereo phonos equipped with both AM and FM stereo in upper price ranges.

Jacks-of-all-trades: Along with the "component image" have come jacks, jacks and more jacks, for every conceivable purpose. The backs of some packaged phonos have more holes in them than the hood of a 1941 Buick. But they're useful, and they're good selling points—they can help you sell such extras as auxiliary speakers, stereo headphones, even tape recorders. Among the jacks you'll find on phonographs are tape input jacks, tape output jacks, headphone jacks, auxiliary speaker jacks. Tape recorders are sprouting jacks in wild proliferation, too—for external amplifiers, external speakers, plus extra inputs and outputs.

We've touched on a few of the features and products which we think will help make 1964 the all-time record year in sales of phonographs and tape recorders.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Self-Service Panel Pushes Accessories

PHOENIX, Ariz.—No record shopper at Arizona Hi-Fi House here gets an opportunity to forget the importance of accessories.

Sam Schwartz, owner, has seen to this, with an 8x4-foot panel board mounted on the wall, which shows practically every accessory to good music recording and reproduction, in self-service plastic packets, hung on wire brackets, along the all-white board.

As shown, the display includes anti-static floss, anti-static spray, record covers, cleaning compounds, brushes, replacement needles, adapters.

Accessories are always suggested as the record buyer approaches the cash register, but in around 8 out of 10, the customer has already helped himself for the self-service panel, according to Schwartz.

Small signs, spotted here and there among the browsers in the big record shop, point out that cleanliness is next to godliness, in getting the most from phonograph records, particularly stereo, and suggests that the customer buying disks check over the wall display. The results have been a more than 300 per cent increase in accessory sales since the display went into effect.

Doing an excellent business

on tape recorders, as well as records, Schwartz has set up a similar display of tape recorder accessories, and reports equally good results.

"People won't ask for accessory items which are displayed under glass in a case," he observed, "but when they are out in the open for close examination, and it isn't necessary to bother a salesperson to make the purchase, it's quite a different story."

Third Building For Superscope

SUN VALLEY, Calif.—Superscope, Inc., exclusive U. S. distributor for the Japanese Sony tape recorder line, is making its third building addition in less than two years, President Joseph Tushinsky said last week. The two-story office building and shipping and receiving depot will adjoin present facilities here.

"Sales of Sony-Superscope tape equipment have increased sixfold since the first Sony Sterecorder was introduced in 1957," Tushinsky said. "This sales growth has made greater warehousing and office facilities necessary."

Language LP's a Spur in Brooklyn

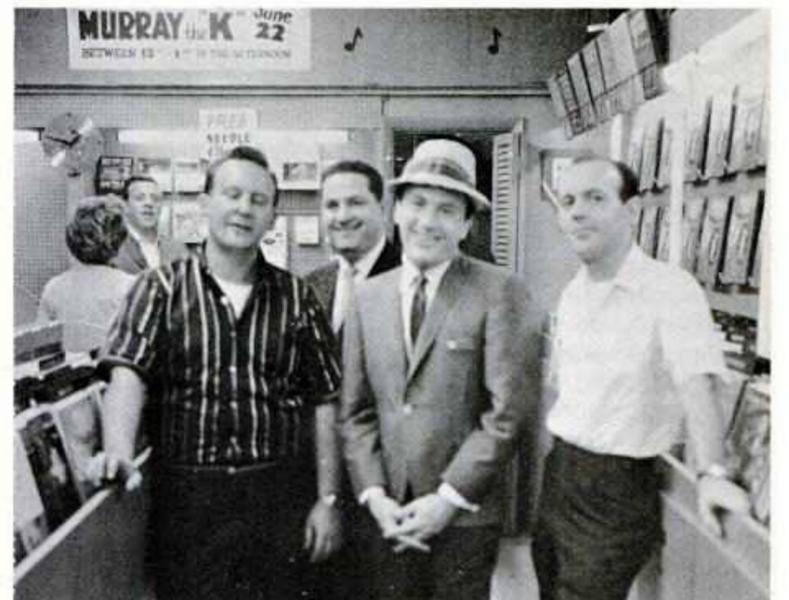
BROOKLYN—Sometime in the not too distant future Bill Hirsch and George Hoch of the Action Record store in Ridgewood will add Italian language LP's to their own NAM Records line of foreign-language albums. When they do, it will mark another step in the growth of their own modest but solid disk empire which has grown from one store to four and from one LP line to two in just five years.

Besides the original Myrtle Avenue Action store, the selling team owns Active Records on Broadway, Brooklyn, Accent on Graham Avenue, and the Alert outlet on Knickerbocker Avenue. All of these stores are in adjoining neighborhoods and are record-only shops.

What the two-man dealership did, however, was to research the ethnic backgrounds of the neighborhoods. This led to full-line stocking of applicable foreign records, and even in the predominantly German neighborhood around their first Action Records store, the production of their own LP's in that language.

Hirsch and Hoch import tapes of versions of the big German singles hits for six-month or yearly periods. Then they produce the albums under their own North American Music, Inc. (NAM) label. They intend to do the same thing with Italian language records in their Alert store which is in the Italian-oriented Knickerbocker Avenue section. The Accent outlet is in a predominantly Spanish-speaking section and the emphasis there is on records in that language. The Active store is in a section that has a concentration of Negroes, and this store puts an emphasis on jazz and rhythm and blues.

Of course all of these specialty items are carried in addition to pop records, both singles and LP's, which form the staple merchandise of all stores. All stores carry a full line of the disks on Billboard's "Hot 100," and Hirsch and Hoch pool the inventory from all four stores so that they have a representative collection of just



Bill Hirsch, Gerry Katz (Beta Distributing salesman), Murray Kaufman and George Hoch face the camera and the music at the Hirsch-Hoch co-owned Action retail disk store. Kaufman signed 200 autographs and spent two hours talking to fans at the Ridgewood shop.

about all generally salable LP merchandise. The two partners feel that inventory is the best way a retailer can survive during a protracted sales slump.

LP sales are the backbone of the business, they feel, and service keeps the customer coming back. If the dealer has particular records in stock, Hirsch and Hoch believe, and can surprise the buyer by handing it to him, or by telling him it will be in his hands in a matter of 30 minutes or at most a day, he has minimized chances of a

walkout. The partners will often rush a record from one store to another to fill buyer requests.

The same concept was applied to the foreign language record department. Each shoots for practically all titles in the given language. The mass of albums has impressed buyers to a point where they will come in to browse or to request specific records, and send in their out-of-town relatives and friends. In each case service through inventory is the key to the operation.

NEW DEALER PRODUCTS

Indoor Antenna

Gallo Electronics, New Rochelle, N. Y., has introduced this all-purpose indoor antenna. Known as the "Color Master," it's suitable for color TV, black and white TV, FM mono and FM stereo or it can be used as a master distribution



TV and FM amplifier system. It is now scheduled for fall delivery.

Walkie Talkie



The Walk-A-Phone, being manufactured in the United States and merchandised through Universal Audio Labs, Brooklyn, is billed as one of the lowest priced walkie-talkie citizen's band transceiver units now on the market. Including battery, each six by three by one and three-eighths-inch unit retails at a suggested \$19.95. A three-quarter-mile range is claimed, depending on terrain.

Smash!
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 1631 B'way, N. Y., N. Y.

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 per cent or more of the total dealer points are listed below.

BEST SELLING TRANSISTOR RADIOS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	4/6/63 Issue	12/29/62 Issue		
1	1	1	Magnavox	17.8
2	5	4	Zenith	11.2
3	4	2	RCA Victor	11.0
4	3	3	Motorola	8.8
5	2	5	General Electric	6.4
6	6	6	Channel Master	6.2
7	7	7	Sony	4.3
8	—	—	Panasonic	3.3
			Others	31.0

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.

4/6/63 Issue: Lloyds (8).

12/29/62 Issue: Emerson (8).

BEST SELLING CLOCK RADIOS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	4/6/63 Issue	12/29/62 Issue		
1	1	5	RCA Victor	18.2
1	5	4	Zenith	18.2
3	2	1	General Electric	16.8
4	3	3	Magnavox	13.1
5	4	2	Motorola	8.1
6	—	6	Emerson	6.0
7	6	7	Admiral	3.7
7	—	—	Olympic	3.7
9	7	—	Panasonic	3.5
			Others	8.7

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.

4/6/63 Issue: Arvin (8); Granco (9).

12/29/62 Issue: All brands represented in current chart.

DISK DEALS FOR DEALERS

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

- LIBERTY**—Expires June 30, 1963. Started May 15, 1963. A 15 per cent cash discount off face of invoice on all new releases and entire catalog of Martin Denny, Julie London, Si Zentner LP's. A 100 per cent exchange privilege after October 1. Payments, one-third each 10th day of August, September and October.
- RIVERSIDE**—Expires July 10, 1963. Started May 10, 1963. On nine Charlie Byrd LP's, buy 10, get two free.
- TAMLA**—Expires July 12, 1963. Started June 10, 1963. Special program on Little Stevie Wonder LP's. "Buy four, get one free" plan includes 100 per cent exchange privilege any time after August 10. Plan applies to three LP's by the artist.
- PRESTIGE**—Expires July 31, 1963. Started June 1, 1963. Special 15 per cent catalog deal on Swingville, Bluesville, Lively Arts and Irish labels. Offer is part of rotating label deal policy. Also special deal on 11 new releases on various Prestige labels, expiring July 10.
- MERCURY-WING**—Expires July 31, 1963. Started June 15, 1963. Special "June Bouquet of Hits" program on four classical and six pop albums. Thirteen per cent discount on new classical and entire Mercury-Wing classical catalog.
- Laurie**—Expires September 15, 1963. Started June 1, 1963. Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.
- ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERRINE**—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12½ per cent discount.
- DOOTO**—Expiration indefinite. Started May 1, 1963. On all Dooto album product—buy five, get one free.
- ORIGINAL SOUND**—Expiration indefinite. Started June 25, 1963. Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

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 By Howard Walls

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**RETARDED CHILDREN
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Radio Stations Get New Look

• Continued from page 36

rent folk music craze by programming two full hours of folk music nightly.

John Michael is the station's new programming executive and will voice the "Recorded Music Folk Festival" from 6 to 7 nightly. Richard London, the new news director, will also handle live remotes from the Club Istanbul. Dick Addie, presents his "Jazz Around the World" show from 7 to 8 each evening.

Burt Rayne is focusing his spotlight on the origins, development and trends of foreign folk music on the 8 to 9 p.m. segment. This, too, will feature remotes and studio activity. From 10 to midnight, John Michaels and Dick London will harness up a team to pull the "Rhythm, Blues and Gospel Bandwagon."

Down Cincinnati way, radio Station WLW, which until June 1 was affiliated with both NBC and ABC Radio Networks, has replaced programming carried from ABC, which has switched to WCKY, with locally originated programming with the emphasis on regional news and the station's 300-mile radar weather service. WLW has extended its weekday morning "Clockwatcher" music and info show to 10 a.m. replacing ABC's "Breakfast Club."

WHK, Metromedia's Cleveland outlet, which for several months has been on a top 50 plus one pick of the day, has come up with a new music format approach. In addition to a pick of the week, 15 brand-new records are receiving regular play from Saturday noon to Sunday midnight. On Monday morning five of the 15 are designated for "must play" for every deejay throughout the week.

"The Ballad Sound" is the new programming hook for WWHG, 5,000-watter in Hornell, N. Y. Program director Bill Cole, in an effort to cut down on the "sharpness" of most of the rock and roll offerings, will have the station stick to playing only the ballads as reported by the top pop artists. WWHG also puts out a "20 Ballad Chart."

KDMO, Carthage, Mo., has switched to a modified top 40 style which includes the top 10 country and western songs as well as the top 40 pop tunes.

Amanda Ambrose

• Continued from page 14

but grabbed their attention for the rest of each set.

She is very much at home with gospel or spiritual numbers and this was, for the main, the Amanda Ambrose that the LP introduced. But she introduces her night club audiences to the full scope of her talent when she sells in almost desperate style jazz, ballad, and folkish tunes with equal aplomb. Her version of "Guess Who I Saw Today, My Dear" dictates attention and appreciation.

The Living Room is doing great business with Miss Ambrose as its only attraction. If RCA Victor can capture the range of this many faceted artist in her next LP release, all America will appreciate the many years of training and experience that Miss Ambrose brings to her act. She's a fresh, exciting talent.

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O'Donnell Group Buys Bally Manufacturing

Shugy, Kaye, Klein Listed As Backers

CHICAGO—Bally Manufacturing Company, one of the nation's largest manufacturers of coin-operated amusement games, was sold last week to a group headed by Bill O'Donnell, sales manager of the firm for many years.

O'Donnell was elected president of the company Friday (28), immediately following the sale. Purchasers include a trio of prominent coin machine veterans.

Barney Sugarman, head of Runyon Sales Company, New York, active as an operator and distributor for some 38 years.

Irving Kaye, president of Irving Kaye Company, pool table manufacturer, active in the coin machine field for over 32 years.

Sam Klein, president of Stern Vending Company, Cincinnati, a subsidiary of American Automatic Vending Corporation, Cleveland.

O'Donnell said the sale included all "Bally Manufacturing facilities, tools, patents and other assets." He said that Bally personnel and policies would remain unchanged.

No purchase price was disclosed but the Bally sale is one of the largest manufacturing transactions in recent history. Bally discontinued manufactur-

(Continued on page 50)

Coin Machine

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- DOUBLE PLAY DISKS
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- BULK VENDING

Wide Singles Choice Helps Boost Week's Sales in Chi

CHICAGO—Record sales to juke box operators picked up substantially here last week with a wide selection of hot new singles helping the action.

Both Fred Sipiora at Singer One Stop and Russ DiAngelo at Music Box noted sales were up. Sipiora termed it a "pretty good pickup," with DiAngelo describing sales as "up little by little."

Summer is traditionally a good operator buying period. The teen-agers are out of school and their buying boosts sales at the retail level. This in turn hypotes air play and gives operators a wider selection of material to choose from.

Another stimulus is the activity in resorts and summer entertainment areas. Most operators have at least a percentage of their machines in vacation locations.

DiAngelo, in particular, cited the large crop of new singles as being instrumental in boosting sales. "A lot of hot new tunes is always a boost for business," he said.

Among the new records selling at Singer's were: "Tip of My Finger," Ray Clark on Capitol; "The Monkey," C. J. Davis, Chess (especially good in r.&b. locations); "Finger Tips," Little Stevie Wonder, Tamla (also r.&b.), and "Moonlight Cocktails," the Sun Setters on Heartbeat. "Not Me" by the Orlons on Cameo was doing well with both operators and dealers.

At Music Box, DiAngelo noted good dealer and operator action on "Abilene," George Hamilton, RCA Victor; "Detroit City," Bobby Bare, RCA Victor; "I Wanna Be Your Love," Cascades on Valiant; "Danke Schoen," Wayne Newton, Capitol, and "True Love Never Runs Smooth," Gene Pitney, Musicor.

DiAngelo listed a number of other records that he said were particularly suited for operators (though not necessarily selling strongly at the retail level): "Jean Is Her Name," Roger Williams, Kapp; "I Can't Stop Loving You" b.w. "Nice and Easy," Count Basie, Reprise; "Rondo,"

(Continued on page 43)

Politicking Begins for Top Position in MOA

By NICK BIRO

CHICAGO—The pre-convention politicking for Music Operators of America's 1963-1964 leadership officially got under way here last week with the meeting of the nominating committee under the direction of John A. Wallace, Oak Hill, W. Va., chairman.

The association will elect a new president plus a supporting slate of 11 officers and from 35 to 40 directors at its annual convention here September 4-6.

President J. Harry Snodgrass had previously indicated he will not run for re-election.

Final Slate

The nominating committee's final slate will be submitted to members during the association's first general convention meeting September 5. At that time, members may make additional nominations from the floor.

A number of names are being prominently mentioned in the pre-convention speculation. Leading the field is Lou Casola, Rockford, Ill., currently secretary-treasurer and general convention chairman.

Some insiders feel that Casola narrowly missed being elected president last year, losing out only because of J. Harry Snodgrass' almost venerable stature in the association and his long service as an officer under George Miller, past president.

Snodgrass and Casola have worked hand-in-hand for the past year, virtually sharing in the leadership. Casola is personable, dynamic, articulate, well-known and well-liked. He gained respect and friends heading the three-year Coin Machine Council public relations effort, which has since been dissolved.

Following close behind in the betting is Albert S. Denver, Brooklyn, first vice-president. Denver has long been a power in MOA and a recognized leader of the so-called Eastern segment of MOA's membership. He is president of the Music Operators of New York.

Denver is considered to be one of the top brains of the coin machine field. He is quiet, courtly, polite, incisive, and can be scathing when crossed.

(Continued on page 48)

European Film Industry Mulls Production for Cinema Phonos

By OMER ANDERSON

WEST BERLIN — The Continent's hard-pressed film industry is looking to the film phonographs for an entree to an entirely big new market.

UFA, the giant West German film production company, is studying the conversion of part of its facilities here to the production of color musical films for the burgeoning new film phonograph market.

Studios in England, Italy and France already are turning out musical shorts for the film phonographs, and the film phonograph manufacturers are trying to interest Spanish film studios in joining the competition.

Negotiations Seen

UFA executives have a number of film phonograph projects under consideration. They hope

to negotiate with Stanley Green, president of Estey Electronics, on his current trip to Europe on behalf of U. S. sales of Cinebox.

Estey, through its subsidiary, Cinevision Corporation of America, is the U. S. importer and distributor of Cinebox, which is manufactured in Milan, Italy, by Societa de Fonovisione. Green is in England to negotiate for the co-production of more than 50 musical films for exhibition in the Cinebox. He will also establish working arrangements with Cinebox film producers in Italy, France—and, UFA hopes, West Germany.

Cinebox holds 40 three-minute color sound films, which can be selected for playing as records are chosen on a juke box. The Cinebox film is seen on a projection screen on top of the machine.

At present Cinebox operators are receiving

(Continued on page 49)

Rock-Ola Buys Can Beverage Vending Firm

CHICAGO — The Rock-Ola Manufacturing Corporation this week took another major step toward its goal of becoming a full-line vending machine manufacturer with the acquisition of the PneuVend line for canned beverage venders from the Pneuafil Corporation of Charlotte, N. C. The purchase covers all rights and patents of the line.

Two PneuVend models are in production—a 200-can and a

(Continued on page 50)

SKY-HIGH PHONO PRICES SLOW JAPANESE BUYING

TOKYO—Despite the lifting of import restrictions against juke boxes nearly nine months ago, the price tag on a U. S. juke box makes any substantial industry growth here unlikely. While the least expensive American juke box sells for \$1,400, the cost of most automatic phonographs imported from the U. S. ranges in price from \$1,666 to \$3,194, and that's well beyond the means of most operators and location owners.

An estimated 5,000 juke boxes are in operation in Japan, mostly Rock-Ola, Rowe AMI, Seeburg and Wurlitzer. Some Jupiter and Harmony machines are in use.

Two domestic manufacturers—Tsugami Seisakusho and Nippon Goraku Bussan—make sets using imported mechanisms. But even the domestic product ranges in price from \$833 to \$1,400, and that's a lot of money here.

Some manufacturers are attempting to produce a 50-selection unit to sell for less than \$550. If they can come up with a quality product at that price, considerable expansion is likely.

Five or six of such units will be shown at the Electronic Merchandise Show in Osaka this fall.



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The Sun Ray Drug Company's Ranch Room Restaurant (top) is the latest Cinebox location in the Philadelphia trade area. The Wilmington, Del., location advertises the cinema juke box with a large window display (below). Pat Lynne (Miss Cinebox) was on hand for opening day ceremonies. The Cine-screen on the location was also used to advertise the various Sun Ray departments (tobacco, beauty aids, etc.) between film plays. David Rosen, Inc., Philadelphia, is the operator.

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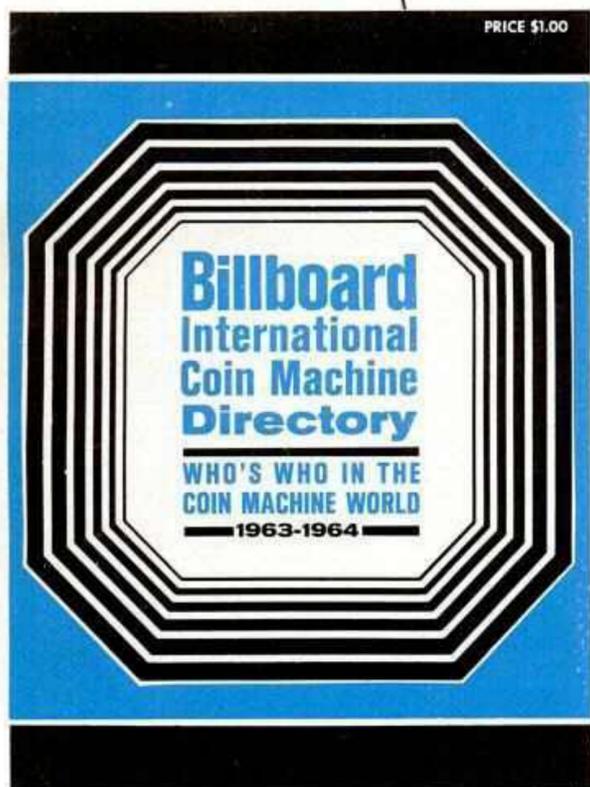
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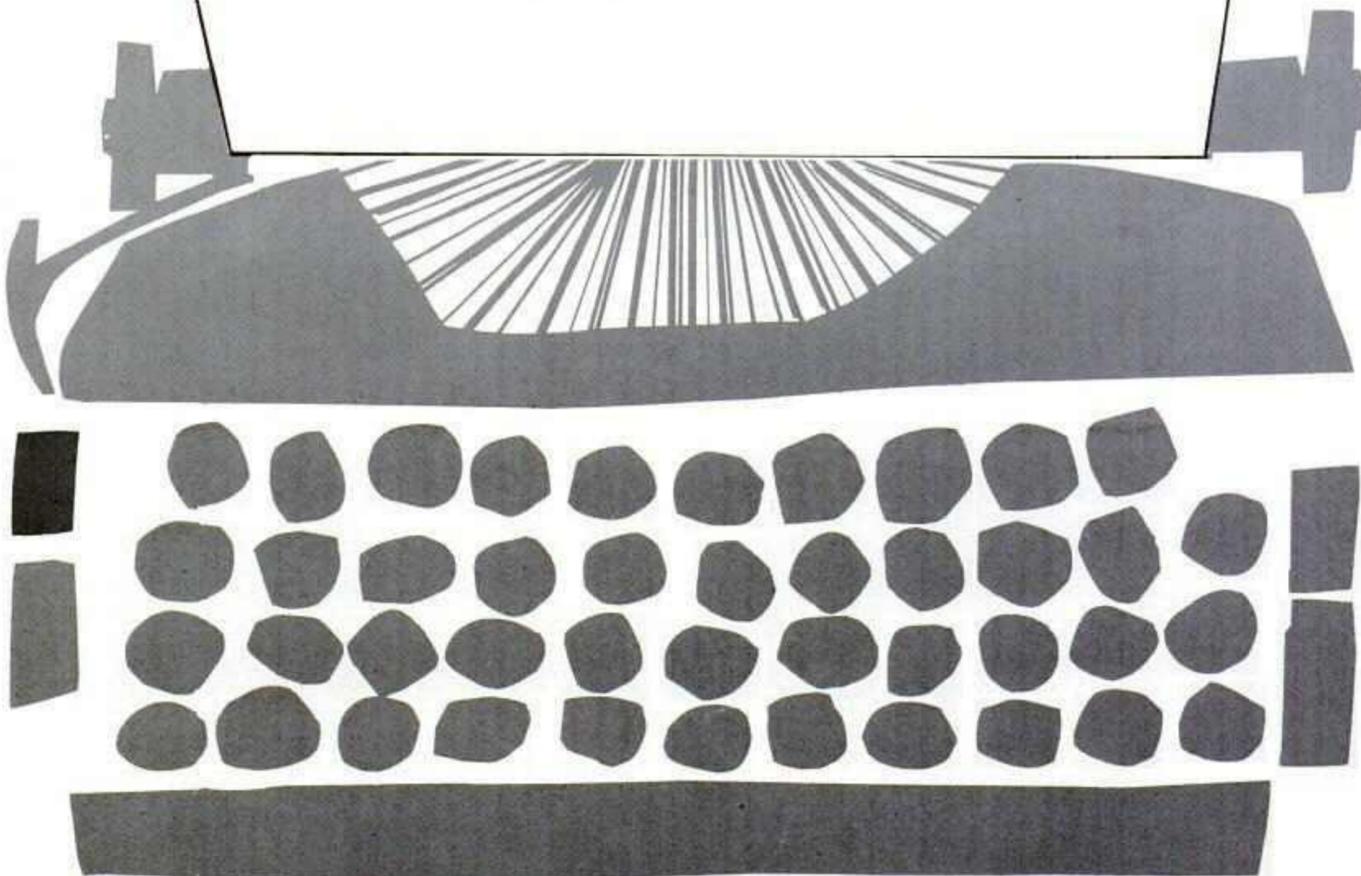
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SEEVEND, Seeburg's West German subsidiary, exhibited its line of phonographs and vending machines at the recent Hanover Fair.

Report From Britain

LONDON — Phonographic Equipment, Ltd., major distributor-operator in the south of England, is making a mark with juke box sales in the Channel Islands.

To date, the firm has shipped 75 Jupiter units, made by Electro-Kicker, Beaux les Dames, France, to operators in Jersey and Guernsey, said Michael Green, PEL official.

These sales add \$90,000 to the PEL gross for the past year. On the domestic scene, the firm is working Monday through Sunday to deal with deliveries and route-take clearings, Green reported. Business is so brisk he expects to have to waive vacation in Spain in July, defer it until the fall.

BRITISH BRIEFS

Streets Automatic Machine Company, Ltd., Eastbourne, has built and installed a 12-gun coin-operated shooter for Joe Studt, arcade operator, at Dreamland, Margate resort. . . Monsieur J. Gostelli, executive of Electro-Kicker, France, was in London

briefly for a conference with Cyril Shack, Phonographic Equipment, Ltd., partner. . . Geoff Grange, head of Mar-Matic Sales, Ltd., London, is promoting the new Keeney Blue Spot 6-penny slot automatic. . . Helen McGarvey Saul, a principal in Douglas Casino, opened this month in Isle of Man, arrived from the U. S.

Wide Singles

• Continued from page 41

Kenny Ball, Kapp; "Angelina," Louis Prima on Prima.

Also: "Mixed Emotions" b.w. "Prisoner's Song," Rosemary Clooney, Reprise; "Come Blow Your Horn" b.w. "I Have Dreamed," Frank Sinatra, Reprise; "Sweet Violets" b.w. "Lay Something on the Bar," Guy Lombardo, Decca; "Mack the Knife," "Sweet and Lovely," Erroll Garner, Reprise; "That's the Way I'll Come to You," Jack Jones, Kapp, and "More," Kai Winding, Verve.

EUROPEAN NEWS BRIEFS

Germans Give Advice

HAMBURG—British operators are unnecessarily squeamish in their attitude toward payouts, according to frank advice being handed the British trade by their West German counterparts.

German operator associations have counseled British operators to seek a "mutual assistance" partnership with the payouts on the German design.

A German operator executive disclosed, "We are getting rather fed up in this country reading about the complaints of phonograph operators concerning competition from the payouts.

"These complaints are bad for the entire trade, and they get the phonograph operators no place. We are advising the British trade to follow our lead and take an active role in payout operations, instead of staying on the sidelines and carping."

Danes Big Buyers

COPENHAGEN—When in doubt—buy!

Danish operators are following this maxim in an equipment replacement purchasing wave spurred by uncertainty over Denmark's future trading role.

Operators here have tended to divide between those who waited to replace equipment, certain Denmark would enter the Euporean Common Market, and those who replaced equipment on normal schedules, certain future prices, in any event, can only be higher.

Imports of phonographs for the 1963 first quarter are running 15 per cent ahead of the similar period last year. Trade sources predict a new import mark this year if purchases continue at the present rate.

West German equipment accounts for 40 per cent of imports, and U. S. equipment for 55 per cent.

New Italian Crane

TURIN—A new crane grab-bag game, Jaguar, is being marketed by the Sidam Manufacturing Company of Turin. The game has an overhead crane duplicating to precise scale the moving overhead crane in industrial plants. Operation of the crane "provides a game of fascinating skill for adult and youngster alike—it offers all the thrills of operating a giant factory crane," according to promotional material. Sidam proposes

to develop additional game equipment based upon actual industrial equipment found in this center of Italian heavy industry.

Marine Juke Boxes

ROTTERDAM — Holland's Osca phonograph, a wall compact, is concentrating on the sea-going market.

Taking their cue from the placing of juke boxes aboard British excursion steamers and ocean liners—most recently the French Line's France — Osca's manufacturer is promoting the box heavily among the international cruising set.

At least 50 phonographs have been placed aboard private yachts and cruisers in recent months. Dutch shipyards presently are offering the Osca as "optional equipment."

Most thrifty Dutch yachtsmen prefer to keep the coin box, finding it a convenient way of amortizing cost of the box and financing the purchase of new records.

Black Forest Games

FREUDENSTADT — The Black Forest, long famous for cuckoo clocks and truffles, is now becoming a coin machine manufacturing center.

Latest product to issue from the fairytale land of Hansel and Gretel is Siebert-Automaten's new soccer game, Weltmeister, which is being promoted as "the sensation on the world market."

Weltmeister — World Champion—is completely silent, and comes in a wide choice of "salon colors," as befits the machine's claim to be "the aristocrat's aristocrat among soccer games."

The game is neon lighted, has velour carpeting on the playing field, and has electronic scoring. It comes in biege, chrome yellow, pink, robin's egg blue, linden green, ivory and anthracite gray.

Fidel Seeks Phonos

EAST BERLIN—Fidel Castro is negotiating through East German intermediaries for the purchase of "up to 200" juke boxes from a West German manufacturer.

There is just this catch—Castro wants to pay in sugar. The barter transaction would be arranged from Cuban sugar stocks in East Germany.

However, sources here said the deal is unlikely to jell because Castro is asking that the top world market valuation be placed on the barter sugar.

The West German manufacturer regards a juke boxes-for-

(Continued on page 50)

FOR SALE

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Hercules Gun	\$175.00
Keeney Sportsmen	95.00
Bally Star Shuffle	95.00
Bally Spinner	145.00
United Chiem Shuffle	95.00
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Phonos—Wall Boxes

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Wurlitzer 2300	445.00
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Rock-Ola Hide-A-Way 1440	75.00
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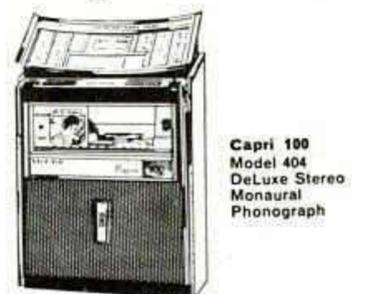
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MUSIC MACHINE PROGRAMMING



Mar-Tab Vending President Sol Tabb (left) pictured with Ozzie Truppman of Busch Distributing, Miami, distributor for Rowe-AMI. The two are inspecting a new AMI phono, programmed with new 33 stereo single records provided through Music Operators Stereo Service.

Stereo Service Makes Bow at Miami Party

MIAMI—The Music Operators Stereo Service (MOSS) program undertaken by three major coin machine manufacturers in co-operation with Billboard, to provide stereo programming for the nation's juke boxes, received a rousing send-off in the South Florida area last week by Mar-Tab Vending, largest operator in the area.

Mar-Tab, one of two divisions of Castlewood International Corporation, used the occasion of festivities dedicating the company's spanking new plant in the far north side of the city to show visiting luminaries just how the MOSS system works.

Sol Tabb, head of Mar-Tab, placed three brand-new stereo phonographs—one each from the MOSS participating firms of Wurlitzer, Rock-Ola and Rowe AMI—at strategic points in his reception room. Each machine contained samples of the initial MOSS five-pack release, with accompanying special title strips and four-color productions of the albums from which the selections were taken. The 33 stereo single five-packs were the first of the series, to be released every two weeks, and were rushed to Tabb for the occasion

by Record Source International, a division of Billboard Publishing Company. RSI is handling fulfillment operations on the program.

During two separate afternoon receptions, Saturday and Sunday (22 and 23), Mar-Tab entertained a host of well-known local civic, business and industrial leaders as well as a number of one-stop executives attending the annual convention of the Record One-Stop Association (ROSA) at the Fontainebleau Hotel.

Mar-Tab is a six-year-old vending, music and game operating firm with over 1,300 locations stretching from the West Palm Beach area in the north to Key West in the South. The firm operates over 2,600 pieces in this 200-mile stretch of the State. Tabb told Billboard he plans to employ the MOSS programming service on 600 machines in the near future. These will be serviced with the fortnightly new releases by Mar-Tab's fleet of radio-controlled trucks.

In addition to the many local persons attending the Mar-Tab MOSS showing, Billboard itself was represented by publisher Hal B. Cook; editor-in-chief, Sam Chase; advertising manager, Peter Heine, and Ren Grevatt, associate editor.



Pictured above (l. to r.) are Joseph Flanigan, president, Castlewood International Corporation; Harold Craver, vice-president of Mar-Tab Vending, and Thomas Baroody, executive vice-president, Castlewood. Castlewood is the parent firm of Mar-Tab. The three are inspecting a new Wurlitzer stereo phono (left) and Rock-Ola stereo model (right), both of which contain samples of the new MOSS stereo programming service.



Sol Tabb, president of Mar-Tab Vending (left), and Art Daddis, Rock-Ola rep for the Southeast, inspect a new Rock-Ola model stereo unit, equipped with new 33 stereo singles provided by Music Operators Stereo Service.

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.

STRING ALONG RICK NELSON, DECCA 31495
GYPSY WOMAN
SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
WITHOUT LOVE (There Is Nothing) RAY CHARLES, ABC-PARAMOUNT 10453
NO ONE
BE TRUE TO YOURSELF BOBBY VEE, LIBERTY 55581
A LETTER FROM BETTY
CANDY GIRL 4 SEASONS, VEE JAY 539
MARLENA
MY WHOLE WORLD IS FALLING DOWN BRENDA LEE, DECCA 31510
I WONDER

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocals

BRENDA LEE—All Alone Am I, Vol. II Decca

Pop Instrumental

HARRY JAMES—Solid Gold Trumpet of Harry James MGM

Jazz/Rhythm & Blues

RAY BROWN—With the All Star Big Band Verve
LITTLE JUNIOR PARKER—Driving Wheel Duke

Folk/Country & Western

HAWKSHAW HAWKINS—The All New Hawkshaw Hawkins King

Specialty—Spanish

AMALIA MENDOZA—Boleros RCA

* * *

SEEBURG ARTIST OF THE WEEK

VARIOUS JAZZ ARTISTS—

The Many Sounds of Jazz Today Columbia (Jazz)

In Your Own Sweet Way/Taint What You Do • Since Love Had Its Way/Ask Me Nice • If the Moon Turns Green/Mr. P. C. • Misty/Bloozineff • Asphalt Jungle Twist/I Can't Get Started

All titles listed 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, 1564 Broadway, New York 36, N. Y.

FIRST WEEKLY REPORT



SEEBURG

TOP-EARNING

30

LITTLE LP STEREO ALBUMS

The Little LPs currently earning highest grosses in Seeburg locations coast to coast, as reported by Seeburg music operators.



POP VOCAL/POP INSTRUMENTAL

TONY BENNETT	Tony Bennett at Carnegie Hall	COLUMBIA
FRANKIE CARLE	Honky-Tonk Hits	RCA VICTOR
FRANK FONTAINE	Songs I Sing on the Jackie Gleason Show	ABC-PARAMOUNT
ROBERT GOULET	Two of Us	COLUMBIA
GORDON JENKINS	France-70	TIME
BRENDA LEE	Sincerely	DECCA
GUY LOMBARDO	The Best Songs Are the Old Songs	DECCA
FRANK SINATRA	The Great Years	CAPITOL
BILLY VAUGHN	Golden Hits	DOT
ANDY WILLIAMS	Moon River	COLUMBIA

JAZZ/RHYTHM & BLUES

DAVE BAILEY	Two Feet in the Gutter	EPIC
RAY CHARLES	Dedicated to You	ABC-PARAMOUNT
MILES DAVIS	Miles Davis at Carnegie Hall	COLUMBIA
DUKE ELLINGTON/COUNT BASIE	First Time	COLUMBIA
PETE FOUNTAIN	Let the Good Times Roll	CORAL
BENNY GOODMAN	In Moscow	RCA VICTOR
AL HIRT	Al Hirt at Dan's Pier 600	AUDIO FIDELITY
JONAH JONES	Jazz Bonus	CAPITOL
GLORIA LYNNE	Gloria Lynne at Basin Street East	EVEREST
JIMMY McGRIFF	I've Got a Woman	SUE

COUNTRY AND WESTERN

EDDY ARNOLD	Let's Make Memories Tonight	RCA VICTOR
PATSY CLINE	Patsy Cline's Golden Hits	EVEREST
FLOYD CRAMER	I Remember Hank Williams	RCA VICTOR
JIMMY DEAN	Portrait of Jimmy Dean	COLUMBIA
RED FOLEY	Dear Hearts & Gentle People	DECCA
WEBB PIERCE	Cross Country	DECCA
RAY PRICE	San Antonio Rose	COLUMBIA
JIM REEVES	A Touch of Velvet	RCA VICTOR
ERNEST TUBB	Golden Favorites	DECCA
KITTY WELLS	Kitty's Choice	DECCA

Each of the above Little LP Stereo Album records has been selected solely for its top earning ability in locations. All are available through your local Seeburg Distributor.

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President 2-2900

Blasts Mfrs. for 'Junk'

By NICK BIRO

CHICAGO — Harold Schaeff, president of Victor Vending Corporation, last week aimed an angry blast at charm manufacturers who were attempting to sell "junk" merchandise to operators for use as capsule fill.

Schaeff said the practice could seriously cripple the capsule business, which he described as one of the most promising for the bulk industry today.

Schaeff's comments were delivered in an exclusive interview with Billboard last week. He repeatedly urged operators to be more selective in purchasing capsule fill and to give customers their money's worth.

"When you buy capsules," Schaeff said, "make sure you buy the best—not the cheapest."

He noted that a distributor who selects his merchandise from several sources and capsules this merchandise himself

is doing the operator a great service.

"Charm manufacturers are competing in price—not quality," Schaeff said. "By doing this, they will ruin the business and the operator also. In the beginning, the charm manufacturers sloughed off penny merchandise in the nickel capsule, now they are trying to slough off nickel merchandise in dime capsules. In our opinion, this is wrong," said Schaeff.

The vending machine manufacturing veteran said he felt operators were "far better off by paying a little more for capsules merchandise and taking a little less profit. By doing this, your volume of sales will be greater and in the long run, you will be much further ahead."

Schaeff was alluding in particular to the new dime and even newer capsules now being used. He said these capsules could open a new dimension for the bulk vending operator and offer him an excellent means of diversification.

He noted, however, that a new conception of merchandising must be used. "People will not pay a quarter for extra portions of nickel merchandise," he said. If the operator is to realize the full potential of dime and quarter capsules—and later the 50-cent capsules—he must offer customers items that are clearly worth the price.

Schaeff noted that in 1953 he had developed a capsule and

machine for vending novelties and miniature toys that could not be vended in any other way.

He recalled the "capsule business was fabulous for about two years and Victor had a rough time keeping up with the demands for capsules and machines.

"During that time, the charm manufacturers copied the capsule and started putting inferior merchandise inside—merchandise they couldn't give away or sell to the penny ball gum and charm operators.

"They got rid of their junk, but killed the capsule business, particularly in the Eastern section of our country."

Schaeff noted the capsule business stayed dead about three or four years and revived when operators started putting better merchandise into the capsules.

He said, however, that recently he had noticed inferior merchandise going into the dime capsule, and that if this continued, we would have a repetition of what happened before with the nickel capsule.

He noted there were several good distributors from whom operators could buy filled capsules at a fair price. "Most of these distributors realize the importance of good merchandise—it sells faster and the consumer is satisfied," Schaeff said.

He said that not only the fill but the quality of the capsule was also important. He suggested a capsule that is easy to fill, works in most machines and will not crack up or come apart.

Tax Man Hails Work of Ops In S. Carolina

COLUMBIA, S. C. — James W. McGrath, administrative assistant of the South Carolina tax commission, applauded the work of the South Carolina Coin Operators Association as the group held its regular quarterly meeting at the Varsity Restaurant here Sunday (16).

McGrath complimented members on the aims and purpose of their association, particularly in the field of public relations. He also discussed commission arrangements, and machine taxes and licenses.

Some 30 operators attended. John Kaiser, association executive, said that a number of new members were recruited at the meeting.

Rollins Quits Beaver Over Policy Matters

NEW YORK — Richard Rollins, executive vice-president of the Beaver Vending & Supply Corporation of America, announced that he had resigned his post effective immediately.

Rollins said that his resignation was prompted by basic differences with the management—differences which he felt could not be resolved.

Rollins joined Beaver a year ago after a long association with the Cramer Gum Company of Boston. He had been sales manager at Cramer. Rollins is a former FBI agent and military intelligence officer.

While his plans are not certain, Rollins said he would prefer to remain in the bulk vending industry.

Guggenheim Out With Assorted Summer Packs

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., this week released two summer packs for bulk vending operators. Both packs are primarily assortments of previously released charms.

The 10-cent trick and joke line consists of two new items (Off Hand and the Smashed Finger) and five standard charms (Magic-Magnets, Pet Mouse Finger Puppet, Whirly Bird Whistle, Ghostly Finger and Crazy Foot Prints).

New items in the 5-cent toy line are Fish Fortune Teller, Razzers and Scary Teeth. Other charms in the pack are U.S. Combat Soldiers, Horse Riders, Puzzelroos and Cowboys and Indians.

Display labels are available with the assortments. Bob Guggenheim said that new items will be added to the assortments.

Capsule Growth Up—Schoenbach

BROOKLYN — Jack Schoenbach, veteran bulk vending distributor and operator, reports that capsules are becoming more and more of a factor in charm vending.

Schoenbach said that the percentage of his capsule sales to operators as compared with penny charm sales has increased substantially during the last year, and that collections on his own route have reflected this increase.

He added that the firm's sponsorship operation, which benefits the Retarded Children Foundation, now has some 2,000 machines in New York and Connecticut. The operation was built up in the last six months.

WORRY BIRD

Adds Pep to Your Machines

Cute bird with the worried look, adds sparkle to your machines.

Beautifully molded in assorted colors. They stand... have loads of play value.



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Whatever your bulk vending requirements might be, we can serve you.

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New ACORN 200 Capsule Vendor
5c, 10c or 25c Vend—11-Lb. Globe



This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.

Headquarters for charms, stands, racks, gum, nuts, globes, parts and supplies for all vending machines. Stop in to see us.

Write for complete catalog of new and used machines.

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High Quality Merchandise Packed 100 to the Carton.

For 25c Vending... \$12.00 per 100

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New V2 Capsule shown actual size.

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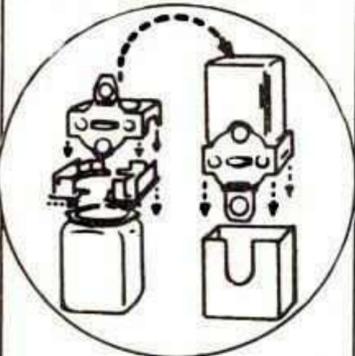
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Billboard

Tough City Tax Drives Out Ops

CLIFTON, N. J.—This industrial suburb of New York has killed the goose that lays the golden egg. The Clifton city fathers have refused to kill or modify the \$5 per machine annual tax on bulk vending machines, with the result that only a handful of units are still operating within city limits.

Earlier this year, representatives of the New York Bulk Vendors Association attempted to convince members of the Clifton city council that the tax was unrealistic and sought a compromise. The city officials, after being presented with cost facts and figures on penny operations, refused to budge.

The city contended that it cost \$10.60 a year to regulate each machine, and that the municipality, with a \$5 tax, loses \$5.60 per year on each machine.

Obvious Solution

If this is true, no tax and no regulation would save both the operators and the taxpayers a considerable sum of money.

Dave Yurmark of nearby Passaic is the leader in the movement to have the tax rescinded or modified. When the levy went into effect, he had 30 machines in Passaic; today he has none.

Yurmark went as far as writing a long letter in a local newspaper to attempt to convey some understanding of the bulk vending industry and the detrimental effects of the \$5 machine tax. In the letter, he noted that "our industry was the first in the vending field and has changed very little from its inception over 30 years ago. We offer the public the last

real value for a penny. Despite increased costs of merchandise, labor and the standard of living, which has in all other fields completely eliminated the use of the penny, except as a tax coin, we still depend on the penny for our livelihood.

Cites Costs

"We are basically small businessmen . . . who must (each) have a great number of vending machines on location as the per machine profit is very small. A 1-cent gum ball machine costs about \$15. This machine will do between \$40 and \$50 per year in total business. From this amount, the operator pays the storekeeper 30 per cent in commission. The cost of merchandise is also 30 per cent. From the 40 per cent gross profit we have cost of operation, insurance, salaries, breakage and spoilage, maintenance and miscellaneous overhead. The net profits before state and federal taxes are about \$3 per machine per year.

"We realize that governments need additional revenue with which to operate but in our business, unfortunately, our costs increase, while the revenue for our merchandise is exactly the same," Yurmark pointed out.

"We cannot pass taxes, licenses and increased cost of machines and merchandise on to our customers nor can we give less value in what we vend."

Yurmark noted that the City of Clifton has one of the highest per bulk machine license taxes of any city in the U. S. . . . In the majority of cities our types of machines are exempt from license taxes entirely," he said.

"As an alternative, I would like to suggest that there either be no license fee on bulk vending machines or possibly a license to operate bulk vending machines for \$10 or \$20 per year (per operator). This will in effect license all machines owned by an operator in the city.

"At the present time I doubt if there are more than 150 bulk vending machines in the entire city of Clifton," Yurmark estimated. "I personally had 30 bulk machines in the city, which I already pulled out (due to the tax).

"I know it's not the purpose
(Continued on page 48)

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Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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Stresses Cleanliness Of Route Serviceman

DENVER — Bulk operators who want to make the best possible impression on prospective location owners can take a tip from Del (not the ball player) Crandall, route service man for

Continental Music Company, major bulk operator in the Denver area.

"Use waterless hand cleanser, of the same type regularly employed by mechanics in garages and service stations," Crandall said. "All of us, of course, must use our hands to remove pennies, nickels and dimes from the cash boxes on vending machines. It doesn't take long for the combination of coins, dust, and similar surfaces to stain hands badly.

"Since it is practically impossible to stop and wash the hands in service station rest rooms following every call, the result is that unless some drastic action is taken, we are likely to arrive at each subsequent stop with the sort of hands which make the wrong impression on the prospect."

To solve this commonplace problem, Crandall carries a can of waterless cleaner, normally dispensed by machines in garages and service stations, in his truck. It takes nothing more than a clean dry cloth, or a few paper napkins to remove every bit of grease, rust, or soot, which has collected on the fingers, under the nails and on the back of the hands.

Crandall makes it a point to clean his hands as soon as he steps into the truck after every service job, counting upon the lanolin included in the hand cleaner to keep the skin soft and uninjured.

The result has been that of uniforms, attractive panel trucks, etc., which sum up to the character of a vending organization in its location owner's mind.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Cent, 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Archer & The Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Shell Red	.50
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 7c ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum order on all Rain-Blo Ball Gum	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

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PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

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10c ATLAS MASTER Capsule Vendor

Northwestern SUPER SIXTY Capsule Vender*

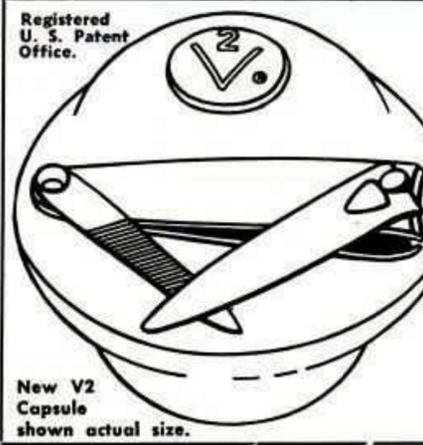
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
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*With QUICK-TACH at slight extra cost.

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Race on for Top Spot in MOA

• *Continued from page 41*

Both Casola and Denver have to be classed as front-runners for the presidential post. Both have substantial followings.

Other Favorites

Two other favorites are bound to be Clinton S. Pierce, Brodhead, Wis., chairman of the board, and one of the best liked of MOA members, and John A. Wallace, Oak Hill, W. Va., vice-president and nominating committee chairman, and a well-known and well-liked MOA power.

Some feel that Wallace's post as chairman of the nominating committee would preclude him being nominated president. There is nothing, however, to keep him from being nominated from the floor. He is a personable, gregarious man, with a deceptively easy-going manner and a keen political sense. He has long been a key figure in

his own West Virginia association.

Pierce is another MOA veteran, often referred to as the "grand old man" of the association. He also has long been a leader in his own Wisconsin State association. Pierce became increasingly active with the recent reorganization of MOA and has gained a lot of respect for his capable and patient handling of board meetings.

Four other officers have to be classed as serious contenders. These include Les Montooth, Peoria, Ill.; Howard Ellis, Omaha; William Hullinger, Delphos, Ohio, and James Tolisano, St. Petersburg, Fla.

Montooth, a large, dynamic and forceful individual, has long been an MOA power, but his failure to hold elective office in a sizable State association has kept down the size of his vested support.

Ellis Possibility

Ellis is another MOA veteran and regularly a top official of his Nebraska State association, and local Omaha operator group. He is very active in coin machine circles and would be an excellent "compromise" choice by virtue of his neutral stand and Midwestern background.

Hullinger and Tolisano are capable and well liked, though less active than the others.

Among the directors, a number are presidential possibilities, or at the very least, strong candidates for one of the other 11 elective offices.

Leon Taksen, Harrisburg, Pa., president of the Pennsylvania association.

A. L. Ptacek Jr., Manhattan, Kan., veteran operator and distributor.

Carl Pavesi, White Plains, New York, president of the Westchester Operators Association in the East.

Ted Nichols, Fremont, Neb., long active in MOA, and virtually a co-head with Ellis of the Nebraska group.

Millie McCarthy, Hurlyville, N. Y., president of the New York State Coin Machine Association, and an outspoken but respected critic of MOA in the past.

Max Hurvich, Birmingham, veteran MOA member and distributor. Long active, one of the association's top idea men, and respected as a top arbitrator.

Thomas Greco, Glaso, N. Y.,

veteran distributor and a member of the "New Breed" of MO leadership.

Frank Fabiano, Buchanan, Mich., veteran official of the Michigan association.

William A. Blatt, Miami, long active in MOA affairs and known for his public relations activity. Blatt, however, recently sold most of his coin machine holdings and may be retiring from the business.

Jack Bess, Richmond, Va., respected Virginia and West Virginia distributor and a member of the nominating committee.

William N. Anderson, Logan, W. Va. State Legislature.

At this point, of course, everything depends on the nominating committee slate, and the degree of partisan feeling among the various associations throughout the country.

Popular Slate

A popular slate could very conceivably be elected with little or no opposition from the floor.

On the other hand, if one or more associations feel strongly enough about submitting candidates, the election could turn into a political free-for-all.

In that case, much would depend on operator attendance. If attendance is limited (and to be realistic, the meetings up to now have not drawn record turn-outs) a strong contingent from one area would have a powerful voice.

In any event, the MOA regulars and well-known association members would become the political king-makers. This would be especially true of officers and directors.

Included on the nominating committee, besides Wallace, are Jack Bess, Roanoke, Va.; Howard Ellis, Omaha; Andy Hesch, Arlington, Ill.; C. C. Bishop, Raleigh, N. C.; Benton Thorpe, Raleigh, N. C., and Lou Casola.

All the officers will be elected for one year terms. Directors are being split into three groups, one-third elected for one year, one-third for two years and one-third for three years.

After this year, one-third of the directors will be elected annually for three-year terms.

Tough City Tax

• *Continued from page 47*

of the (per machine fee) ordinance to restrict vending operations, but merely to license them for revenue purposes," Yurmark said. "We are legitimate businessmen trying to earn a legitimate profit. I appeal to you at this time to have the City Council take some action on this as to a pay a \$5 tax per machine is completely impossible and would require vending operators of our type of equipment to remove all their machines which would defeat your purpose (in the ordinance) . . . We sincerely hope it will be possible for you to take action, giving us relief from this burden."

Despite the letter from Yurmark, a resident of Clifton for 35 years, no action to relieve the burden he spells out has been taken; as far as is known, none is contemplated.

Wurlitzer to Be Dark

NORTH TONAWANDA, N. Y.—The Wurlitzer plant here will be closed for vacation from July 19 to August 12, with no shipments leaving the factory during that period. Distributors are being asked to check their inventories and place their orders in advance of the vacation period.

Seattle Renews Pinball License

SEATTLE — The Board of King County Commissioners has licensed the county's only pinball-machine firm for another year.

The Far West Novelty Company was granted renewal of its \$20,000-a-year license on the recommendation of the county license director, Richard F. Mahoney.

The firm also will pay \$10 a year for each of the 350 to 390 machines it operates outside of incorporated towns.

The license does not permit pay-offs, it was reported.

Mahoney said the company polices itself well, and is quick to remove a machine from a store when warned by officials that a complaint has been received of play by a minor.

The county allows the pinball machines as trade-stimulators for merchants, though they are banned in Seattle and some other Washington cities.

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European Film Industry Mulls Production for Cinema Phonos

• Continued from page 41

Italian, French and British films through Fonovisione in Milan. However, the supply is acknowledged by Fonovisione to be "far too small for anything but experimental operation of Cinebox."

Trade consensus is that the success of Cinebox and other film phonographs now on the market will depend almost entirely on the availability of a large supply of high caliber films.

A trade source who has just completed exhaustive analysis of all film boxes now on the European market summarized, "The film box idea is neither new nor particularly novel. It has been tried before the war in Europe and also in the States. It flopped both places and for the same reason—too few films of poor quality."

"Now the odds against the film boxes are even greater—their films must compete with TV, and TV product is getting better all the time."

Marginal Competition

UFA executives disagree. Their study of the film phonograph market has convinced them that there is only marginal competition between TV and the film boxes. They believe that TV film production has created facilities—as in the case of UFA—for film box production.

The post-war disk boom has created a pool

of talent for film box production lacking before the war. Moreover, the interest of the film industry is now keen, whereas pre-war the industry was not interested.

UFA is the best example. An UFA executive explained, "Frankly, before the war we would never have considered the production of anything for film boxes. In fact, we would not have considered the production of television films."

Regular Supply

"But now we are in TV film production entirely, and production for film boxes would complement nicely our TV production. Our situation is general on the Continent. For that reason, there is no difficulty in organizing a regular supply of high quality entertainment shorts for the film boxes."

As the executive indicated, UFA has ceased entirely to produce feature length motion picture films, and switched entirely to TV production.

What interests UFA and other European film producers is the potential size of the film box market. There is not only Cinebox but also Scopitone and Caravelle—both made in France. The three boxes are doing well in tests, and they could command an eventual tremendous market in Europe and the U. S.

Texas Tax Law Provides Relief for Bulk Vendors

AUSTIN, Tex.—A new version of the Texas sales tax went into effect Monday (1) carrying major changes to give bulk vending operators a break in the complicated procedure they have followed in administering the tax and generally tightening the language of the law.

Vending machine sales of less than 25 cents and other sales of less than 25 cents where more

than half of the vendor's business is in sales under a quarter will now be exempt.

Up to now, vending machine operators had to pay tax on the sale of bulk items, candy bars, soft drinks and other items selling for less than 25 cents, but were prohibited from collecting it from their customers.

This will also exempt such things as newspaper sales and

provide relief for small newsstands and lunch counters.

An operator has been taxed by the State on his total sales under the theory that sales under 5 cents on which he pays tax but cannot collect are offset by sales on other items.

The figures balance out for a merchant engaged in all types of sales, but not for operators whose sales are all under a quarter.

Units Replace Cafeteria in Denver Building

DENVER — A bank of nine automatic vending machines has replaced an employe cafeteria here at the Grant Building location of International Business Machines' offices.

Al Marcove, one of three brothers who operate Automatic Catering, Inc., 4101 East 59th Ave., said the machines will serve some 300 persons. Only a hostess will be required to supervise operation of the units, which include hot and cold drink machines, a milk machine, and vending equipment for sandwiches and other food items, including ice cream, pastry, hot canned foods, candy and cigarettes.

A dollar bill change machine also has been installed.

Marcove said his firm has put in 40 of the dinette installations in the area. The firm, founded in 1954, starting with five vending machines. The company now has more than 1,000 vending machines at 120 locations in the metropolitan area.

In addition to the automatic equipment, Automatic Catering also operates cafeterias at the Post Office annex, Minneapolis-Honeywell and National Cash Register buildings. The company has its own commissary and makes its own sandwiches, Marcove said.

Martin-Snyder Named Distrib For Heartbeat

CHICAGO—Heartbeat Records, well-known juke box record manufacturer, has named Martin and Snyder, Dearborn, Mich., national distributor for its entire line.

Martin and Snyder is the Seeburg distributor in Michigan and also operates a large record one-stop. Distribution of the Heartbeat line will be under the direction of Chet Kajeski.

Seymour Schwartz will continue as Heartbeat's president. Schwartz and Kajeski will name additional regional distributors for the label.

The move represents a program of increased activity for the label. Schwartz said Heartbeat will step up its production of singles and will now have a better promotion and advertising effort.

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C.C. Ray Gun	295	Sky Gunner	125	Sky Fiter	125
Carnival	125	Six Shooter	95	Sharpshooter	250
Dale Gun	65	Silver Bullet	125	Titan	295
Ex. Star Shooting Gallery	125	Sci. Jungle Joe	125	Vanguard	225
Ex. Sportland	125	Sky Raider	110	Un. Jungle	125
Gun Patrol	110	Seeburg Bear Gun	165	Wild West	195
Gun Smoke	195	Seeburg Coon Gun	165		
Hercules	275				
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Marksman	275				
Mid. Shooting Gallery	195				
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Bally Speed Boat	375	Model T Ford	395
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Big Bronco	295	Pony Express	175
Bally Space Ship	275	Red Nose Reindeer	225
Champion Horse	395	Round World Trainer	325
Choo-Choo Train	250	See Saw Clown	225
Chuck Wagon	425	Scientific Boat	325
Donald Duck	250	Twin Horse Stage	425
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BUY THE BEST—BUY WILLIAMS

O'Donnell Group Buys Bally

• Continued from page 41

ing bingo games earlier this year (following passage of the Eastland Bill) but still puts out a sizable variety of games, rides and other amusement devices.

O'Donnell said that a "terrific series of novelty games, completely engineered and location tested, is ready for the production line." He said "these will be supplemented with other types of equipment—including some real surprises."

O'Donnell is the only one of the purchasing group that is to be active in the operation of the company. He emphasized that the purchase was a personal undertaking by the principals and did not involve the firms owned by Sugarman, Kaye or Klein.

The sale ends a dynasty started when Raymond T. Moloney founded the company in 1931. The Moloney family has controlled the company since.

Bally was a pioneer in the manufacture of pinball games in 1932, its first big seller being "Ballyhoo."

In 1937, Bally introduced the first bumper-type pinball game,

appropriately named "Bumper." It followed with Bally Reserve in 1938, Variety in 1939, and Sport King in 1940. The attack on Pearl Harbor and the firm's subsequent switch to war material stopped production of "41-Derby" in 1941.

During the entire World War II period, Bally plants were engaged in government work. Bally received the Army-Navy "E" Award for "outstanding production of war materials" in 1943 and received additional stars in 1944 and 1945.

Bally's first post-war game was Victory Special in 1946. It followed with Special Entry in 1947, Citation in 1948, Champion in 1949 and Turf King in 1950.

The firm's first in-line game with advancing scores was Bally Spot-Lite in 1951. It led to a parade of such games for over 10 years. Since that time, Bally diversified its operation to where it not only manufactured virtually every conceivable type of amusement game but also arcade equipment, vending equip-

ment and at one time even phonograph records.

(The phonograph record division has since been discontinued, and recently Bally also sold the rights on its cigaret machine to the Rock-Ola Manufacturing Corporation and its coffee machine to the Seeburg Corporation.)

The firm currently has 125,000 square feet of manufacturing facilities and some 1,200 employees.

O'Donnell, who will continue to head the sales department in addition to serving as president, joined the firm in 1946 following World War II service in the U. S. Marine Corps.

He was transferred to sales in 1947 and in 1956 was named general sales manager. He is married, has three children, and resides with his family in suburban Wilmette.

Rock-Ola Buys

• Continued from page 41

260-can unit. Both machines have storage facilities for pre-cooling back-up cans. Both are four selection.

During the last three years, Rock-Ola has acquired the Bally cigaret machine mechanism, the Book-O-Mat and the Shop-O-Mat all purpose machines from the Williams Electronics Corporation, and both instant and fresh brew coffee machines.

Frank Q. Doyle, Rock-Ola vice-president in charge of vending, said that engineering and cabinet design changes are being made on the PneuVend line. He added that the new line will probably be released early in 1964, after the changes have been completed.

EUROPEAN NEWS BRIEFS

• Continued from page 43

sugar deal as too sticky on general grounds, and he is afraid, specifically, that the world sugar price might plummet before he could take delivery and unload.

Royalties Deadlock

ROME — Efforts by SAPAR, Italian coin machine industry organization, to reach an agreement for reduction of juke box royalties paid to SIAE, Italian Society of Authors and Editors, have come to naught with the latter refusing to budge.

SAPAR, pointing out that its 600 associates now pay SIAE \$800,000 a year where their entire tax bill is only \$364,000, insisted that the study made by the latter covered two peak hours during the peak mid-summer period at resort locales. SAPAR insisted that fees based on \$340 a year per box were too high and that they should be reduced to \$288 which was refused. Annual license fee per juke box is currently \$58.

10th Anniversary

HAMBURG—Arno Glasgau, a member of the board of the North German Operators' Association, is observing the 10th anniversary of his phonograph operating enterprise.

Glasgau, one of West Germany's youngest operators, is acclaimed for his achievements toward lifting coin machine operating into the ranks of a profession as well as business.

The younger Glasgau school of German operators refer to themselves as "entertainment therapists," and in response to their influence several German

medical specialists have recently come out with endorsements for coin machines as "relaxation therapy."

Swinging Editors

ROME—Editorship of Automat, publication of SAPAR, will alternate among members of directing council in future. Pietro Fiore has succeeded Francesco Queirolo who was director during the first year of the publication's existence.

Smoky Ads

ROME—Cinebox is now being advertised on packs of Italian cigarettes as a means of spurring interest in the box which shows filmed recordings on a screen. The Italian Tobacco Monopoly, which accepts advertising for one panel of its own products, is distributing the new propaganda in the millions in all parts of Italy.

Oregon Distrib Set

PORTLAND, Ore. — Donald Ostensoe, public relations man, has taken on the distributorship of the Oliver-Olson Corporation, Beverage Center. The self-contained unit dispenses coffee and refreshments for office and business installations.

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DEAN AS HOST: Jimmy Dean, playing the Twin Coaches in Pittsburgh, greets a group of deejays, l. to r., Chuck Brinkman and Neil McIntyre, KQV; Dean, c., and Ron Thompson, WEEP.



CLEO FROM ROME: Pleased with new RCA Victor LP of Cleopatra score are, l. to r., Hugo Peretti; Rix Ortolani, arranger-conductor, and Luigi Creatore. Disk was made in new Rome studio.

Billboard PHOTO GALLERY OF Newsmakers



CONVENTION TARGET: Columbia Records president Goddard Lieberson will officially open 1963 sales convention at the Americana Hotel, San Juan, Puerto Rico, on July 17.



DEEJAY & PROPHECY: San Francisco deejay Al Collins, KSFO, chauffeurs Reprise singer Johnny Prophet about town. Prophet was in town for Ernie Ford TV guest show.



INKA DINKA R.&B.: JAF artist Dobie Gray greets Jimmy Durante at Hollywood Brown Derby. Durante flipped over Gray's r.&b. rendition of "Inka Dinka Doo."



FAR EASTERN HOSPITALITY: Canadian balladeer David Troy is perfectly content with reception during recent tour of Far East by trio of Tokyo's most gracious Geisha.



THE ART OF THE LP JACKET: Winner of N. Y. Art Directors' Club award for excellence in jacket design was Howard Russo, l., here congratulated by D. A. Klein, president of Spoken Arts, for whom the winning designs were rendered.



INCOMMUNICADO?: Not for Mercury's Diane Ray. Her thoughts on the subject are expressed in her single by the same title.



OLE TITO: Tito Puente gets warm reception in Puerto Rico from, l. to r., Lidia Ortiz (Transcaribbean), Leon Santos (Thom McAn), Tito, and carnival queen Lydia Silvestry.



ONCE A NEWSBOY: The Latin Casino, N. J., was the scene of Old Newsboys' Day. Assemblage included, l. to r., David Rosen, Rowe-AMI distributors in Philadelphia; Dave Dushoff, club owner; Myron Cohen, Mr. & Mrs. Andy Williams, Dave Grusin, conductor, and Jack Curtis, emcee.

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