

Billboard

The International Music-Record Newsweekly

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

Wilted 'Daisy' Doesn't Stunt Cast LP Growth

By BOB ROLONTZ

NEW YORK — What looked like one of the hottest of the new musicals came a cropper last week when "I Picked a Daisy," the Richard Rodgers-Alan Jay Lerner collaboration, was canceled. Show would have been the first joint effort of two of the top names in the Broadway musical theater.

According to reports the show was canceled when Lerner did not finish the lyrics to the show on time so that "Daisy" would be ready to open in December. The withdrawal of the show means an estimated loss of from \$1,500,000 to \$2 million in theater parties. The cancellation opened up the Majestic Theater here, which was instantly snapped up for the Mary Martin show, "Jennie" which switched from the Winter Garden, where it had been originally set to open October 17.

No record company had yet signed the cast rights to the Rodgers-Lerner show, so no diskery was terribly upset at the cancellation.

The diskeries are already bidding and signing up the cast rights to some of the other strong new shows of the season. It looks like a virtual certainty

DGG POST TO SCHOENBAUM

NEW YORK—Jerry Schoenbaum has been named general manager of the Deutsche Grammophon division of MGM Records. Schoenbaum succeeds Leo Keppler, who left to enter his own business, not connected with the record business. Schoenbaum, formerly a member of the Chesterfield Music and the Discount Record chain, was bought out by his partner, Irv Tepper, before joining DGG.

that Victor will get the cast rights to the Mary Martin starer within the next few days. "Jennie," which will have a score by Howard Dietz and Arthur Schwartz, is expected to be one of the big shows of the new season. Victor also has the cast rights to "The Student Gypsy" another parody of old time operettas by Rick Besoyan, who wrote the off-Broadway hit "Little Mary Sunshine."

There is a report that Victor is getting close to working out a deal for the cast rights to "110 in the Shade" the musical ver-

sion of the dramatic show "The Rainmaker" of a few years ago. Harvey Schmidt and Tom Jones, of off-Broadway's hit "The Fantasticks" are handling music and lyrics for this one.

Columbia has secured the cast rights to the new Meredith Willson show, "Here's Love," based on the hit movie of a decade ago "The Miracle On 34th Street." Willson is writing the score and working on the plot as well. Columbia is the sole backer of the musical, having put up \$375,000 with a provision for a 20 per cent over-all. Stu Ostrow is producing the show, and it marks the second time that Columbia has angled an Ostrow production. The diskery came up with close to \$400,000 for Ostrow's show "We Take the Town" which closed in Philadelphia without any original cast album being made.

ABC-Paramount Records has three shows set for its label this season, due to the \$1 million deal made by its parent company, American Broadcasting-Paramount Theaters Corporation, for 50 per cent of the On Stage Productions, the producing firm owned by Jule Styne and Lester Osterman. Shows in the deal are: "A Girl to Remember" with Carol Burnett (next spring), "The Ghost Goes West" and "Mrs. A." Cole Porter will do the music and lyrics for "Mrs. A." Styne and son Stanley for "The Ghost Goes West," and Styne, Betty Comden and Adolf Green for "A Girl to Remember."

It is reported that the producers of "Golden Boy," the musical version of the show and movie of the 1930's, which will star Sammy Davis, are now shopping the diskeries for backing for the show. One report is that the producers are looking for a sum like \$200,000 plus 17 per cent of the cast album royalties to make a deal.

Dave Simon, Coin Trade Empire Builder, Is Dead

NEW YORK — Dave Simon, 64, one of the giants of the coin machine industry, died in his sleep Friday morning (12) at his home in suburban Great Neck. Funeral services were held Sunday (14) at Great Neck's Nassau North Chapel, with hundreds of coinmen from all over the nation attending.

Simon came to his country as an immigrant shortly after the turn of the century and built up a coin machine empire. He founded Simon Sales some 30 years ago and parlayed it into one of the most powerful distributorships in the nation.

In the late '50's he established Kiddie City, a multi-million-dollar amusement park on the New York-Nassau County line. Simon also owned several golf driving ranges, and at one time had substantial coin machine interests in Baltimore.

Gruff, direct and hard-headed, Simon drove a tough bargain, but kept his word unflinchingly once the bargain was made. He was known in the trade as a tough man to get the best of, but one who never tried to weasel out of an obligation.

Simon was active in the Coin Machine Division of the United Jewish Appeal and was considered a soft touch for any worthwhile philanthropy. He objected, though, to this gentle side of his nature being publicized.

During the last three years he went into nominal retirement, with Irving Holzman taking over as head of the United East Coast Corporation (successor firm to Simon Sales). During his 35 years on 10th Avenue (New York's Coin Row), Simon bankrolled a fair percentage of the distributors of the era.

He leaves his wife and a daughter, Reva.

Newport Jazz Stars Fill Sky

By JACK MAHER

NEWPORT, R. I.—The 10th Annual Newport Jazz Festival at Freebody Park gave solid evidence of the in-person commercial pulling power of today's hit jazz recording acts. From Thursday (4) through Sunday (7) the strongest audience reaction and the most polished performances came from artists such as Cannonball Adderley's Sextet, the Dave Brubeck Quartet, the Herbie Mann Sextet, and the Ramsey Lewis Trio.

What was made most clear was that a festival such as this year's Newport bash could do big business, somewhere in the neighborhood of 33,000 for the four days, without the usual array of big-ticket stand-bys, such as Louis Armstrong, Count

Basie, Sarah Vaughan, Ella Fitzgerald, etc. It led many to believe that a whole era of new jazz names had emerged.

A myriad of individual artists who are not yet hit disk sellers also contributed mightily to the festival. Howard McGhee on trumpet, and Clark Terry on trumpet and flugelhorn, contributed time and time again, being called upon as soloists and in support of other acts.

Lambert, Hendricks and Bavan, Joe Williams and Nancy Wilson were the singing celebrities. L.H.&B. were witty as well as wailing; Joe Williams had 'em dancing in the aisles, and hit LP seller Nancy Wilson's singing style (which blends Lena Horne and Dinah Washington), cut a high professional air.

The big bands were repre-

Spice From Asia, Europe Puts Zest In U. S. Disk Stew

By JACK MAHER

NEW YORK—Perhaps it's jet travel, perhaps it's the United Nations, but for whatever reasons, it is hard to remember when the recording industry in the United States has taken on greater international flavor.

Hits from overseas, in their original form and as song material for American recordings, are becoming more the rule than the exception. Already in 1963, three imports have hit Billboard's top 10 in their original form. Two of them went to the No. 1 slot, "Telstar," by the Tornados on London and "Sukiyaki," by Kyu Sakamoto on Capitol. The other, the Australian "Tie Me Kangaroo Down, Sport," by Rolf Harris issued here on Epic, moved as high as the No. 3 post.

"Chariot," a smash in any number of versions in Europe and elsewhere, took Little Peggy March to the top of the heap

through her "I Will Follow" U. S. version on Victor. Among the latest contenders is another tune, "Danke Schoen" in an American version by Wayne Newton on Capitol. It's a composition penned by Bert Kaempfert, the German hit-maker.

Another hot contender on today's chart is "More" the Kai Winding instrumental reading of the theme from the Italian flick "Mondo Cane." Another recent winner of foreign origin that saw the hot glare of American hitland was Brenda Lee's "Losing You," a European copyright in the original.

When these hits from overseas in the first six months of 1963 are added to the smash imports of last year like "Alley Cat," by Bent Fabric; "Al Di La," by Emilio Pericoli; "Midnight in Moscow," by Kenny Ball and "Stranger on the Shore," by Acker Bilk, it becomes increasingly evident that the move towards a global music business is no longer a trend but an actuality.

Alcan Plays, Records TV Show on Tape

LONDON — The time may not be far off when the TV public may view favorite programs at their own convenience. No matter when they are aired.

A British outfit is preparing to market a low-cost television tape recorder for about £65 (\$180) in England before the end of the year. It will record a TV show so that it can be played back at any time.

Called Telcan, the recorder looks very much like and operates in much the same way as an ordinary tape recorder. The machine, available as a built-in unit or adjunct to a TV set, will be able to operate on the 525-line American system, as well as the 405-line British and 625-line Continental systems.

The recorder utilizes quarter-inch magnetic tape that will handle both audio and video reproduction and may be used, erased and used again.

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TRIPLE THREAT!

UP!

UP!

UP!




45 RPM
RCA VICTOR
47-8215

**sam
cooke**

**Frankie
and
Johnny**

**Cool
Train**

#8215



45 RPM
RCA VICTOR
47-8217

**FLOYD
CRAMER**

**HOW HIGH
THE MOON**

**SATAN'S
DOLL**

#8217





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47-8210

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Tokens**

**Hear the Bells · A-B-C,
1-2-3**

#8210

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Billboard BACKSTAGE

Adult Singles Revival

IF THE RECORD INDUSTRY ever goes single speed—and if an adult singles market is re-created—two music machine executives should come in for a large share of the credit.

For more than a decade now, record companies have been making albums in 33 speed and aiming primarily at an adult market. They've been making singles in the 45 speed as well, and shooting mostly at the teen-agers.

The results of these policies have been that the general public identifies the 33 as "good" music, while it classified the 45 with the black leather jacket and motorcycle set. While these identifications aren't altogether accurate, they are firmly established in the public mind.

Caught in the middle were the nation's 8,000 juke box operators, catering primarily to an adult audience and programming of necessity from teen-age material available on 45 singles.

Back in 1960 Jack Gordon, executive vice-president of the Seeburg Corporation, decided that the only way to break the impasse was for Seeburg to make adult single programming available on the 33 speed, which the public regards as album music.

Further, Gordon felt that these 33 singles should be stereo, and that they should be merchandised on the juke boxes themselves. Seeburg invited several hundred New York operators to a showing at the Park-Sheraton Hotel. The operators were shown a new machine designed to hold a seven-by-seven-inch display panel into which could be inserted an album reproduction. Five 33 stereo single records were taken from the album and placed in the machine. The operators liked what they saw and heard. And the "Artist of the Week" concept, a major breakthrough in music machine programming, was born.

Participation

Record companies were asked to participate in the Seeburg program, and they did so enthusiastically. The album display and exposure of the 10 album sides stimulated sales of the 12-inch LP's. The operator found that the point-of-purchase album cover display, with emphasis on the artist, boosted collections substantially. For the first time, the operator was merchandising his music.

A year ago Seeburg added another refinement to 33 stereo programming—the seven-inch Little LP. This concept, "The Album of the Month," also featured an album reproduction. But instead of 10 sides on five records, it featured one seven-inch disk with three tunes on each side. Thus, the patron could hear six selections from the same album for 50 cents.

The programming of the Little LP's was set up so that the operator could schedule a third of the selections on a 160-play machine for adult album fans. Both programs—"Artist of the Week" and "Album of the Month"—have paid off handsomely. They have demonstrated what many operators have long felt—that adults want adult music, and that they will pay to hear it.

Another New Idea

Six months ago A. D. Palmer, advertising and promotion manager of the Wurlitzer Company, came to the Billboard office with an idea. Palmer's thesis was this: While virtually every automatic phonograph made in the U. S. during the last five years is capable of playing stereo, record companies were making no stereo singles product. Would Billboard work with Wurlitzer in developing a stereo singles program based on adult programming?

Palmer, myself and Aaron Sternfield, Billboard's coin machine editor, began to work on the basic idea. The first problem was Billboard's working with a single music machine manufacturer. If the program was to be developed at all, it had to be an all-industry effort. The other three automatic phonograph manufacturers were brought into the picture. At Rowe AMI, Dean McMurdie had already begun work on a stereo singles program. But McMurdie said he'd be glad to work with Wurlitzer on a joint programming project.

Rock-Ola Joins

At Rock-Ola, Ed Doris said his company wanted to participate. Both McMurdie and Doris are executive vice-presidents of their respective companies. Jack Gordon, at Seeburg, said that his firm was already too far committed on its own programs, but he wished his competitors well.

As a result, Music Operators Stereo Service (MOSS) was launched. The program, based on the release of five stereo singles from five best selling albums on an alternate week basis, has been in existence for a month. The operator receives, in addition to the records, special title strips and four-color album reproductions for display on the juke box.

The MOSS program, combined with the two Seeburg concepts, are geared to accomplish two objectives for the music industry. First, they will promote album sales through thousands of displays on the nation's juke boxes. In this regard, they will also push the 12-inch stereo disks through exposure of the material. Through MOSS, the juke box patron will hear album selections as stereo singles for the first time.

Second, both services will help create a demand for good adult singles recorded in 33 stereo. If these programs become

Cost of Making Records Sparks Hearings in Columbia FTC Case

By **REN GREVATT**

NEW YORK — Detailed discussion of the costs of manufacturing and distributing records was a highlight of the testimony heard here last week during hearings on a Federal Trade Commission complaint against certain operating procedures of the Columbia Record Club.

The hearings, which began last February 16, appeared to have entered a home stretch phase. Columbia counsel, Asa Sokolow, early in the week indicated the defense case might be completed sometime in the middle of the week of July 22.

Key witnesses among the eight heard last week included Seymour Gartenberg, vice-president of planning and financial administration for the Columbia Club; John J. Lorenz, vice-president for finance of Columbia Records, and William P.

Gallagher, vice-president of marketing for Columbia Records.

In testimony designed to show the relatively high cost of club operations, Gartenberg broke various costs down on a "per net invoiced record basis." For advertising, this amounted to 74½ cents; allowance for bad debts came to 66.9 cents; 36.4 cents was charged to sales promotion and 60.9 cents was chalked up for "other administrative costs."

Those That Leave

Gartenberg also dealt with problems of "shrinkage" (The

number of members leaving the club), which amounted to 60 per cent in 1962. Later Gartenberg discussed the "pull rate" (the rate of sale of record selections to members). A series of 16 exhibits dealing with the cumulative growth rate of sale at the retail level of club offerings, was offered in connection with Gartenberg's testimony, over objections by government counsel. They held that the retail sales figures shown in the exhibits actually only showed "intra-corporate movement" from the Columbia Record Sales
(Continued on page 34)

Dot Sells Franchise, Closes St. L. Branch

HOLLYWOOD — Dot Records last week closed its St. Louis branch, and sold its distribution franchise there to John Pohl as Dot Distributing Company of St. Louis. The territory embraces St. Louis, Kansas City, Southern Illinois, and Indianapolis. Pohl also owns St. Louis' One-Stop Record Service.

This marks the second time within a three-week period that Dot has closed one of its company owned branches in favor of selling its franchise to a distributor in a key market. Dot closed its Cleveland branch three weeks ago and sold its distribution franchise there to Seaway of Ohio (the former Columbia Records distributor) covering the Cleveland, Cincinnati, Pittsburgh and Buffalo markets.

Skip Gorman, who headed Dot's St. Louis branch, will continue in the same capacity under Pohl's ownership. In addition, Gorman will bring with him the same sales staff that heretofore handled the Dot line in that area.

Big Questions At Rack Meet

PHILADELPHIA — Vital questions involving rack jobbing activity by distributors, price discrimination, and retail discount houses will be discussed at the mid-year meeting of the National Association of Record Merchandisers (NARM) set for Wednesday, July 31, at Chicago's Edgewater Beach Hotel.

James T. Tiedjens, Musical Isle Record Corporation, Milwaukee, and Harold Goldman, Rak Sales, St. Louis, both NARM past presidents, will serve as co-chairmen of the mid-year meet. A noon luncheon will launch proceedings which will then move into the Edgewater Room for the beginning of the person-to-person sales conference.

20th Readies Acts, Tracks

NEW YORK—The 20th Century-Fox label has signed a string of new artists and set a number of album packages for the fall. One of two big sound tracks for the fall is the track from the Cannes Film Festival winner "The Leopard." A follow-up to the "Cleopatra" sound track is also reported.

While on the West Coast, the label's head, Norm Weiser, signed a number of well-known names to contracts with the movie company disk wing. Eileen Barton has been inked and will be out with a single this week called "Patty Cake" on one side and backed with "The Earth Stood Still."

Another familiar record name contracted by 20th Century-Fox is Billy May, who will work as an artist alone and will also arrange a forthcoming album for another new pactee, January Jones, who has appeared often on the Johnny Carson TV'er.

"Cleopatra" composer Alex North has also been signed to an artist contract. The label has also signed Vivian Della Chiesa and she will be featured in an album of pop songs to be released this fall.

Besides the product already mentioned, the label will also carry three classical LP's in its fall product line-up, and an Edith Piaf album from an overseas source.

U.A. GOLD SOLID In SINGLES A&R

NEW YORK — Jack Gold, executive producer in charge of creative projects for Unart Music has been appointed director of singles activities in the artist and repertoire department of parent company, United Artists. Gold will supervise the singles releases of the UA talent roster and those of its subsidiary labels, Contempo (the Arthur Godfrey platter company), Ascot, Garez and Park Avenue.

Atlantic Is Hot Stuff

NEW YORK—Atlantic Records is currently swinging through one of its hottest singles periods in some time. The label has seven singles scattered throughout the "Hot 100" with yet another on the "Bubbling" chart.

The label has one of its most torrid contenders in the Barbara Lewis record "Hello Stranger" and, now that this is on its way down from a top 10 position, "Just One Look," by Doris Troy, is moving up. A Barbara Lewis LP is being shipped to distributors this week with heavy advance orders.

Other singles which are showing real strength further down on the chart are Ben E. King's "Who Haev Nothing)" and "Nobody Loves You," Solomon Burke. The firm is also represented by "Rat Race," by the Drifters; "What a Fool I've Been," Carla Thomas; Chris Kenner's "Land of 1,000 Dances" on Instant, which they are distributing, and "Que Sera Sera," by the High Keys on Atco.

CAPITOL INKS J. BURNETTE

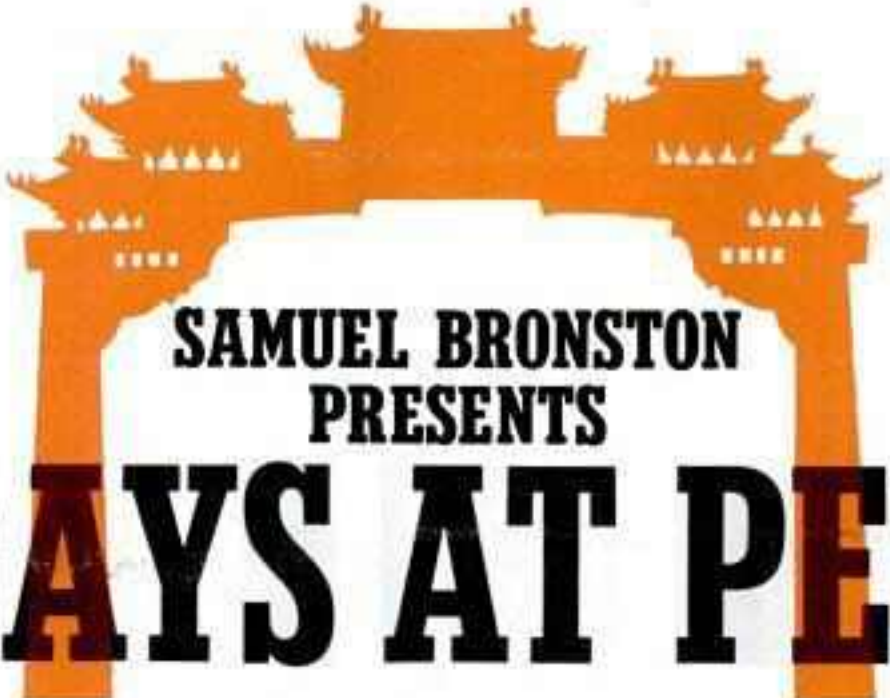
HOLLYWOOD—Capitol Records last week signed Johnny Burnette to an exclusive recording contract. Some of his biggest hits, while recording under the Liberty banner, included "Dreamin'," "You're 16" and "Big Big World."

widely popular, there is strong reason to believe that the juke box patron will want these recordings for home use.

If this comes to pass, the need for custom packages for music machine consumption will become obsolete, for the record companies will be turning out adult stereo singles product without prodding.

When this comes to pass, we might see a single speed industry and a revived adult singles market.

Val B. Cook PUBLISHER



SAMUEL BRONSTON
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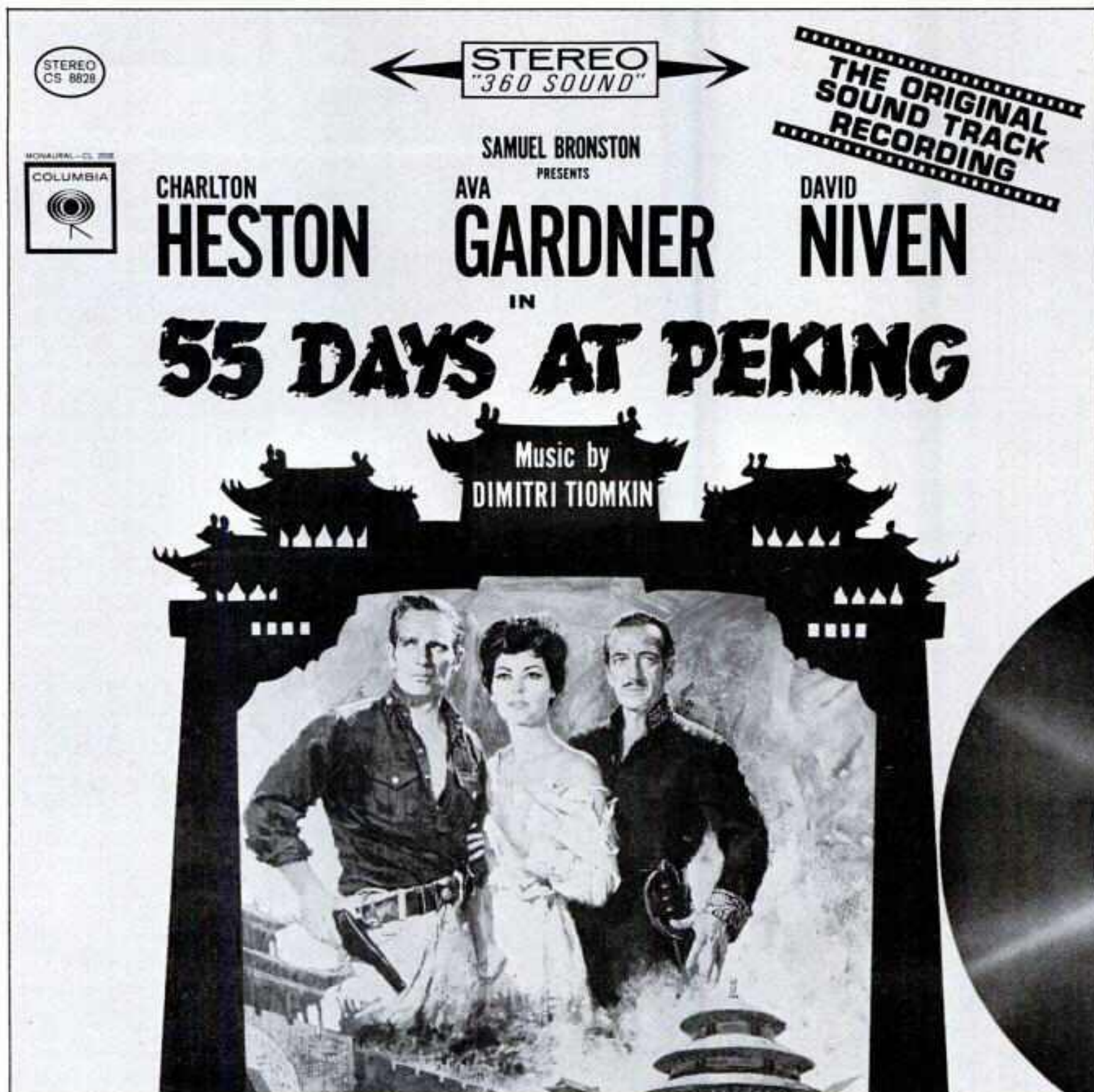
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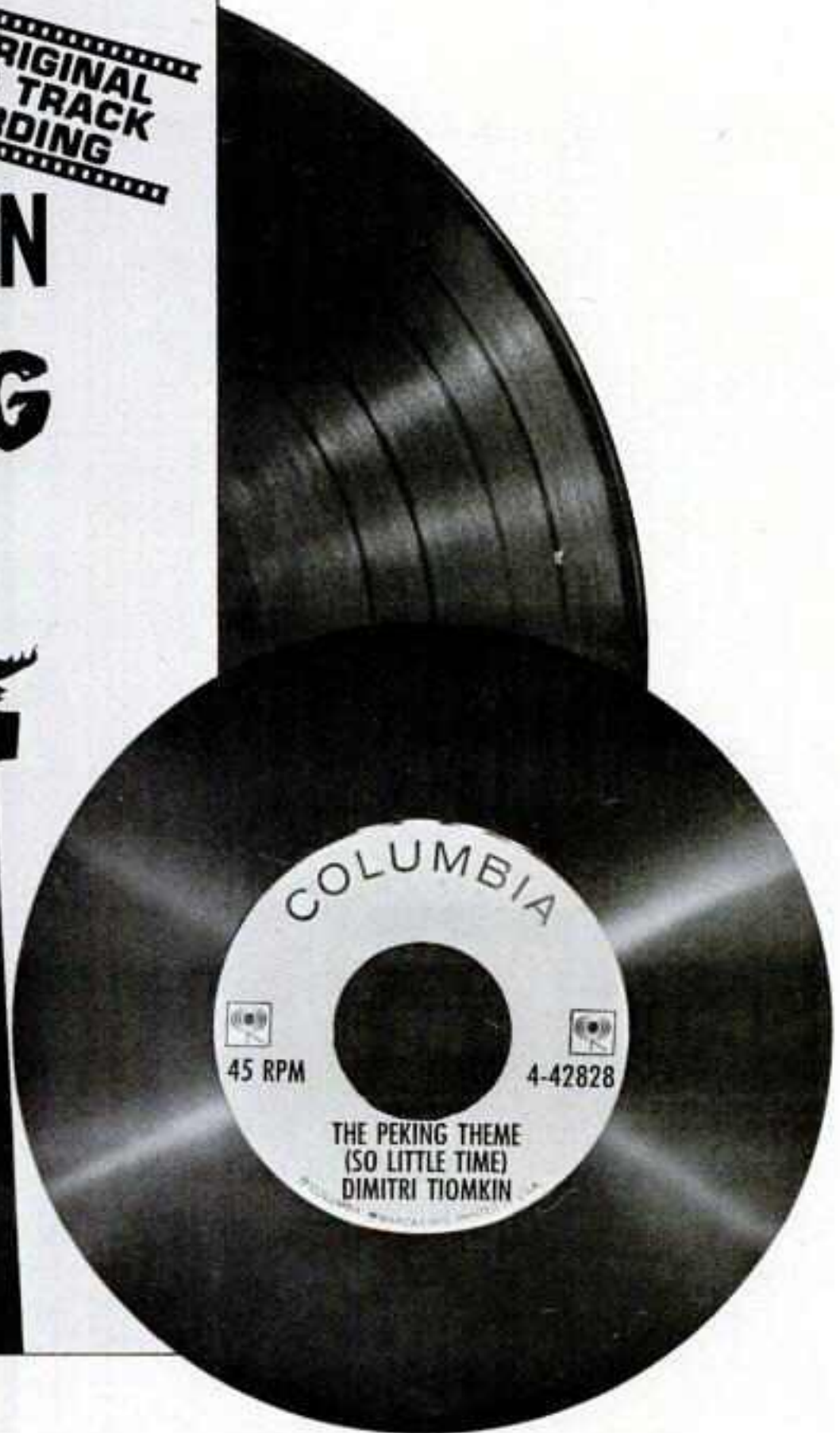
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Radio Profits Bulge Out Over '61 Figure

WASHINGTON—Radio and TV profits, off in 1961, bounced back in 1962, a National Association of Broadcasters survey shows. NAB reports that the median, or typical radio station made before-profit tax margin of 7.7 per cent in 1962, up from 4.8 per cent in 1961. In 1961, radio and TV profits had each dipped 2.8 per cent. TV profit margin for a typical or median

station in 1962 was 16.9 per cent before taxes, highest ever reported in an NAB survey, and a gain of 4.3 per cent over the previous year.

Total annual 1962 revenue for the typical radio station was about \$111,000, up 4.7 per cent over 1961. Smaller radio market stations reported higher profits, while station profits in larger markets declined. Typical median TV station revenue was over \$1,000,000, up 8 per cent over 1961. (A "median" station is one at mid-point in the scale of small-to-large stations, as opposed to an "average" station.)

Payroll figures show that out of 1962 total station budget, programming accounts for lion's share in both TV and radio. In radio, it is 37 per cent, on TV it is 40 per cent. Radio salespeople account for 25 per cent of salary budget; radio administrative salaries about 28 per cent. TV pays less for sales payroll, about 17 per cent, and administrative costs are about 18 per cent of total budget.

Moss Joining Pickwick Int'l

NEW YORK — Ira Moss, long-time exec with Ambassador Records, and previously with Tops Records, has been named executive vice-president and general manager of Pickwick International, according to Cy Leslie, president of the firm. Moss will also become a member of the Pickwick board. At the same time, Leslie promoted sales manager, Ralph Berson, to vice-president in charge of sales.

Commenting on the moves, Leslie said that Pickwick is currently considering new acquisitions and mergers and new products both in and out of the record business. Also in the works are innovations in distribution techniques and the organization of Kimberly Record Corporation, newly formed affiliate that will become the successor to Tops Records, catalog of which was recently taken over by Pickwick.

Levine Scores Film

HOLLYWOOD — Hank Levine makes his film scoring debut in the 20th Century-Fox movie release, "Come to the Party," a Lippert Production. Levine is composing and will score the film as well as serve as technical consultant for night club sequences. Picture features among others, Molly Dee, Rod Laurens, Gene McDaniels and the Sherwoods.



PAT COLLINS, hypnotist extraordinary, who is putting her act on records for Gene Norman's Crescendo label.

FCC Limits WABC Signal

WASHINGTON — With apparent indifference to competitive needs of the ABC broadcasting network, the Federal Communications Commission last week refused the net's New York flagship Station WABC renewal until ABC limits nighttime coverage by directional antenna, to accommodate another occupant of its once clear channel.

A 21-year-old battle came to an end with the Commission decision, as ABC fought to get KOB, Albuquerque, N. M., off its channel. The FCC had "temporarily" allowed KOB to share the channel in 1941, ordering both stations to use directional antenna for nighttime broadcasting. Court decision of 1961 ordered the Commission to consider the competitive needs of ABC network, which was then trying for a WABC renewal as sole occupant of the clear channel.

The FCC insists there is no great competitive disadvantage to WABC's limited coverage, although rival networks NBC and CBS have unlimited operation for their New York stations. ABC was also dealt a hard blow to its TV network when FCC recently decided against dropping in VHF channels in seven two-station markets, where ABC hoped to build up affiliation and program reach.

RED THE COLOR FOR HOT DISK

CHICAGO — When James Gaylord and John Dolan, of Stacy Records here, say they've got a red hot record, they can prove it—literally. Their "Surfin' Hootenanny," by Al Casey, hit Billboard's Hot 100 last week. To celebrate, Stacy is having all future copies pressed from transparent red vinyl. Gaylord called it a "red hot color for a red hot disk." He said it was to prove that a small independent record company could be just as promotion minded as the majors. Stacy is also doing an album with Casey as a follow-up to his single. It will be tied to the surfing theme. Lee Hazelwood, Casey's producer, is recording the artist in Phoenix next week. Hazelwood is also producer for the Shackelfords, who record for Mercury.

INDUSTRY BRIEFS

Marnel Distributors Move

BALTIMORE — Marnel Distributors of Maryland has moved into new quarters at 6 East Mount Royal Avenue, manager Stan Hoffman announced this week.

Hager Handling Forum

NEW YORK — Hager Distributing in Brooklyn has taken on the Forum line for a goodly number of accounts in New York City. The new distributorship is now handling the Tikvah and Neginah labels in NYC, Golden Crest for Connecticut, and Monitor for the Northern New Jersey area.

For the Blue at Heart

NEW YORK — A useful compendium, called "The Book of the Blues," has been published by Crown in New York. Edited by Kay Shirley, annotated by Frank Driggs, it contains music and lyrics of 100 blues, useful for singers, pianists, guitarists and banjoists. Bob Hartsell did the music research. It also

FM Label Plans Both U.S., O'seas Folk Product

NEW YORK — In addition to product introduced at the ARMADA convention, the Monte Kay, Alan Douglas, Pete Kameron FM label will also put forward folk music of both U. S. and international.

The label introduced albums by Chris Connor, Bill Russo, Ken Nordine, jazz all-stars and Eric Dolphy and Richard Davis at the Eden Roc; it will also have an international series of folk disks. "Evening in India," by Ravi Shankar; a set by Brazilian bossa nova guitarist Baden Powell, and an LP by a Moroccan singer are all in the works.

On the national level, the FM label has already recorded three disks in a Bitter End folk series. This introduces the Big Three, Allen and Greer and various artists recorded in a "Hootenanny Live at the Bitter End."

Brown, Rose Key Hickory LP Push

NASHVILLE — Hickory Records general manager John R. Brown has appointed Lester F. Rose as national sales manager for Hickory Records and Joe D. Lucas as head of national promotion and advertising.

The appointment signals a stepped-up expansion of the firm's LP program with special emphasis on the country LP market. Both Rose and Lucas have long been associated with Hickory in a promotional and sales capacity.

The expansion of the label is not limited to a national scale, Brown said, as evidenced by the recent signing of an agreement with Societe Phonographique Philips of France, which brings to a total of 13 Hickory's foreign affiliates.

Atlantic Studio Rental

NEW YORK — Atlantic Records is making its recording studio facilities available for industry rentals. The five room complex includes recording studio, control room, remixing and editing rooms and stereo and monaural mastering rooms. Tom Dowd is chief engineer with Phil Iehle recording engineer.

contains an index of the recordings available of the songs, compiled by Joy Graeme. There are blues here by Big Bill Broonzy, Joe Turner, Pinetop Smith, Speckled Red, Fats Waller, Cow Cow Davenport, Lester Melrose, Walter Brown and many more. Book sells for \$7.50, and for the music trade is being handled through Leeds Music in New York.

Freestate All Roulette

BALTIMORE — Freestate Distributing here, has been tapped to take over the sole distribution for Roulette Records and its subsidiary labels: Tico, Rama, Gee, Gone and End for Baltimore, Washington and Virginia.

Limited Partnerships Offered for 'Apollo & Miss Agnes' Show

WASHINGTON — A new musical, tentatively to be titled "Apollo and Miss Agnes," and starring David Wayne, Nancy Dussault and Reginald Gardiner, wants to offer for public sale limited partnership interests to the tune of \$450,000, at \$9,000 per interest.

The Apollo Company has filed a registration statement with the Securities & Exchange Commission, making the offer in the name of Bob Banner Associates, Inc., general partner. Book is based on a one-act French play, "Apollo de Bellac," written by the late Jean Giraudoux. Alice and Bob Banner and Alan Scott will write the book for the musical, with Scott doubling on the lyrics. Music will be by Marilyn Scott and Keith Textor.

Wiswell Joins Victor Pop A&R

NEW YORK — Andy Wiswell has joined RCA Victor as a pop a.&r. producer. His appointment, which was made by Ben Rosner, manager of a.&r. at Victor, is effective immediately. Wiswell had been East Coast producer for Capitol Records for eight years before joining Victor. He was producer for all of Capitol's original cast albums since "The Music Man." He will be active in that area at RCA Victor, and will also work in other pop areas.

JAZZ STARS, STARRY SKIES AT MONTEREY

MONTEREY, Calif. — Season tickets for the sixth annual Monterey Jazz Festival September 20 through 22 will go on sale August 1. The internationally known event will consist of five concerts this year and a number of special events. Scheduled to appear during the three-day event will be such well known artists as Miles Davis, the Modern Jazz Quartet, Harry James, Dave Brubeck, Mel Torme, Gerry Mulligan and Thelonious Monk. The Gerald Wilson All-Star band will also introduce several specially commissioned works which will be world-premiered during the Festival. New home of the Jazz Festival is the 7,100 seat arena just completed.



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This One



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New Jazz Stars Fill Newport

Festival a Mass Source of Disks

NEWPORT, R. I. — This year's Newport Jazz Festival may rank as one of the biggest single sources of jazz recorded product in the history of the industry. At least a dozen albums are certain of release with the possibility that others might be issued as well.

The entire festival, some 30 hours of music and talk, was recorded for the Voice of America, and a variety of record labels will release disks cut from tapes made during performance by artists under contract to them.

RCA Victor was selected as the single recording agent for the festival. This was done at AFM (musicians' union) insistence to prevent a duplication of recording equipment and personnel. Columbia Records also had engineers, mixers and recorders on hand to handle their own product. Victor and Columbia took tapes of artists under contract to them and turned the rest of the tapes over to the musicians' union for disbursement to other labels.

The entire recording setup, which was housed in a huge trailer, was under the supervision of George Avakian of RCA Victor. Teo Macero directed the Columbia end; Bob Thiele was on hand to oversee Impulse, artist cutting; Nesuhi Ertegun, with his chief engineer Tom Dowd, were on hand to supervise the recording of Atlantic's Herbie Mann.

Avakian complimented the team work between engineers Mickey Crawford and Harry Mearns for Victor and Fred Blaut and Frank Bruno for Columbia. Besides recording, the RCA trailer also fed the music to the Freebody Park sound system.

Victor has five albums coming out of the Newport bash. They are by the Joe Daly Trio, Martial Solal, Lambert, Hendricks and Bavan, Sonny Rollins with Coleman Hawkins and Joe Williams. Columbia has albums by Paul Winter, best seller Dave Brubeck, two all-star dates (one which features festival star Howard McGhee) and a recording which teams Thelonious Monk with clarinetist Pee Wee Russell.

Albums by John Coltrane and his pianist McCoy Tyner were caught by Impulse, Herbie Mann by Atlantic, and Dakota Staton by United Artists.

Continued from page 1

tributed to the bit of high spirits among the spectators while organist Jimmy Smith was on stage on the final Sunday



CANNONBALL ADDERLEY

night. Gerry Mulligan had a rare array of talent in his group with Bob Brookmeyer, Jim Hall and Art Farmer as front men, all of whom played fine solos.

The emcee chores were handled by Willis Conover and Sid McCoy, two polished and laconic members of the jazz jockey club, and Father Norman O'Connor, a Paulist priest, whose lack of taste of sensitivity as emcee was even more strident this year than last year.

Jocks, A.&R. Men Talk Things Over

NEWPORT, R. I.—Leading personalities of the jazz recording, radio and critical press took part in a special panel discussion at Freebody Park here on the final day (Sunday 7) of the Jazz Festival. Disk jockeys Fred Grady, Willis Conover and Sid McCoy, Down Beat editor Dom DeMichael, and a.&r. executives Nesuhi Ertegun, Atlantic Records; George Avakian, RCA Victor Records; Bob Thiele, Impulse; and Teo Macero, Columbia Records, explore the problems and delights of making jazz. George Simon, NARAS executive secretary, was moderator.

The panel was more a polite discussion among friends than the critics vs. producers battle some anticipated. Easy give and take was contributed on the value of liner notes, the value of reviews and the value of air play. More often the talk centered on particular problems that develop between disk firms and jocks, something not of general interest to the average jazz devotee.

Smash Inks Angels

CHICAGO — The Angels, fresh, new all-gal vocal trio, were signed to an exclusive recording contract last week by Smash Records. The group formerly recorded for Caprice Records and is the third addition to Smash's roster in some five weeks.

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Working the Catskills this week will be **Connie Francis** (20) at the Concord and **Frankie Avalon** (20) at the Laurels Country Club. Avalon will then open (21) for a week at the Steel Pier, Atlantic City. . . . **Peter, Paul and Mary** will do a one-nighter (19) in South Weymouth, Mass. . . . Playing at the Frolics in Salisbury Beach, Mass., through Sunday is **Ella Fitzgerald**. . . . **Al Martino** headlines at the Manor, Wildwood, N. J., July 16-22. . . . **Dave Brubeck** and company are at the Hampton Beach Casino, N. H., for three shows July 19.

SOUTH

Brenda Lee makes her legit-debut as Dorothy in the "Wizard of Oz" this week at the Charlotte Summer Theater. . . . Co-

medienne **Judy Martin** opens July 15 at the Playboy Club, Miami.

MIDWEST

Folk troupers **Addis & Crofut** will be at Purdue University July 19-24. . . . **Jackie Mason** goes in at the Lake Club, Springfield, Ill., July 20-24. . . . **Count Basie** moves around Chicago this week with dates at the Club Laurel (15), appearances at the Ravinia Festival (17 and 19), Lake Shore Country Club (18), and the McCormick Place (20).

WEST

The **Kingston Trio** will appear at the Lagoon resort, Salt Lake City, on July 19-20. . . . **Eddie Fisher** opens (16) at the Cal-Neva, Lake Tahoe, for one week.

'... UNQUOTE'

Record star (on her marriage breaking up): "My husband is so kind and considerate — he's letting me get a divorce on grounds of extreme cruelty."

Critic **Kenneth Tynan** (on comedy): "Funniest line in American literature is Ring Lardner's about a motoring expedition across the U. S. in which the narrator is the author's schoolboy son, who blandly informs his father that they have passed the last signpost at least three times and

records his father's response: "Shut up," he explained."

Critic **Archer Winsten** (on that actress): "Liz Taylor is no longer the most beautiful woman. . . . It pains one to reflect that the Liz Taylor, so brutally overmatched here, who started her career with the perfection of 'National Velvet' 19 years ago, is over the edge. . . ."

King Curtis, Capitol jazzman (showing an a.&r. man an arrangement to be recorded at 360 r.p.m.): "People don't like it, but, man, dogs dig it the most."

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 15-21

(All Times Eastern Daylight Saving)

WEDNESDAY 17—FRANKIE AVALON

Chancellor artist Avalon will be guest of Steve Allen's Westinghouse tape syndicated show.

THURSDAY 18—PAUL ANKA

Anka will perform on the Make Room for Daddy series (NBC-TV, 4:30-5 p.m.), which stars Danny Thomas.

THURSDAY 18—BOB HOPE

Comic Hope will be spotlighted tonight on The World of Bob Hope (NBC-TV, 10-11 p.m.).

THURSDAY 18—FRANKIE AVALON

Avalon returns tonight to the Steve Allen show.

FRIDAY 19—ELLA FITZGERALD, FRANKIE AVALON

Popular jazz vocalist makes a special appearance on the Steve Allen show. She will bring her own combo for backing. Avalon returns for third set this week.

FRIDAY 19—JONATHAN WINTERS, GISELE MacKENZIE

Both recording artists will join Jack Paar (NBC-TV, 10-11 p.m.), along with Bette Davis and Fred Demara.

SATURDAY 20—LIMELITERS, WILL HOLT, CARTER FAMILY, PHOENIX SINGERS

Folk artists combine talents on Hootenanny (ABC-TV, 8:30-9 p.m.). Jack Linkletter is series host.

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.



KAI WINDING
(Verve)

BORN: Aarhus, Denmark. **BIRTHDAY:** May 18, 1922. **BACKGROUND:** Kai Winding came to the U. S. with his family in 1934 when he was 12. He started playing trombone while in high school, played in a burlesque house one summer, later caught on with Shorty Allen's band. Winding joined the Coast Guard in 1940 and

played in the service band. His record debut was with Roy Stevens on the old Manor label. In 1945, he played with Benny Goodman, then toured with Stan Kenton. From 1948 to 1954, he did TV, and radio on Hit Parade with Patti Page, and worked with Charlie Ventura, among others. In 1954, he formed a quintet with trombonist J. J. Johnson, blending the style of the two trombonists. Jay & Kai made a number of jazz albums together, some of which sold very well. After the group broke up in 1958, Winding formed a septet, featuring four trombones and rhythm. He toured with this group from 1958 to 1960, playing chiefly at colleges. In 1961, he went to Verve and his single, "More," on that label, is coming very fast.

LATEST SINGLE: "More" is No. 50 and is starred on the Billboard Hot 100 this week.

THE TYMES (Parkway)

PERSONAL MANAGER: Frankie Day. **BOOKING OFFICE:** William Morris. **NAMES:** Donald Banks, Al Berry, Norman Burnett, George Hilliard, George Williams Jr. **HOME TOWNS:** Banks and Hilliard, Franklin, Va.; Berry, Burnett, Williams, Philadelphia. **EDUCATION:** High school. **AGE:** Early 20's. **OTHER MUSICAL**

INTERESTS: Al Berry, drums; Norman Burnette, guitar; George Hilliard, piano, and George Williams, trumpet. The Tymes came into being when Norman Burnett and George Hilliard met at summer camp in 1956 and started singing together for fun. In the fall, they teamed up with Burnette, Berry and Williams. They sang together and worked on the group's sound with the idea of a future in show business. The group did amateur shows and sang at local record hops. Their first real break came in April 1963 when they appeared at a theater in Philadelphia on the WDAS talent show. They were caught at this show and asked to record for Parkway. Their first record, "So Much in Love," has been on Billboard's Hot 100 for seven weeks. The Tymes are currently appearing at the Apollo Theater in New York, after which they will go on tour, making TV and personal appearances to promote their new hit.

LATEST SINGLE: "So Much in Love."

LATEST ALBUM: "So Much in Love" has just been released.



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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

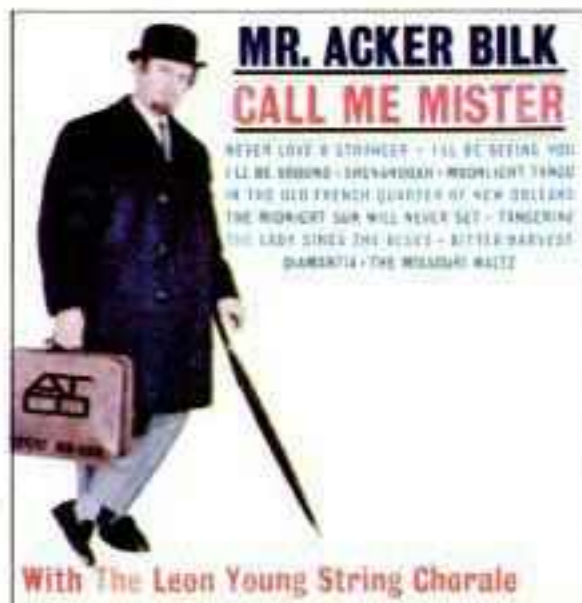
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

I WILL FOLLOW HIM

Little Peggy March, RCA Victor LPM 2732 (M); LSP 2732 (S)

Little Peggy March has scored twice in a row with her singles ("I Will Follow Him" and "I Wish I Were a Princess"), and this, her first album, features both, along with a flock of good ditties bound to please the teeners. Titles include "As Young as We Are," "Wind-Up Doll," "Johnny Cool" and "I'll Never Forget Last Night." Good performances, well arranged and all packaged with a slick cover photo of the gal, a parlay that should add up to hefty sales.

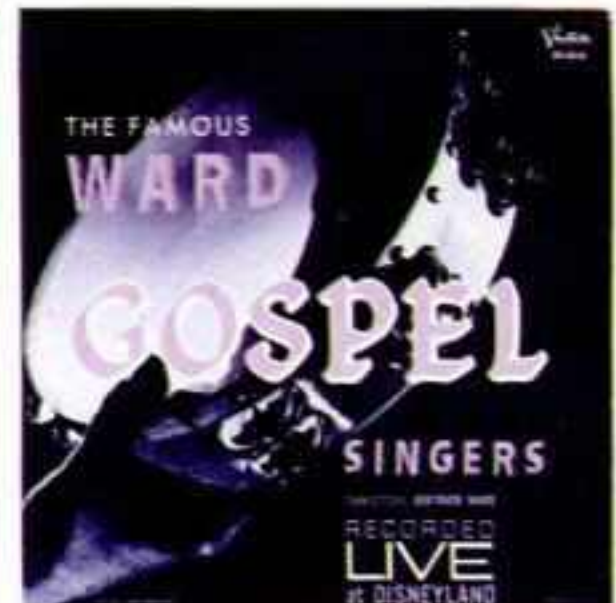


POP SPOTLIGHT

CALL ME MISTER

Mr. Acker Bilk, Atco 158

This first-rate LP by Mr. Acker Bilk should not only please his many fans, but should also turn into a solid seller. For here is Mr. Bilk at his best, in warm readings of a flock of fine standards, including such oldies as "Missouri Waltz" and "Shenandoah." Also here are a new bossa nova, "Diamantina" and the lovely "The Lady Sings the Blues." Good cover adds to the impact.



POP/SPIRITUAL SPOTLIGHT

THE FAMOUS WARD GOSPEL SINGERS

Vista BV 3318

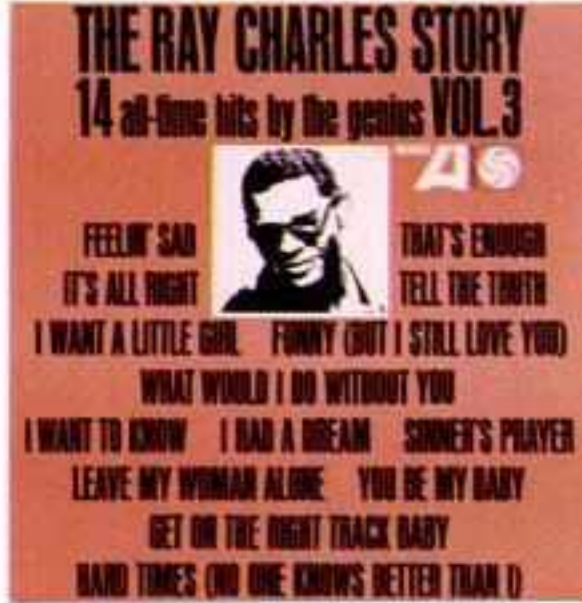
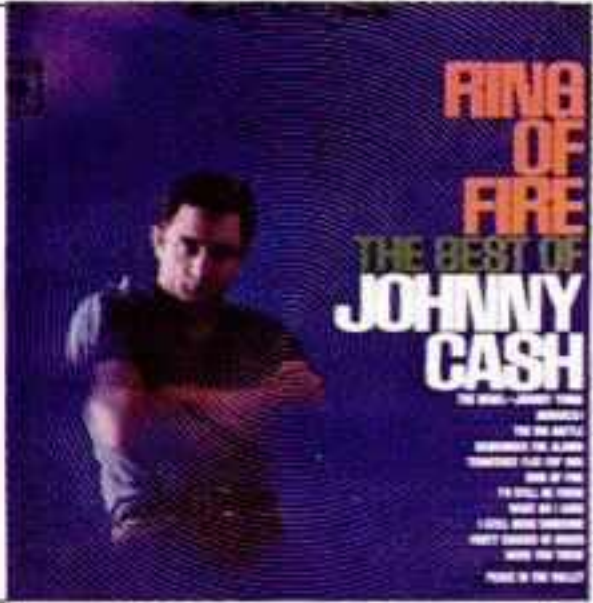
This live recording by the Ward Gospel Singers made at Disneyland is a most exciting performance. With the new interest in gospel music it has a chance of hitting a wide pop market in addition to spiritual fans. Sides include "Down by the Riverside," "Dry Bones," "Shadrack," etc., and the singers perform them with spirit and feeling.

POP SPOTLIGHT

RING OF FIRE—THE BEST OF JOHNNY CASH

Columbia CL 2053 (M); CS 8853 (S)

Johnny Cash has his biggest single in several years moving up the charts right now in the title tune for this album. Thus, this newest LP can be expected to grab plenty of customers. Goodies include "Bonanza," "What Do I Care" and "I Still Miss Someone," and some fine sacred efforts in "Were You There" and "Peace in the Valley" (done with the Carter Family).



POP SPOTLIGHT

THE RAY CHARLES STORY, VOL. 3

Atlantic 8083

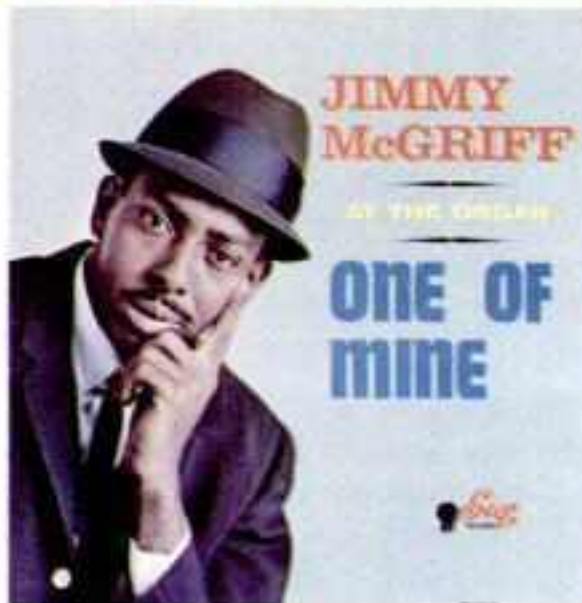
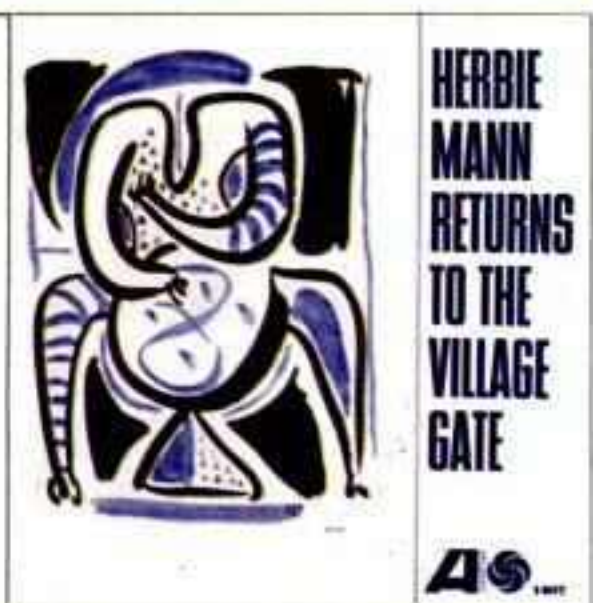
Here's another choice repackaging of prime Ray Charles material from the Atlantic vaults. This one features such great tracks as "It's All Right," "Sinners Prayer," "Tell the Truth," "I Want a Little Girl" and 10 other past hits. Need we say more? Solid sales indicated.

POP SPOTLIGHT

HERBIE MANN RETURNS TO THE VILLAGE GATE

Atlantic 1407

Herbie Mann has been hot in both the jazz and pop field for the past year and he should continue his streak with this fine new record. On Side 1 Mann and crew swing with surging Afro-Latin versions of Milt Jackson's "Bag's Groove" and Mann's "New York Is a Jungle Festival." On Side 2, Mann introduces a Middle East sound on such items as "Candle Dance" and "Bedouin," done in a calmer attitude. Fine performances spark the set.



POP SPOTLIGHT

ONE OF MINE

Jimmy McGriff, Sue LP 1013

Jimmy McGriff tries a few new organ grooves on this LP and mixes some sparse, simple, medium-tempo playing. There's a touch of mouth organ along with the familiar roaring organ sound that is his trademark. There's also some piano on "Last Minute," while "Teach Me Tonight," "Spindletop" and "Gospel Time" are examples of the other sounds. The flip-up for the best track is between "Gospel Time" and "One of Mine."



JAZZ SPOTLIGHT

ART BLAKEY & THE JAZZ MESSENGERS

Blue Note 4104

Another Blakey set made during his residence at the Blue Note stable. The group is again in sharp, biting form, playing funky swingers, with Freddie Hubbard, Wayne Shorter, Cedar Walton and Curtis Fuller on trumpet, tenor sax, piano and trombone respectively. Should grab a lot of action.

POP SPOTLIGHT

THE MIRACLES ON STAGE

Tamla 241

This album, recorded live by the group while on tour, is a most exciting waxing by The Miracles. It displays their vocal talents in front of a large audience who respond energetically to their performances of "Mighty Good Lovin'," "You've Really Got a Hold on Me" and "Happy Landing." Potent wax for their teen fans.



POP SPOTLIGHT

TIE ME KANGAROO DOWN SPORT

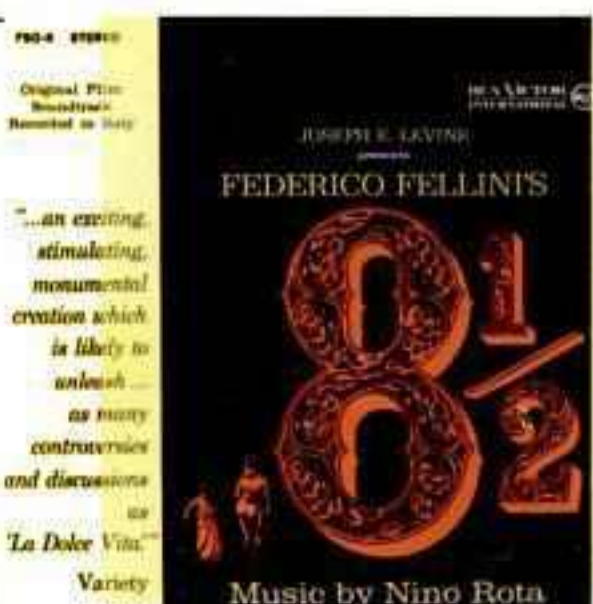
Pat Boone, Dot DLP 3534 (M); DLP 25534 (S)

The redoubtable Boone fans, which come in a variety of ages, are going to want this LP because it has a generous sampling of his country, easy rock and florid romantic style. Backings are by Jimmie Haskell or Billy Vaughn with wide use of vocal groups and strings. "I Feel Like Crying," "Deep Are the Roots" and "More Than Only Friends" show some of the scope involved.

POP SPOTLIGHT

SOUND TRACK. RCA Victor Int'l FOC 6 (M); FSO 6 (S)

The picture, another creation by Federico Fellini, who made a spectacular impact with "La Dolce Vita," promises to have a similar reception, judging by critiques already in print. The sound track of background material contains widely varying moods and musical pictures of the harsh and savage message of the film. Nino Rota is the writer of the score and it's the sock kind of musical emotion which could make the set a winner.



POP SPOTLIGHT

THE FREEWHEELIN' BOB DYLAN

Columbia CL 1986 (M); CS 8786 (S)

Of all the newly emerging artists on the folk-pop scene, one of those making the heaviest impact is Bob Dylan, both as singer and composer. Though his first album has yet to break through in any major way, there's a good possibility this one will. It's Dylan singing his own material—much of it of the topical, commentative type, and the performances and the concepts are striking. Watch this one.



JAZZ SPOTLIGHT

IMPRESSIONS

John Coltrane

Impulse A-42 (M); AS-12 (S)

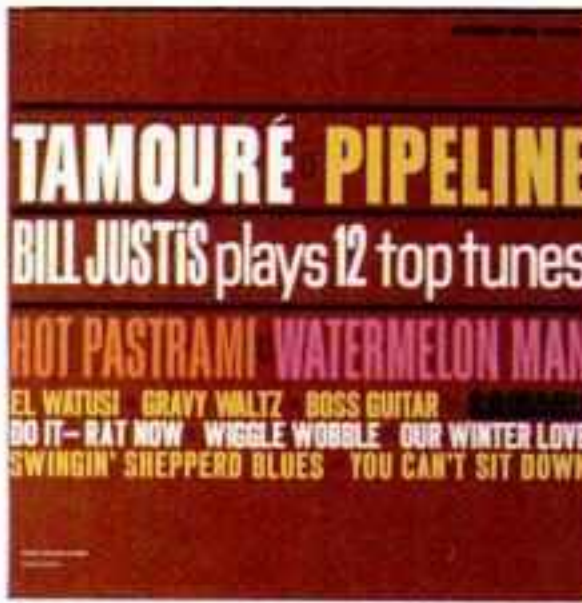
Some mighty deft and subtle offerings here for members of the avant-garde. Coltrane plays soprano sax and tenor sax on these tracks accompanied by Eric Dolphy and rhythm on one, and rhythm only on the others. These LP's are solid orbital items.

POP SPOTLIGHT

IRMA LA DOUCE

Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)

Team up a flock of names like Shirley Maclaine, Jack Lemmon, Andre Previn and Billy Wilder and the resulting set can be a winner. That's the story here, with the first two named starred in the hit film version of the legit musical smash, Wilder in the producer's chair, with a delightful score composed and conducted by pianist Andre Previn. Strong material with a bright cover, and it can generate lots of counter action.



POP SPOTLIGHT

BILL JUSTIS PLAYS 12 TOP TUNES

Smash MGS 27036 (M); SRS 67036 (S)

Bill Justis has jumped on a flock of recent top hits here and has given them swinging renditions very much in the manner of the original waxings. Teens should dig the Justis-styled recordings of "Tamure," "Pipeline," "Hot Pastrami," "Watermelon Man," "Gravy Waltz" and "Wiggle Wobble."

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RECORDS

Folk Festivals at Top of Form With Heavy Summer Schedule

By REN GREVATT

NEW YORK—The summer of 1963 may well turn out to be the biggest and most successful in terms of folk music festivals, according to present indications. The official summer kickoff came at the well-attended, five-day Berkeley Folk Music Festival at the University of California Berkeley campus last week (see separate story), but a number of other important entries are still to come.

Prime among these is the Newport Folk Festival, management of which is taking special heart now that the city's annual jazz festival came off with its highest attendance and grosses in several years.

Newport is staging a three-day folk event, starting Friday afternoon (25) with a panel program for what it calls the "early arrivals," on the subject of "Whither Folk Music," plus the showing of rare films of old-time folk singers.

Concerts will be held on all three evenings of the events, with the days generously sprinkled with workshops and panel discussions.

Northern Front

Two weeks after Newport, the third annual Mariposa (Ontario) Folk Festival gets under way, highlighting Canadian folk artists, as it has in the past. There will be three major concerts (Friday, Saturday and Sunday evenings) with numerous workshops and seminars on folk music on the docket. Also scheduled are banjo and guitar instruction sessions.

According to spokesmen at Toronto headquarters, the Mariposa three-day event will feature Ian and Sylvia, Michel Choquette, Bonnie Dobson, Jacques Labreque, the Travellers, (Continued on page 35)

Plan Folk Statue For Washington Sq.

NEW YORK—A publicity and fund-raising campaign has been kicked off here to make possible a statue, depicting selected legendary figures on the American Folk scene. The statue would be located in Washington Square Park, traditional center for folk music activity in the city.

A four-man committee consisting of Theo Bikel, Pete Seeger, Harold Leventhal (manager of Seeger and the Weavers) and Moses Asch, head of Folkways Records, is currently blueprinting the project. Idea for the statue developed when American sculptor, Harry Jackson, was commissioned by the Italian government to do a statue in Rome of certain Italian folk artists.

Woody Guthrie and the late Huddie Ledbetter appear to be the most likely subjects for the statue and both are expected to be included. Jackson, who has a studio here and who also sculpted a series of statues of legendary Western folk figures for a museum in Montana, has already been commissioned to prepare a preliminary model of the proposed statue, and is expected to complete this assignment during his current visit to Italy.

Meanwhile, the campaign for funds and for the acquisition of a suitable plot for the statue has begun. Bikel is conducting negotiations with the New York City Art Commission on the matter of obtaining the land.

Ways and means are also being discussed on the raising of approximately \$90,000, the esti-

SEEGER PAVES WAY FOR FOLK AT BERKSHIRE

LENEX, Mass.—The Berkshire Music Barn opened its summer season of concerts Saturday and Sunday (13-14) with two outings by the veteran folkster, Pete Seeger. Seeger was to be followed in the series which runs on through September 1, with other top acts, including a number of top folk names.

On Saturday (27) there'll be a special hootenanny program with Flatt and Scruggs, with the Weavers set for August 10. Joan Baez makes the scene August 14, with Theo Bikel inked for August 24. Final concert of the series will be September 1, featuring Miriam Makeba. The Baez concert will take place in the Boys Club auditorium in nearby Pittsfield, which has a greater seating capacity than the barn itself.

Estimated total cost of the statue. Those interested in participating in the support of the project should get in contact with Asch at his Folkways Records headquarters.

Focus on Folk

The Ice House, Pasadena, has booked a strong three-set bill for August in singer-comic Fred Thompson; comedian Laird Brooks Schmidt, and David and Michaela, musical and comedy folk duo. Ice House topper Bob Stane says the major part of his time these days goes into finding talent for a flock of "Hoot" packages being put together by West Coast agencies for concerts, pictures and TV. Says Stane: "75 per cent of our time is being devoted to the 'Hootenanny' movement on a national scale."

IN BAY AREA

Better Goods In 2d Showcase



MANCE LIPSCOMB
Dominates a Fest

BERKELEY, Calif.—Folk music received its second thoroughgoing showcase in the San Francisco area in a month with the annual Folk Music Festival on the Berkeley campus of the University of California following closely upon the first of a new annual series of folk music festivals at the Monterey Fairgrounds. And all in all it appeared to be a somewhat better representation.

There were fewer juveniles on the three-day program, more tried and experienced adult entertainers. The basic contribution of the festival may have been, from the musicologists point of view, that the rural music of this country is in part a mixture of Negro elements and Anglo-Irish, but has a kind of central theme which seems to change little in time or place. Singers represented the Great

(Continued on page 35)

REN GREVATT

WRITING ABOUT SINGING

NEW YORK—Oak Publications has come through with a couple of strong additions to the field of folk literature in recent weeks, highlighted by a sensitive, studious exploration of the blues—"The Poetry of the Blues," by Samuel Charters. A companion piece is a paperback release of Jean Ritchie's "Singing Family of the Cumberlands," a loving account of her life with "the other 15," Mom and Dad and 13 brothers and sisters back in the Cumberland Mountains of Kentucky.

The noted singer's book originally appeared in hard cover



JEAN RITCHIE, folk singer and author, whose "Singing Family of the Cumberlands" is now available in paperback form.

form in 1955 (Library of Congress Catalogue Card Number 55-5554) and the appealing story of a mountain family and the songs it sang can be expected to win a substantially greater audience with this new addition.

As for the Charters' work, it's one of the most definitive annotations around on the background and derivations of the blues, its principal spokesmen (in photos and text) and its inextricable intertwining with the hard line which exists even today between the Negro and

the White cultures. The treatise is rich in examples of the many styles of the blues, with verse upon verse used to illustrate the vigor and the poetry and the imagery of the medium.

Charters, well-known among students and collectors for his earlier dissertations on jazz and country blues and for his recording and editing work with Folkways Records, has packed a goldmine of fascinating reading into the 110 pages of "The Poetry of the Blues," (Oak Publications, New York, \$1.95).

REN GREVATT

CLUB REVIEW

Knob Licks Cut the Bluegrass

They're called the Knob Lick Upper 10,000. Last week they opened at Chicago's newest just-off-Rush Street supper club, The Bear, and though the club has since been shuttered, the group has high hopes.

The Knob Licks are three young men, recently signed by Mercury, who specialize in bluegrass folk music, a very particular type of sound that's about as grass-roots oriented as you can get. The titles, lyrics and feeling are right out of the hills.

There's "Hey Little Black-Eyed Susie," a bad man ballad about "Wild Bill Jones," a square dance tune about the "Battleship Maine," an Appalachian folk tune about somebody called "Katie Cline," some tunes about the Civil War like "Two Little Boys," and even a sing-along performance to "Mountain Dew," that somewhat coincidentally was also a good Twist ditty (though nobody took to the floor).

The boys harmonize beauti-

fully and alternate singing the verses. Eric Jacobsen, a tall, gangly youth whose hair flops in his face, plays the banjo. Duane Story plays guitar and Pete Childs an instrument that looks like a guitar but is really a Dobro. All in all, the performance is completely delightful, and despite the proliferation of folk groups of late, the Knob Licks manage to bring something fresh and new to the art.

NICK BIRO

CHESTERFIELD PARTNER EXITS

NEW YORK—Jerry Schoenbaum has sold out his share of the Chesterfield Music Shops here in New York. He had been a partner in Chesterfield with Irving Tepper, who now is sole owner. Schoenbaum will join a large record firm in an executive capacity shortly.

More artists performing at the 1963 Newport Folk Festival record for Folkways Records than for any other record label.

Clarence Ashley, Helene Baillargeon, Dock Boggs, Guy Carawan, Jean Carignan, Paul Clayton, Jack Elliott, The Freedom Singers, Bess Hawes, Sam Hinton, Peter LaFarge, Tex Logan, Ed McCurdy, Frank Proffitt, Jean Ritchie, New Lost City Ramblers, Pete Seeger, Sonny Terry and Brownie McGhee, Dave Van Ronk, Doc Watson.

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of the season

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SO MUCH IN LOVE

THE STORY OF A SUMMER LOVE

- ALONE
- MY SUMMER LOVE
- WONDERFUL! WONDERFUL!
- THAT OLD BLACK MAGIC
- LET'S MAKE LOVE TONIGHT
- GOOD NIGHT MY LOVE
- SO MUCH IN LOVE
- YOU ASKED ME TO BE YOURS
- THE TWELFTH OF NEVER
- WAY BEYOND TODAY
- SUMMER DAY
- AUTUMN LEAVES

PARKWAY

P-7032

THE TYMIES



THE TALE OF A SUMMER LOVE . . . IN SONG AND STORY!

THE BIG ONES ARE ON CAMEO/PARKWAY


COUNTRY MUSIC

Jimmy Martin Packing 'Em In

NASHVILLE—Jimmy Martin and the Sunny Mountain Boys are currently on tour in Iowa, Ohio and Virginia, the Barbara Martin Agency announced last week. Jimmy recently drew one of the largest crowds of the season at Hillbilly Park in Newark, Ohio, and is rescheduled there for August 18 at which time he will join Bill Carlisle for a double-header.

Sing Records Opens New Atlanta Bldg.

ATLANTA—Sing Records of this city opened its new building here last week. The building houses the executive offices for Sing, offices for Urias LeFevre, who with members of the LeFevre singing group is a major stockholder in Sing, and offices for the Gospel Singing Caravan, a company that produces the syndicated television series of the same name. Other offices include space for a publishing company owned by Sing, warehousing and shipping rooms and distribution facilities. Installation of a recording studio is now under way, with completion date expected to be August 15.



THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's
TALK BACK TREMBLING LIPS
Hickory 1214

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis
Sun Records
639 Madison Memphis, Tenn.

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Billboard

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and also in clear sleeves?
Answer on Hot 100 Charts
STACY #962



1918 Prairie Chicago 16

COUNTRY MUSIC CORNER

By BILL SACHS

Western music from Mansfield Park, Bandera, Tex., is being offered each Friday, 4:30 to 5 p.m., over Station KMAC, San Antonio. Hosting the show, which features the area's top Western bands and vocalists, is **Charlie Walker**, Columbia artist and KMAC deejay. . . . The itinerary on "Grand Ole Opry's" bluegrassers, **Flatt and Scruggs**, puts them in Fort Lauderdale, Fla., July 16; Miami, 17; Jerseyville, Ill., 20; Anderson, Ind., 21; Proctorville, Ohio, 25; Newark, Ohio, 28, and Elnora, Ind., 30.

Shirlee Hunter cut her first waxings for Salem Records in a recent all-night session at the studios in Salem, Va., engineered by **Don McGraw**. Initial release is slated for August 1. Deejays may receive immediate copies by writing on their station letterhead to Jim Gemmill Productions, 1804 Dresden Road, Richmond, Va. The Gemmill office has Miss Hunter set for personals in Mount Airy, Md., July 23; De Ruyter, N. Y., 26; Newmanstown, Pa., 27; Old Dominion Park, Manassas, Va., 28, and Lyric Theater, Richmond, Va., August 3. . . . **Ferlin Husky** inked for stops at Arthur, Ill., July 20; Dayton, Ohio, 26, and Delle, Mo., 27.

Clay Allen has two songs in **Ernest Tubb's** newest album, "Old Love, New Tears" and "Lover's Waltz," both penned in collaboration with **Leon Rhodes**, Tubb's guitar man. . . . **Ernest Tubb**, **Bob Wills**, **Ray Price** and **Ferlin Husky** followed each other in order last week at **Dewey Groom's** Longhorn Ranch, Dallas. . . . The **Louvin Brothers** play Manchester, Md., July 17; Glen Burnie, Md., 18; Kingston, N. C., 19; Raleigh, N. C., 20; Reeds Ferry, N. H., 21, and Amarillo, Tex. . . . **Marion Worth** booked for Indianapolis, July 19-20. . . . **Del Wood** takes her country ragtime pianistics to Dallas for a July 27 stand. . . . **Roy Drusky** displays his talents in the Flame Room, Minneapolis, for the July 22-27 period.

Don Thompson Agency, Rogers, Ark., has routed **Leon McAuliff and His Cimarron Boys**, as follows: Keyman's Club, Chicago, July 19; Blarney Club, Chicago, 20-21; Saddle Club, Chickashaw, Okla., 23; Cimarron Ballroom, Tulsa, Okla., 24; Sulphur, Okla., 25; Bamboo Inn, Enid, Okla., 26; Hi-Ho Ballroom, Grand Prairie, Tex., 27; Cimarron Ballroom, Tulsa, Okla., 31; Homecoming, Decatur, Ark., August 1; XIT Rodeo,

Dalhart, Tex., 2; MB Corral, Wichita Falls, Tex., 3, and Longhorn Ranch, Dallas, 4.

Buddy Killen, Tree Publishing's executive vice-president, is back at his Nashville headquarters after a swing through the Southwest in search of new talent and songs. Killen reports that some 30 new Tree songs were released in a recent one-week period. . . . **Larry Barnes**, now serving a six-month hitch in Uncle Sam's Army, has a new RCA Victor release in "Early to Bed, Early to Rise" b.w. "Why Can't the Bells Ring for Mary." . . . **Bobby Bond**, of Grand Rapids, Mich., in a recent visit to Nashville signed an exclusive writer's pact with Tree Publishing. He will continue to make Grand Rapids his headquarters.

Walt Breeland, Houston country music promoter, passed out cigars with both hands last week when his wife **Lois** presented him with a new heir, nine-pound, 13-ounce **William Hugh Breeland**. . . . Itinerary of the **Johnny Cash** show: Glen Echo Ballroom, Glen Echo, Md., July 20; Old Dominion Park, Manassas, Va., 21; Champaign County Fair, Urbana, Ill., 25, and Springlake Park, Oklahoma City, July 26-28. . . . **Ron Kitson**, of "Mid-North Jamboree," heard over CHNO Radio, Sudbury, Ont., writes: "Like the way you report the country news. Happy to see **Gary Buck's** record of 'Happy to Be Unhappy' hit the national charts, as it has been No. 1 here in Sudbury and vicinity for three weeks. For a new artist, the guy is really kicking up a storm around here. **Dave Dudley** is also coming on strong with 'Six Days on the Road.'"

"Country Style U. S. A.," one of a series of country music shows being presented by Station WCMS, Norfolk, Va., pulled two capacity houses to the Norfolk Arena June 30, according to **Warren M. Miller**, station's public relations director. On the talent slate were **Leroy Van Dyke** and band, **Buck Owens and the Buckaroos**, **George Jones and the Jones Boys**, **Jim and Jesse and the Virginia Boys**, **Merle Kilgore**, **Bobby Lord**, the **Four C's**, **Melba Montgomery**, **Shot Jackson**, **Onie Wheeler**, the **WCMS Four Horsemen** and some 15 others, including **Bonnie O'Neal**, a new artist from the West Coast. **Sonny James** was forced to cancel out at the last minute, due to the serious illness of his father. WCMS's next road show, slated for next Sunday (20), will spotlight **Carl and Pearl Butler**, **Mac Wiseman**, the **Carolina Buddies** and the **Four C's**. To ballyhoo the upcoming show, WCMS has been presenting free shows at shopping centers in the Norfolk area.

Vic Summers, the Flying Alaskan Balladier, reports that

McAuliff to Capitol

NASHVILLE—Leon McAuliff has joined Capitol Records. Ken Nelson c.&w. a.&r. chief at Capitol, said an LP session is set for the immediate future for Leon who is concluding a stand at the Golden Nugget in Las Vegas. Since organizing his group in 1946, Leon has recorded for Columbia, Dot and his company, Cimarron.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/20/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	ACT NATURALLY Buck Owens, Capitol 4937	15
2	3	RING OF FIRE Johnny Cash, Columbia 42788	7
3	4	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	8
4	2	STILL Bill Anderson, Decca 31458	22
5	6	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	12
6	7	ABILENE George Hamilton IV, RCA Victor 8181	6
7	8	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	11
8	5	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	19
9	9	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	9
10	11	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	5
11	21	DETROIT CITY Bobby Bare, RCA Victor 8183	3
12	15	SANDS OF GOLD Webb Pierce, Decca 31488	5
13	17	GUILTY Jim Reeves, RCA Victor 8193	2
14	10	ROLL MUDDY RIVER Wilburn Brothers, Decca 31464	11
15	16	OLD SHOWBOAT Stonewall Jackson, Columbia 42765	9
16	25	YOU COMB HER HAIR George Jones, United Artists 578	3
17	12	BUILDING A BRIDGE Claude King, Columbia 42782	4
18	26	TAKE A LETTER, MISS GRAY Justin Tubb, Groove 0017	15
19	19	THE OTHER WOMAN Loretta Lynn, Decca 31471	7
20	24	LOVING ARMS Carl Butler & Pearl, Columbia 42778	3
21	14	NIGHTMARE Faron Young, Mercury 72114	7
22	20	DOWN TO THE RIVER Rose Maddox, Capitol 4975	5
23	-	BAD NEWS John D. Loudermilk, RCA Victor 8154	2
24	13	PEARL, PEARL, PEARL Lester Flatt & Earl Scruggs, Columbia 42755	11
25	-	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	1
26	23	MY FATHER'S VOICE Judy Lynn, United Artists 571	7
27	28	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	11
28	22	TIPS OF MY FINGERS Roy Clark, Capitol 4956	3
29	-	IN THE SHADOWS OF THE WINE Porter Wagoner, RCA Victor 8178	1
30	29	GOODBYE KISSES Cowboy Copas, Starday 621	13

his new single, "Hard Leather Shoes" b.w. "Mush, You Huskies, Mush," is clicking handily in Alaska and the Pacific Northwest. His new album, "Vic Summers Sings Alaska," just released, has been chose as the official music for Alaska's forthcoming Golden Days Celebration. Vic records on the Alaskan-based Big Country label and co-writes with **Melvin Schmidt**, Fresno, Calif., songwriter, who is also his partner in the BMI publishing firm, Tundra Music. Deejays needing a copy of Summers' new ones are asked to write to Melvin Schmidt, 4787 East Nevada, Fresno 2, Calif., using their station letterhead.

Tex Williams has reorganized his Western Caravan, which enjoyed wide popularity in the c.&w. field in the '50's. With his manager, **Jack Murrain**, and Liberty a.&r. man, **Tommy Allsup**, Tex is planning an extended tour of the Southwest and Mid-

west to exploit his new Liberty release, "Risin' High" b.w. "Go Into the Mountains," and his new album, "Tex Williams in Las Vegas," recorded live recently at the Mint Club, Las Vegas. . . . Curtis Artists Productions, Goodlettsville, Tenn., has **Ernest Tubb and the Texas Troubadours** routed for Oshawa, Ont., July 16; North Bay, Ont., 17; Youngstown, N. Y., 18; Whitehorse, N. J., 19-20; West Grove, Pa., 21; Bandera, Tex., 27; Robstown, Tex., 29, and Gonzales, Tex., 31.

Sims on the Move

NASHVILLE — Russell Sims has moved his Sims Records, Inc., to Music City and will be located on 17th Avenue South here. Sims said deejays who write on station letterhead may receive free Sims records for country and western programming.

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Happy Day has been forced to give up his c.&w. platter show on KNEZ, Lompac, Calif., to do some emcee chores for the Air Force, of which he is a member. Happy promises to give us the word when he resumes his air duties. In the meantime, he can be reached at 173 Sunset Manor, Vandenberg Air Force Base, California. . . . "C.&w. music is featured on 98 per cent of the stations in this area and is growing by leaps and bounds each day," typewrites Cecil Surratt, who handles the country doings on WHIS-TV, Bluefield, W. Va. "We do an hour and 30 minutes of c.&w. on TV each week, while our deejay, Gordon Jennings, does three hours daily on WHIS-Radio. Featured on the TV show are

Darnell Miller, of Salem Records; Gordon Jennings, who records for Arcade, and myself, of King Records. My partner, Smitty Smith, program director of WKWS, Rocky Mount, Va., and I have a new release, 'Ridin' the Rods' b.w. 'A Place in the Sun,' on King. Jennings is in need of all small-label c.&w. and gospel records."

Former deejay Don Wilson is now associated with The Frederick News-Post, Frederick, Md., where part of his duties are given to writing a weekly music column. He is now working with a partner in producing a series of c.&w. taped shows for radio stations. . . . Among stations recently switching to an all-country-music policy were KRSA, Box 2138, Salinas, Calif., Al

Gordon, manager; WEEE, Glenmont, N. Y., A. F. DiBello, manager, and KRDR, Gresham, Ore. All are in need of records — old and new. . . . Ron Jay, still doing four hours daily on WARI, Abbeville, Ala., says the hottest record on his show at the moment is "Sukiyaki," by Clyde Beavers on the Tempwood V label. Other big ones, he says, are "Happy to Be Unhappy," by Gary Buck; "Out of Our Minds," by George Jones and Melba Montgomery, and "Gossip of the Town," by Mac Scott. Ron adds that he still needs spinning material.

Tom-Cat Publishing Company, 726 16th Avenue, South, Nashville, invites deejays to write in for samples of Jimmy Case's "I'll Fall in Love With You," on the Kippo label; Jimmy Kandy's new one on the Ka\$h label, "Looking Through a Tear-drop," and Clyde Beavers' "Sukiyaki" on Tempwood V. Only those requests written on your station letterhead will be honored.

Corbett (Red) Pierce reports that KLOC, Ceres, Calif., now under construction, will take to the air in the late summer as an all-country station, and that efforts are under way to build a substantial c.&w. library. Pierce says they need copies of past and present c.&w. singles, plus religious selections, and albums in both categories. Records received will be exposed to a potential million listeners, Pierce claims. He asks that disks be addressed to Program Director, Radio KLOC, Ceres, Calif.

Walt Breeland, pusher of country music, with headquarters at 8618 Anacortes Street, Houston 17, still has available deejay copies of "I Won't Come in While He's There," by Gene Davis; "Ris'n' High," by Tex Williams, and "Most of All," by Gordon Terry. Put your request on your station letterhead. . . . Tom Reeder, president of



JIMMY KEY gives glad hand to Jimmy Newman, right, after inking of personal contract with Key's new firm, Key Talent, Inc. Pair plans to reactivate Newkey's Music pubbery in which they are partners.

New . . .

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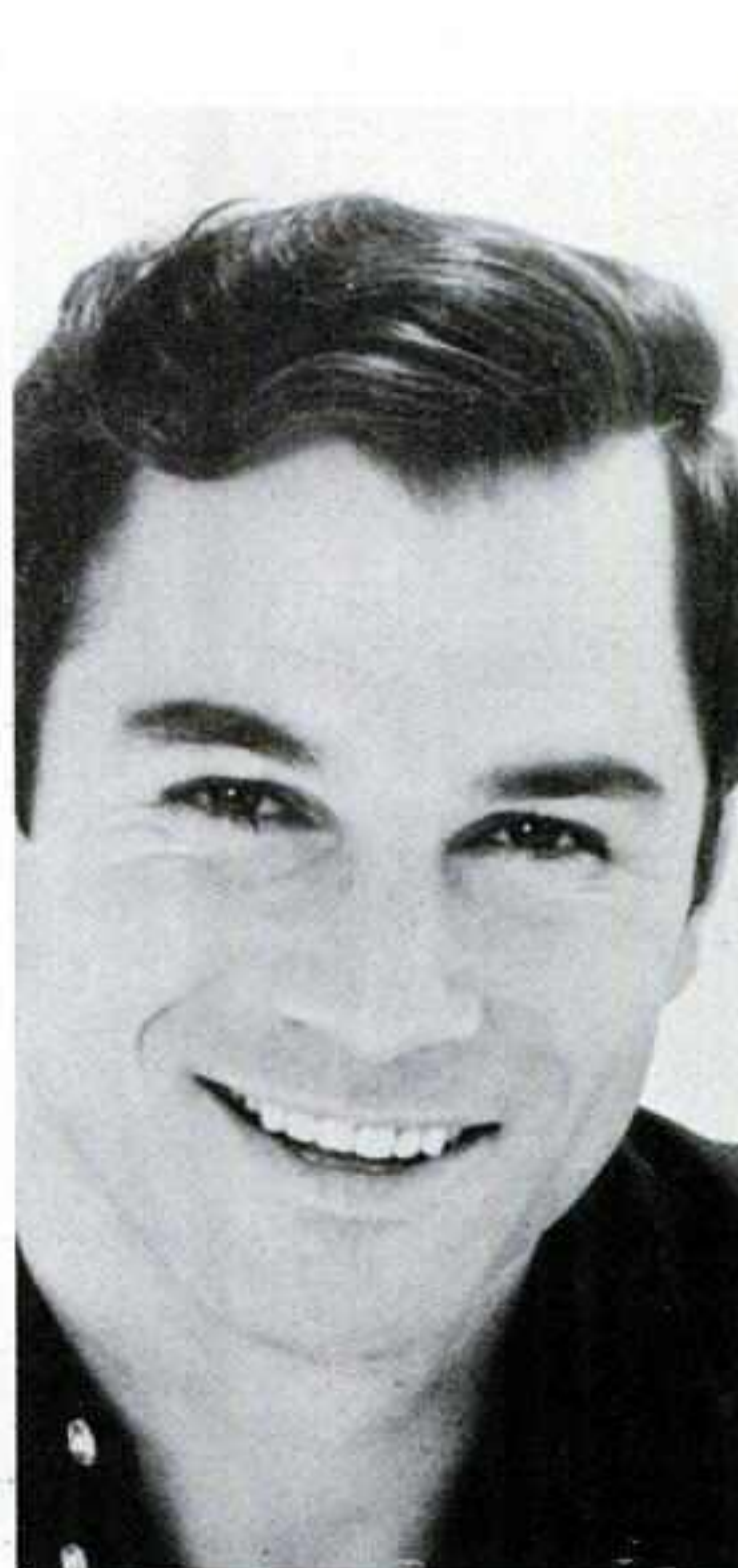
singles ring up hot summer sales



CLIFF RICHARD
"LUCKY LIPS" 5-9597



ADAM WADE
"THEME FROM IRMA LA DOUCE (LOOK AGAIN)" 5-9609



GEORGE MAHARIS
"WHERE CAN YOU GO (FOR A BROKEN HEART)" 5-9600



GEORGIA GIBBS
"NINE GIRLS OUT OF TEN GIRLS" 5-9606

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

It's officially signed, sealed and all but delivered. The "Heavyweight Championship of the Word" will be fought here this week between WYNR's Bruce Brown and slugger-rhymer Cassius Clay. Brown, who calls himself the world's greatest disk jockey and rhymer, dropped the gauntlet to Clay, who's equally modest about his rhyming and fighting. The pair will throw verbal haymakers at each other behind a WYNR mike, probably at a Loop theater with a live audience. Should make poetic history. Clay has also signed to

cover the Patterson-Liston training camps from Las Vegas for the entire McLendon Corporation chain. He'll do four one-minute broadcasts per day before the fight, with a wrap-up after.

WVON, Chicago's newest r.&b. station, celebrated its 100-day anniversary last week. Station manager Frank Ward has dubbed his staff the "Too-Muchables," a take-off on the old "Untouchables" theme. . . . No comment on rumors that WVON's Ric Ricardo (6-10 p.m.) may change time slots with Frank McCarthy (10-12 p.m.) . . . Frank Barrow, formerly with KZAM, Seattle, has enlisted in the Army for three years. He's at Fort Ord, Calif.

Larry Wynn, one of the country's top r.&b. jocks, parted company with WBEE recently. It's reported to be a policy thing. . . . Helen Hayes has dropped her jazz show from Chicago's WSBC. . . . Comment from a promotion man: "Somebody ought to say something nice about Jim Reese at WBEE—he's a real pro." So somebody just did. . . . Eddie O'Jay tells us the r.&b. sound is booming in Phoenix, Ariz. Eddie joined KCAC as program director last February. He was formerly with WUFO, Buffalo. Eddie teamed with Jim Titus to host a dance starring Marvin Gaye recently. It drew over 1,600. Arthea Franklin is coming to Phoenix's Riverside Ballroom this week. Eddie says that KCAC's show-casing of r.&b. disks has caused KRIZ, Phoenix's big pop station, to program more of the same.

PICKS & CLICKS: Rick Williams claims hot action on "Part of a Fool, Little Bobby on Boss, and 'I'm Not Teasin'," Lucky



IT'S A NEW NAME—the Candles—for a familiar group. Formerly known as the Blenders, they recorded "Daughter" on the Witch label. It hit Billboard's Hot 100 last week. Their newest record (recorded as the Candles) is "Junior" on the Nike label. Charles A. Colbert was the producer.

Laws on Lu-Cee. . . . Potter Distributing Company's John Muse is working on "I've Got a Story to Tell You," the Kavetts on Len Dre, and "What Happened to Janie," Johnny Crawford on Del-Fi. . . . KATZ in St. Louis has "Pride and Joy" with Marvin Gaye in the No. 1 spot. . . . Music City's break-outs of the week are: "Chinese Checkers," Booker T & the MG's on Stax, and "Cross Roads," Luther Randolph and Johnny Stiles on Cameo. . . . Morris Diamond at Mercury is pushing "Mary Lou" with Young Jessie, and "Comin' Home Baby," by Quincy Jones. Diamond, incidentally, is carrying his hand around in a sling. He banged it up in a car door during a promotion trip to Las Vegas last week.

MUSIC AS WRITTEN

NEW YORK

Claus Ogerman is getting a rep as a hit arranger. His latest hot ones are Kai Winding's disk-ing of "More" on the Verve label, and the recent No. 1 smash "It's My Party" by Leslie Gore on Mercury. He also arranged her new one "Judy's Turn to Cry" and "Just Let Me Cry." Among his recent hit arrangements were "Comin' Home Baby" for Mel Torme, and "Heart" for Wayne Newton.

Atlanta Records has alerted distributors, promotion men and disk jockeys to get on the flip side of the current Drifters hit "Rat Race." Label believes the "If You Won't Come Back" side has greater potential. The same firm's Atco subsid is distributing new "Fat Lady" side by the Spidels on Minaret. . . . Comic Ray Scott has signed with Dooto, as has singer Annette May. . . . Bob Carter has formed the Bo-

cart label. . . . Adam Lee is current artist singing on the Customs label. . . . Reliance and Stride Publishing have been moved to the Brill Building, says Norman Foley. . . . Englewood Cliffs is the home town of a new disk firm, Sylese Records. First sides are by the Three Pals, former members of the Royal Teens. . . . Ritco Records is not a subsidiary of Jodi Distributing.

ASCAP's Jack Yellen in Toronto on recent date with Jim Rule and Dick Fohlich for the 25th annual convention of the Society for the Preservation and Encouragement of Barber Shop Quartet Singing in America (SPEBSQSA). . . . Harry Tobias back home after a trek half way around the world. . . . Columbia's Irving Townsend's daughter Randi Jo was married to Gregory Todhunter Roberts.

British disk firms are plumping for their own cover record of "Sex and the Single Girl," starring Christine Keeler. . . . Publishing activities of the Ludix Publishing firm are now being handled out of Call Candy, Inc., operated by Candy Leigh and Lois Van Duyn. The frontiers of "all male" institutions shrunk a bit further last week when E. B. Marks disclosed publication of a songbook for female barber shop quartets. . . . Bob Adams is leaving Record Sales Corporation in Memphis. . . . Colleen and Jimmie Rodgers had their second child, a boy, Michael James, Congrats. . . . Lillian Vann, wife of Music Journal publisher Al Vann, died recently at Long Island College

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/20/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	EASIER SAID THAN DONE Essex, Roulette 4494	4
2	1	HELLO STRANGER Barbara Lewis, Atlantic 2184	9
3	8	SURF CITY Jan & Dean, Liberty 55580	3
4	2	PRIDE AND JOY Marvin Gaye, Tamla 54079	8
5	4	JUST ONE LOOK Doris Troy, Atlantic 2188	5
6	11	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	4
7	21	SO MUCH IN LOVE Tymes, Parkway 781	4
8	17	NOT ME Orlons, Cameo 257	4
9	6	ONE FINE DAY Chiffons, Laurie 3179	4
10	12	NO ONE Ray Charles, ABC-Paramount 10453	3
11	7	IT'S MY PARTY Lesley Gore, Mercury 72119	9
12	10	YOU CAN'T SIT DOWN Dovells, Parkway 867	8
13	5	THE LOVE OF MY MAN Theola Kilgore, Serock 2004	14
14	15	MOCKINGBIRD Inez Foxx, Symbol 919	5
15	19	HARRY THE HAIRY APE Ray Stevens, Mercury 72125	4
16	18	WITHOUT LOVE (There Is Nothing) Ray Charles, ABC-Paramount 10453	3
17	20	MY TRUE CONFESSION Brook Benton, Mercury 72135	3
18	25	SPRING Birdlegs & Pauline, Vee Jay 510	6
19	9	YOUR OLD STAND BY Mary Wells, Motown 1042	6
20	-	IT WON'T BE THIS WAY (Always) King Pins, Federal 12484	1
21	23	SHAKE A HAND Jackie Wilson & Linda Hopkins, Brunswick 55243	2
22	-	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic 9596	1
23	14	COME AND GET THESE MEMORIES Martha & the Vandellas, Gordy 7014	13
24	26	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol 4965	5
25	13	IF YOU NEED ME Solomon Burke, Atlantic 2185	11
26	-	WIPE OUT Surfaris, Dot 16479	1
27	16	PRISONER OF LOVE James Brown & the Famous Flames, King 5739	11
28	28	SHAKE A TAIL FEATHER Five Du-Tones, One-Derful 4815	2
29	29	RIVER'S INVITATION Percy Mayfield, Tangerine 931	2
30	24	YOU KNOW IT AIN'T RIGHT Joe Hinton, Back Beat 537	5

Hospital. . . . Bob Redcross was named vice-president at Trans-world-Artist Management. . . . MGM's Tom White became father of a boy.

JACK MAHER

PITTSBURGH

Georgia Gibbs will make her first appearance in this area in years when she opens at the Holiday House July 15. The same club has just signed the Barry Sisters and Myron Cohen for nine days beginning August 2, with Sophie Tucker set for August 16. Incidentally, the Holiday House is the only major night club in this area now open on a full-time basis. The Horizon Room, Ankara and Twin Coaches are either closed or operating only on a limited basis until Labor Day.

Lenny Dee, Decca recording organist, returns to the Horizon Room November 11. . . . Vaughn Meader, recently signed to an MGM recording contract, has hired local singer Donna Jean Young and her hubby,

Bucky Searls, to appear with him for records and personal appearances.

Tony Bennett is being paged for an October date by Rose Calderone for her Twin Coaches. . . . Al Alberts, while appearing at the Horizon Room, took time out to record "The Land I Love and Live In," by Pittsburgher Bob Schmertz, for a special KDKA-TV series, "Focal Point" dealing with unemployment in Pennsylvania.

LEONARD MENDLOWITZ

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You're Gonna Ruin Me, Baby b/w Strange Things Happen
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"SING WE NOW THE SONGS OF FAITH"
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TALENT TOPICS

NEW YORK

Loads of luck to **Barbara Baccus**. Barbara, who is secretary to **Dave Kapralik** at Columbia, is taking to the nitery field as co-manager of the Upstairs at the Duplex in Greenwich Village. Formal opening for her and her partner, **Bob Waxman**, will be July 16. They intend booking semi-name acts as well as keeping an eye out for new talent.

Joey Adams is cutting a comedy LP with certain political implications. Title will be: "I'm Happy, He's Rocky."

Lennie Weinrib, comedy star of the Billy Barnes Revue and the Billy Barnes People, both in Los Angeles and New York, has had his contract renewed with Capitol Records. He is presently cutting an album for them which will feature comedienne **Joyce Jameson**. The LP was written by **Andy Williams'** TV writers, **Sam Denoff** and **Bill Persky**.

Neil Sedaka left New York last week for an extensive tour of South America, Europe and Africa. While in Italy, he will cut a session for RCA Italiana, as well as doing a TV special in Rome. The tour will close in Israel with a special concert scheduled by the government in Tel Aviv.

Command Records' new folk group, the **Robert De Cormier Folk Singers**, whose first single for the label, "Amen" b.w. "Boatman Dance" was just released, number some 25 voices and five musicians.

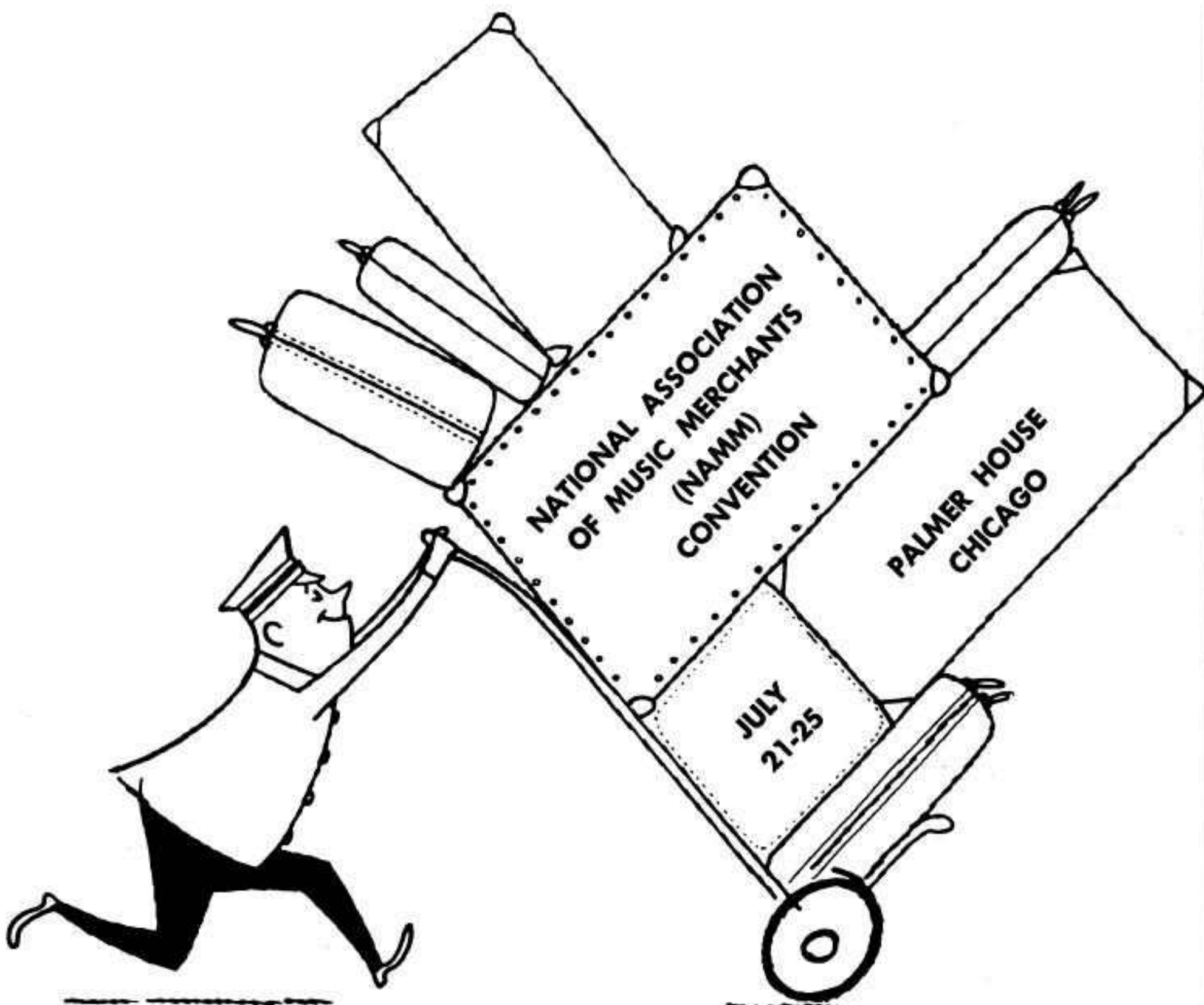
BARRY KITTLESON

CHICAGO

Gordon and Sheila MacRae, holders of the house record at Melody Top in Hillside, opened with "Guys and Dolls" last week. Melody Top's next show, "The Music Man," July 15-28, will star **Forrest Tucker** instead of **Bob Cummings**, who was previously slated for the role. . . . **Joe Dowell**, Smash songster, turned down an offer from the Playboy circuit in favor of a scheduled European tour. . . . **Vee Jay** picked up Chicagoan **Chuck Baker's** song, "Why Can't We Love Each Other," and recorded it with **Jimmy Payne**. It was released last week. Baker, incidentally, may be cutting some records himself for Astra Records here.

Tim Boxer (of **Dick Gregory** fame) has been named talent coordinator for the Town 'n' Country and Airliner night clubs in Winnipeg. Boxer is looking for gospel singers, pop chanteuses, belly dancers and other female performers for the Canadian clubs. He's currently talent hunting in Chicago. . . . **Erroll Garner** began his annual London House engagement over the weekend. It lasts through July 28 and is the only night club engagement for Garner this summer. He starts a concert tour this August which will take him into England in October. . . . **Nick Noble** headlines the Playboy's new bill. He gives a smash performance. Noble is sticking close to Chicago because of an illness in his family. Joining him at the Playboy are **Glenn Ash**, **Ray Hastings**, **Kathy Dennis**,

(Continued on page 21)



BILLBOARD will be there with its big NAMM special issue. Will you?
ADVERTISING DEADLINE: JULY 16

RATS IN MY ROOM

S-4147

BY
 THOSE ZANY ZINGERS

JOEY AND DANNY

AND (ALI BABA AND THE 4 THIEVES)

THE NOVELTY HIT OF THE YEAR!

EVERYBODY MONKEY

S-4149
 BY

FREDDY CANNON

THE DANCE CRAZE THAT'S SWEEPING THE U.S.A.
 "MR. EXCITEMENT" TAKES THIS ONE
 ALL THE WAY TO THE TOP.

WHERE IS JOHNNY NOW

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 BY

THE SAPPHIRES

TOP GROUP! TOP SOUND!
 TOP SONG! TOP SALES \$\$

ASK THE BOYS FROM DETROIT.

LOVER'S MEDLEY

S-4145

★ THE MORE I SEE YOU
 ★ WHEN I FALL IN LOVE

MARCY AND JO BY **EDDIE RAMBEAU**

AMERICA'S NEWEST SWEETHEART TEAM WITH A BREAKOUT SMASH IN BALTIMORE, WASHINGTON.

JACK THE RIPPER

BY

LINK WRAY

(AND HIS RAYMEN)

NOW IN A HIT LP-510

LINK WRAY COMES INTO HIS OWN AS A TOP INSTRUMENTALIST!

YOU LUCKY SO AND SO

S-4146

BY

SAMMY SEVENS

A DYNAMIC NEW ARTIST WITH THAT THING CALLED SOUL!

TALENT TOPICS

• Continued from page 19

Cathy Carter and Dick Hale. . . . Playboy's **Judy Horberg** returns from a weekend talent-scouting session in Elkhart Lake, Wis. **NICK BIRO**

SAN FRANCISCO

The world premiere of the new musical "Zenda" comes into the Curran on August 5. . . . Summer at Lake Tahoe is in full swing now with many big name acts going on nightly around its mile-and-a-quarter high shores. At the Cal Neva Lodge, **Vincent Edwards**, known better as Dr. Ben Casey, is making a one-week appearance this week without his stethoscope. He is backed by the **Phil Hall Singers**. Following him in succession will be **Joey Bishop** and **Tommy Sands** for the following seven days, and then for a week's run each come **Vic Damone** and **Gary Morton**; the **McGuire Sisters** and **Charlie Manna**, **Keely Smith** and **Allen and Rossi**, bringing the calendar up to August 1. . . . **Shep Fields** is now playing at the Holiday in downtown Reno, with the **Kirby Stone Four** in the neighboring Harold's Fun Room. . . . The **Dukes of Dixieland** entertained Reno vacationers at Harrah's through July 10, and were followed by the **Kim Sisters** for the remainder of the month, with **Gaylord and Holiday** on the same bill. . . . The **Art Mooney** ork is playing in the Mapes Hotel. . . . Back around San Francisco Bay, **Billy Eckstine** has come to Frenchy's in Hayward. . . . The **Winds of Notre Dame** with **Carole Daye** have opened at New Fack's. . . . The **Hank Crawford Septet** are now at the Jazz Workshop, and jazz pianist **Ralph Sutton** is entertaining at **Barney Gould's Gold Rush**. **GODFREY LEHMAN**

Jersey Firm Breaks Ground for Plant

NEW YORK—I. J. Amo, president of All Disc Records, Inc., has started construction on a new plant and office building in Roselle, N. J. The three-year-old company occupies four buildings in the Roselle-Linden area at present. All operations will be consolidated in the new one-acre building on a two-acre plot at the corner of First Avenue and Aldene Road.

The new plant will be equipped with all new machinery and will be in operation prior to moving the existing plants. The ground-breaking ceremonies held Friday (28) were attended by Mayor James Argyros and Councilman George Woody of Roselle, plant manager Arthur Conrad and union representatives Mildred Signorella and Charles Uhl.

Marlane MacLane On Record Push

NEW YORK—Marlane MacLane Enterprises has released on the firm's AIRS label, "Cheat If You Must," by Bonnie Baldwin, former West Virginia gal deejay.

The flip side "Tales of West Virginia" was written by Bonnie to help commemorate the Centennial in the Mountain State.

Press promoter Desmond Slattery takes off July 8 on a 30-city junket to try the sides out on deejays, juke operators and distributors.

BOSTON

The Hub is getting an early start on legitimate theater as bookings boom for "No Strings" with **Howard Keel** and **Barbara McNair** due at the Shubert August 5 to be followed September 9 by the new **David Merrick** musical, "110 in the Shade," which tries out at the Shubert.

Another musical to make its debut here is "Jennie," starring **Mary Martin** and **Dennis O'Keefe**. It will open at the Colonial July 29 and bookings are reported even heavier than for "Mr. President," which broke advance sales here. . . . The theater season also will be increased with the two-week stand of "Who's Afraid of Virginia Woolf?" at the Wilbur September 2. . . . Fresh from his success at the Newport Jazz Festival, **Stan Kenton** will bring in his big band to the Totem Pole at Norumbega Park next week. . . . **John Dineen's** Hampton Beach Casino also will see Kenton for a two-night stand, with the **Limelites** due the week after. **Lester Lanin** is also due at the Casino, and trumpeter **Al Hirt** will do a three-night at the King Philip Inn near Boston. . . . The **Carousel** is doing s.r.o. business with **Steve Lawrence** and **Eydie Gorme**.

Boston Arts Festival after 10 years still knocking off records for attendance. This year's stand has been upped to 25 days and is presenting top music, opera, ballet and folk singer artists. **Theodore Bikel** this week drew the biggest crowd in years. Total attendance is expected to hit more than 750,000.

CAMERON DEWAR

HOUSTON

Band leader **Don Goldie**, who has been holding down the bandstand at the Tideland for the past several months, goes into the Cabana Club in Dallas for 17 days beginning July 12, then returns for another engagement at the Tideland.

Jim Mendenhall is director-producer for the night club version of "South Pacific" being readied by the Houston Theater Center for a four-week engagement at the Cork Club beginning July 25. . . . **Andy Williams** will be starring at the Cork Club in the fall. . . . **Hoyt Hudson**, a young singer with United Artists whose current record offering is called "Individuality," is currently on the bill at the Tideland Club. Also on the bill are the comedy team of **Mitzie McCall** and **Charlie Brill**. Comedian **Paul Gilbert** and singer **Patrick Sullivan** in their second week at the French Quarter, with the band backing of **Don Cannon**. . . . **Buddy Hackett** currently at the Cork Club. **Bobby Breen** also on the bill. . . . **Dick Martin** and **Dan Rowan** are at the International Club. Also on the bill is singer **Dolores Leigh**. **BARRY CANDY**

DALLAS

Carol Burnett is currently appearing in "Calamity Jane" in the second Dallas Summer Musicals. Also starring **Art Lund** with **Bernie West** and **Beryl Towbin** in the cast. The musical closes on July 7 to be followed by **Eddie Albert** as Prof. Harold Hill in "The Music Man." . . . **Patrice Wymore** opened a one-week engagement in the Bon Vivant Room of the Cabana Motor Hotel on July 4. She has enjoyed outstanding success as a Hollywood actress and has appeared on television. On Broadway, her most important role was in Mike Todd's "Up in Central Park." . . . **Julius La-**

Rosa will make his first Dallas appearance in nearly five years when he opens a 10-day stand in the Bon Vivant Room in September. **BARRY CANDY**

MEMPHIS

Anita Bryant packed the open air theater in Overton Park as she became the first of sev-

eral performers for the summer concert series. . . . **Jerry Lee Lewis**, Sun Records star, was mobbed by fans at the Cadillac Club last week in his first Memphis appearance since his highly successful European tour. Lewis, who has been playing at the plush Oriental Club, a private membership club, packed the house.

Hi Record President **Joe Cuoghi** is beaming over **Ace Cannon's** latest single, "Cottonfields," climbing on Billboard's Hot 100 chart. . . . **Marguerite**

Piazza and husband **William J. Condon** celebrated their 10th wedding anniversary recently. . . . **Bette Stalnecker**, religious singer, has a seventh album out. . . . **Joe Reichman** and his ork closed a highly successful engagement last week at Hotel Peabody's Skyway. . . . **Charley Rich** ended his association recently with **Sam C. Phillips'** Phillips International Record Corporation, signed with RCA Victor, recently cut his first single for Victor.

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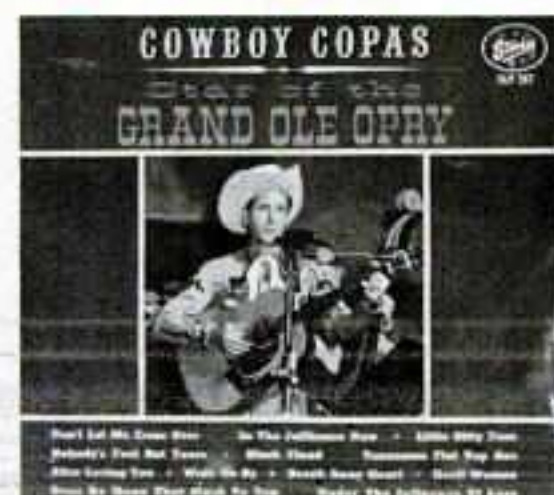


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STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. A Indicates that 33 1/3 r.p.m. mono single version is available.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like SURF CITY, EASIER SAID THAN DONE, SO MUCH IN LOVE.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like TILL THEN, STILL, SIX DAYS ON THE ROAD, SWINGING ON A STAR.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like SOMETIMES YOU GOTTA CRY A LITTLE, WHEN A BOY FALLS IN LOVE, MY BLOCK.

Billboard Award

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with their respective chart positions and publishers/licenses.

Table listing songs A-Z with their respective chart positions and publishers/licenses.

Table listing songs A-Z with their respective chart positions and publishers/licenses.



the nation's best selling records

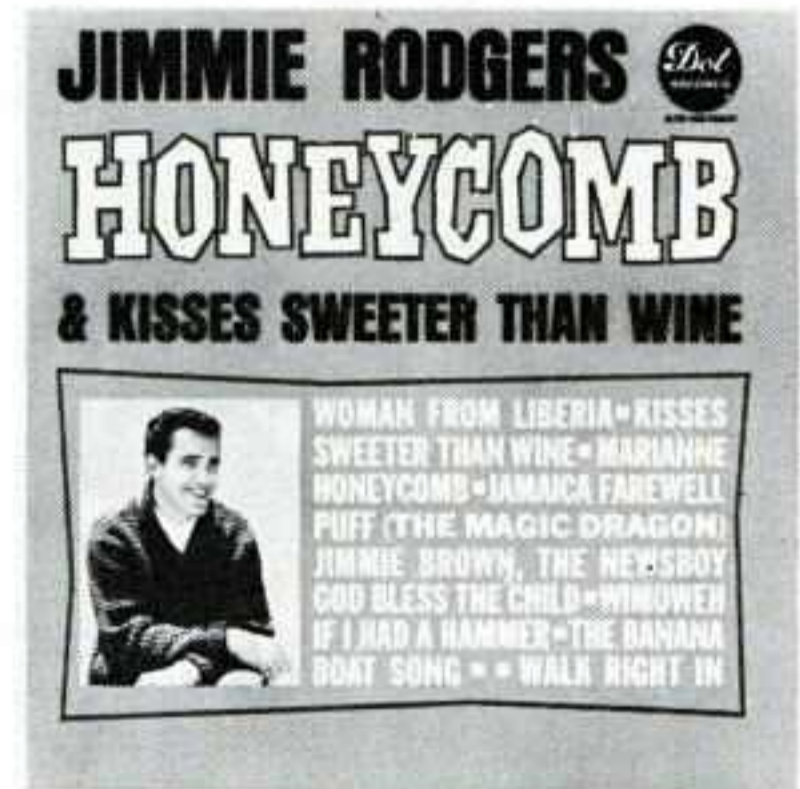
THREE NEW HIT ALBUMS



SCARLETT O'HARA • Lawrence Welk
DLP 3528



WIPE OUT • The Surfaris
DLP 3535



HONEYCOMB & KISSES SWEETER
THAN WINE • Jimmie Rodgers DLP 3525

BEST-SELLING SINGLES

- #16479 Wipe Out The Surfaris
- #16488 Breakwater / Scarlett O'Hara Lawrence Welk
- #16500 The Next Time / Violet And A Rose Wink Martindale
- #16494 Tie Me Kangaroo Down Sport / I Feel Like Crying Pat Boone
- #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

NEW SINGLES RELEASES



THE SCOOBIE SONG 16502
DANCE, EVERYBODY, DANCE
THE DARTELLS



I'VE BEEN EVERYWHERE 16506
MULE SKINNER BLUES
LUCKY STARR



CUANDO CALIENTA EL SOL 16507
(When The Sun Is Hot)
LEAVE IT TO ME STEVE ALLEN



PRETTY GIRLS EVERYWHERE 16509
BABY BABY
ARTHUR ALEXANDER

BEST-SELLING ALBUMS



TIE ME KANGAROO DOWN, SPORT
Pat Boone DLP 3534



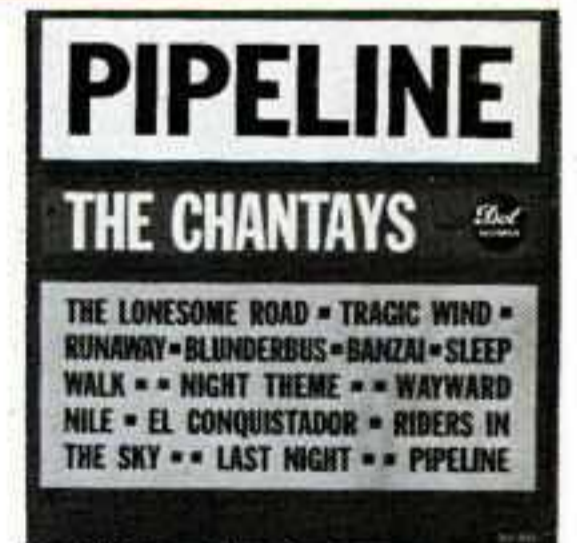
THE ANDREW SISTERS PRESENT
DLP 3529



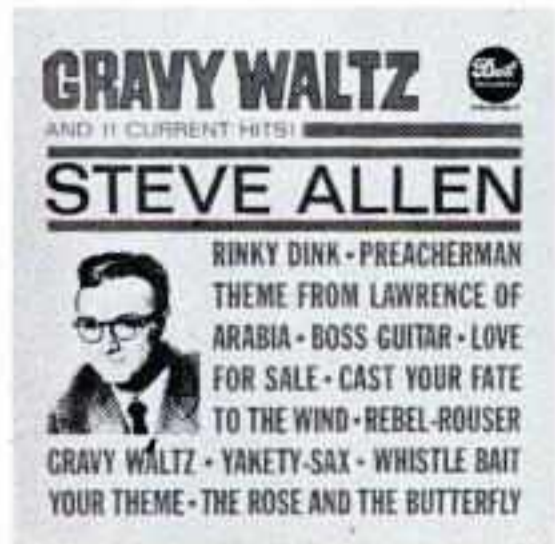
SUKIYAKI • Billy Vaughn
DLP 3523



HOT PASTRAMI • The Dartells
DLP 3522



PIPELINE • The Chantays
DLP 3516



GRAVY WALTZ • Steve Allen
DLP 3515



1963's EARLY HITS • Lawrence Welk
DLP 3510



PAT BOONE SINGS GUESS WHO?
DLP 3501



MILLS BROS. GREAT HITS (Vol. 1)
DLP 3157



1962's GREATEST HITS
Billy Vaughn DLP 3497

THE WILBURN BROTHERS

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TELL HER SO

c/w

HERE COMES A MILLION MEMORIES

31520

NEW
from
DECCA

WAYNE KING

and his orchestra

play

LONESOME - THAT'S ALL

c/w

MEET ME TONIGHT IN DREAMLAND

25606

NEW
from
DECCA

BUDDY HOLLY

sings

BROWN-EYED HANDSOME MAN

c/w

WISHING

62369

NEW
from
CORAL

... and heading for the winner's circle

JACKIE WILSON'S

exciting new hit

SHAKE, SHAKE, SHAKE

55246

on **Brunswick**
naturally

The New Hit
With the Wolf Whistle!

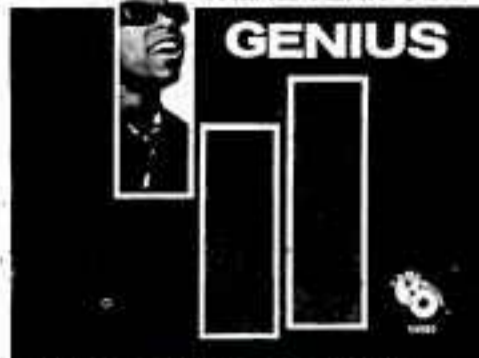
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TODAY'S TOP TUNES

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 20		Weeks on Chart
This Week	Last Week	Tune
1	1	EASIER SAID THAN DONE 5 By Linton-Huff—Published by Nom (BMI)
2	2	SURF CITY 5 By Berry-Wilson—Published by Screen Gems-Columbia (BMI)
3	3	TIE ME KANGAROO DOWN, SPORT 5 By Harris—Published by Beechwood (BMI)
4	5	SO MUCH IN LOVE 4 By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)
5	8	MEMPHIS 5 By Berry—Published by Arc (BMI)
6	4	SUKIYAKI 9 By Ei-Nakamura—Published by Beechwood (BMI)
7	12	FINGERTIPS (Part II) 3 By Paul-Cosby—Published by Jobete (BMI)
8	11	WIPE OUT 3 By Surfari—Published by Miraleste-Robin Hood (BMI)
9	6	ONE FINE DAY 6 By King-Goffin—Published by Screen Gems-Columbia (BMI)
10	7	BLUE ON BLUE 8 By David-Bacharach—Published by Famous (ASCAP)
11	13	PRIDE AND JOY 4 By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)
12	17	(You're the) DEVIL IN DISGUISE 2 By Giant-Baum-Kaye—Published by Presley (BMI)
13	14	NOT ME 3 By Anderson-Guida—Published by Rock Masters (BMI)
14	10	HELLO STRANGER 8 By Lewis—Published by McLaughlin (BMI)
15	—	BLOWIN' IN THE WIND 1 By Dylan—Published by Witmark (ASCAP)
16	19	JUST ONE LOOK 3 By Carroll-Payne—Published by Premier (BMI)
17	9	IT'S MY PARTY 10 By Wiener-Gluck-Gold—Published by Arch (ASCAP)
18	16	HARRY THE HAIRY APE 3 By Stevens—Published by Lowery (BMI)
19	29	HOPELESS 2 By Pomus-Jeffreys—Published by Brenner (BMI)
20	23	RING OF FIRE 3 By Carter-Kilgore—Published by Painted Desert (BMI)
21	15	ON TOP OF SPAGHETTI 5 By Glazer—Published by Songs (ASCAP)
22	25	NO ONE 2 By Pomus-Shuman—Published by Hill & Range (BMI)
23	—	JUDY'S TURN TO CRY 1 By Ross-Lewis—Published by Glamorous (ASCAP)
24	21	FALLING 3 By Orbison—Published by Acuff-Rose (BMI)
25	28	DETROIT CITY 2 By Dill-Tillis—Published by Cedarwood (BMI)
26	20	YOU CAN'T SIT DOWN 10 By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)
27	—	MY TRUE CONFESSION 1 By Stevens-Singleton—Published by Lowery (BMI)
28	24	MY SUMMER LOVE 5 By Hilliard-Garson—Published by Rosewood (ASCAP)
29	18	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER 9 By Tobias-Carste—Published by Comet (ASCAP)
30	—	WITHOUT LOVE (There Is Nothing) 1 By Small—Published by Suffolk-P.M.P.C. (BMI)

RECORDINGS AVAILABLE
(Best Selling Record Listed in Bold Face)

- EASIER SAID THAN DONE**—Essex, Roulette 4494.
- SURF CITY**—Jan & Dean, Liberty 55580.
- TIE ME KANGAROO DOWN, SPORT**—Pat Boone, Dot 16494; Rolf Harris, Epic 9596.
- SO MUCH IN LOVE**—Tymes, Parkway 781.
- MEMPHIS**—Lonnie Mack, Fraternity 906; Dan-Dees, Vest 8002.
- SUKIYAKI**—Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010; Clyde Beavers, Tempwood 1044.
- FINGERTIPS (Part II)**—Little Stevie Wonder, Tamla 54080.
- WIPE OUT**—Surfari, Dot 16479.
- ONE FINE DAY**—Chiffons, Laurie 3179.
- BLUE ON BLUE**—Bobby Vinton, Epic 9593.
- PRIDE AND JOY**—Marvin Gaye, Tamla 54079.
- (You're the) DEVIL IN DISGUISE**—Elvis Presley, RCA Victor 8188.
- NOT ME**—Gary (U.S.) Bonds, LeGrand 1005; Orlons, Cameo 257.
- HELLO STRANGER**—Barbara, Lewis, Atlantic 2184.
- BLOWIN' IN THE WIND**—Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368.
- JUST ONE LOOK**—Doris Troy, Atlantic 2188; Andy & the Marglows, Liberty 55570.
- IT'S MY PARTY**—Lesley Gore, Mercury 72119.
- HARRY THE HAIRY APE**—Ray Stevens, Mercury 72125.
- HOPELESS**—Andy Williams, Columbia 42784.
- RING OF FIRE**—Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
- ON TOP OF SPAGHETTI**—Tom Glazer & the Children's Chorus, Kapp 526.
- NO ONE**—Ray Charles, ABC-Paramount 10453.
- JUDY'S TURN TO CRY**—Lesley Gore, Mercury 72143.
- FALLING**—Roy Orbison, Monument 815.
- DETROIT CITY**—Bobby Bare, RCA Victor 8183.
- YOU CAN'T SIT DOWN**—Dovells, Parkway 867.
- MY TRUE CONFESSION**—Brook Benton, Mercury 72135.
- MY SUMMER LOVE**—Ruby & the Romantics, Kapp 525.
- THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER**—Nat King Cole, Capitol 4965.
- WITHOUT LOVE (There Is Nothing)**—Ray Charles, ABC-Paramount 10453; Ray Peterson, Dunes 2025.

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LOVE YOU"**
2196

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**"THIS IS
THE END"**
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BIG EASTERN BREAKOUT
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HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama, Buenos Aires)

Table with 2 columns: This Week, Last Week. Lists Argentine hits like PUNTE PEXOA, MIRA COMO ME, BALANCEO, etc.

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Australian hits like MOVE BABY MOVE, IT'S MY PARTY, TAMOURE, etc.

BRITAIN

(A special list prepared prior to publication by the New Musical Express, London)

Table with 2 columns: This Week, Last Week. Lists British hits like I LIKE IT, ATLANTIS, I'M CONFESSIN', etc.

Table with 2 columns: This Week, Last Week. Lists international hits like WELCOME TO MY WORLD, TWIST AND SHOUT, SCARLETT O'HARA, etc.

CHILE

Table with 2 columns: This Week, Last Week. Lists Chilean hits like DILE A EL (TELL HIM), EL PATITO-LA CHICA DEL PULOVER, etc.

EIRE

(Courtesy Irish Times, Ltd., Dublin)

Table with 2 columns: This Week, Last Week. Lists Irish hits like I LIKE IT, WELCOME TO MY WORLD, TAKE THESE CHAINS, etc.

FRANCE

Table with 2 columns: This Week, Last Week. Lists French hits like L'ECOLE EST FINIE, EN ECOUTANT LA PLUIE, LES BRAS EN CROIX, etc.

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Walloon/Belgian hits like SANS TOI MAMIE, L'ECOLE EST FINIE, JE ME SENS BIEN/ELLE, etc.

HOLLAND

(Courtesy Platennieuws, Amersfoort)

Table with 2 columns: This Week, Last Week. Lists Dutch hits like BUONA NOTTA BAMBINO, LUCKY LIPS, BLUME VON TAHITI, etc.

HONG KONG

(Courtesy KOL Israel Broadcasting) *Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Hong Kong hits like I WILL FOLLOW HIM, IF MY PILLOW COULD TALK, I WILL FOLLOW HIM, etc.

ISRAEL

(Courtesy KOL Israel Broadcasting) *Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Israeli hits like NEIGHBORHOOD SONG, FROM ME TO YOU, LUCKY LIPS, etc.

Table with 2 columns: This Week, Last Week. Lists Italian hits like MR. BASS MAN, HOW DO YOU DO IT, YELLOW ROSES, etc.

ITALY

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

Table with 2 columns: This Week, Last Week. Lists Italian hits like CUORE/IL BALLO DEL MATTONE, QUELLI DELLA MIA ETA', IL TANGACCIO, etc.

MEXICO

(Courtesy Audiomusica) *Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Mexican hits like DE MIL MANERAS, LLEGO MORRACHO, MEDIA VUELTA, etc.

PERU

(Courtesy La Prensa, Lima)

Table with 2 columns: This Week, Last Week. Lists Peruvian hits like ENSENANDO BOSSA NOVA, LA PERA MADURA, ACEPTARE, etc.

PHILIPPINES

Table with 2 columns: This Week, Last Week. Lists Philippine hits like KISS ME QUICK, RHYTHM OF THE RAIN, JUST FOR TONIGHT, etc.

Table with 2 columns: This Week, Last Week. Lists South African hits like PROMISE OF LOVE, LET'S GO STEADY AGAIN, I'LL FOLLOW HIM, etc.

SOUTH AFRICA

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

Table with 2 columns: This Week, Last Week. Lists South African hits like LUCKY LIPS, BLUE TRAIN, I WILL FOLLOW HIM, etc.

SWEDEN

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists Swedish hits like LUCKY LIPS, AMAPOLA, SANDY, etc.

URUGUAY

(Courtesy Discometro Mundial)

Table with 2 columns: This Week, Last Week. Lists Uruguayan hits like BLAME IT ON THE BOSSA NOVA, PUNTE PEXOA, ADIOS MUNDO CRUEL, etc.

VENEZUELA

(Courtesy Radio Caracas)

Table with 2 columns: This Week, Last Week. Lists Venezuelan hits like RECUERDOS, DOS CARAS, AL DI LA, etc.

International NEWS REPORTS

Peppino de Capri Wins Cantagiuro March Home

By SAM'L STEINMAN

FIUGGI, Italy — Peppino de Capri, the favorite, won top place in the Second Cantagiuro, Singing Tour of Italy, which completed 15 days of competition, covering 13 Italian cities, by an overwhelming vote of the jury of 25 here. He sang "I Believe You" and won by 21-4 over the other finalist, Little Tony doing "If I See You With Someone Else."

While the winner records for Carisch and the runner-up for Durium, the final night's competition saw the formidable RCA group enter with three of the eight quarter-finalists, Nico Fidenco, Donatella Moretta and Gino Paoli. Others in the last eight were Luciano Tajoli, Juke Box; Giacomo Rondinella, Fonit, and Nunzio Gallo, Vis-Radio.

In addition to the principal event, which was held in the open air park of the famed Fiuggi spa 45 miles south of Rome, with an audience of more than 2,500 present, the inevitable competition for newcomers took place. RCA, already loaded with Italy's top singing names, came up with another youthful winner, Michele, singing "If You Would Allow Me." He registered 14 votes against a young Durium artist, Isabella Jannetti, who records for Royal, a Durium subsidiary.

Most of the songs in the competition which were sung every night in a different locale by the 16 competitors in each part of the tour, were recorded and extensively distributed during the two-week period. Emphasis to the importance of the event, organized by Ezio Radaelli, former organizer of the San Remo Song Festival, was the fact that the entire final competition was telecast on the mostly seen Italian channel, the National. Guest of honor at the final was Adriano Celentano of Clan Records who won the initial event a year ago. Donatella Moretti who won the newcomers test lasted until the semi-final this year in the senior event, losing out to Little Tony.

EMI INSTITUTES EXEC CHANGES

LONDON — A number of changes have taken place on the executive level at EMI. The moves, which will be effective come this fall, have the company's managing director, L. G. Wood, assuming responsibility for the commercial activities of the International Commercial and Repertoire Department. Geoffrey Bridge, who is currently general manager of the overseas division, becomes deputy managing director of EMI and his responsibilities for the overseas division go to Bill Sanford, currently director of personnel and organization. Marketing manager Ron White takes over the international department directly under Wood; this is a particularly significant appointment.

AUSTRALIA

Surfers Disk in Greener Waters

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

Philips Records are the first Aussie company to promo a surf disk. Paul Turner, N.S.W. Record manager, has sent a package to disk jockeys in all states which includes a pair of swim shorts, a surfboard and a bottle of instant bleach plus the surf hand book of words and the single "Surfies Stomp" by Elliot Shavers from Zandan Records, an offshoot of World Pacific. EMI scheduled the Liberty single "We're Goin' Surfin'" by The Wallers July 11.

"55 Days at Peking" theme recording session is one of the most costly ever put down by

NAIL DISK SMUGGLER

But Traffic Has Cops in Spin

By CARL MYATT

HONG KONG—The record piracy question came to light again this week, emphasizing the tremendous task facing law enforcement officers here. A police party intercepted a goods truck on one of Hong Kong's main highways and confiscated 7,919 LP's hidden inside sealed tins and baskets.

The owner of the vehicle, a Chinese named Wong Tai-sin who claimed he was a record

dealer, admitted the disks were his. Later in court, where he was charged with infringing copyright, Wong admitted that the records had been purchased from seamen who had smuggled the disks into Hong Kong from Taiwan.

Wong had bought the records at H.K. \$1.70 and would have sold them for H.K. \$1.90. The record, as manufactured by legitimate record companies here, would have been sold on the market for H.K. \$16.

The magistrate imposed a

H.K. \$500 fine on Wong. Heavy fines such as this however are not likely to deter the men who deal in pirated records—now a big business. The manner in which these records can be smuggled in are countless and with the never ending flow of people to and from Hong Kong, lawmen cannot possibly hope to cover every route.

Many here believe the answer to the problem lies with the Taiwan Government which must stop illegal record manufacturing plants from operating.

Festival. It stars Rob E. G. . . . Col Joye album titled "Classics of Rock." . . . W. & G. Records is releasing the Bunny Paul record of "Only Young Once" leased from Gordy. . . . Pike Records has "Kissing on a Mountain" by Tommy Dee and James Gilreath's "Lollipops, Lace and Lipstick."

Slim Dusty album entitled "Songs in the Saddle," the Cliff Richard single "Lucky Lips" scheduled for release July 11. . . . RCA issued the new Vik label also the new Presley single "Devil in Disguise." . . . Festival introduced the first release of imported Vox albums from France and America. . . . English disk man George Wilcox has settled in Sydney. . . . "Out-a-Space" by the Spotnicks, was released on W. & G. and licensed from Oriole Records, London. This LP has done outstanding business during the past six months. . . . Lonnie Lee is attempting a comeback.



BRAIN TRUST: Constantin Th. Metaxas (left), former manager of Deutsche Gramophon in Berlin, has been appointed general manager of the recently founded Discos Universales, the first company established by DGG in Latin America. The new company will distribute, among other labels, DGG, Archiv, Polydor, Philips, Fontana, Mercury, MGM and Verve. It will also record Mexican music under the Polydor and Philips labels. Pictured with Metaxas is his sales manager Guillermo Burckle.

BELGIUM

What's With U. S. Catalog?

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Mrs. Frank Chalmers and Ken East from EMI's Overseas Division were in Brussels to carry on discussions with John Kirsch, chief director of EMI, Belgium, about the problems of American catalog.

On the Belgian coast, many English tourists are buying Richard Anthony's "Donne-moi ma chance." Anthony flew to London where he recorded the English version of the same song entitled, "Too Late to Worry." . . . The biggest of the new releases is Paul Anka's album "21 Golden Hits" on RCA. Anka fans, unable to buy his old records some time ago,

for they disappeared from catalogs, now have them all on one LP. Paul's new single, "Hello Jim," is also on the market, as is Elvis Presley's "Devil in Disguise." . . . Will Tura introduced his latest recording "Zeg, ben je bang voor mij" before the cameras of Flemish TV.

BRITAIN

Warner's Weiss Wheels Widely

By CHRIS HUTCHINS
News Editor
New Musical Express

Warner Brothers International Director Bobby Weiss has been particularly active on a visit to London. At Decca he made plans for his label's autumn schedule of LP's here including a new Everly Brothers album to coincide with their visit which starts September 29. At EMI Weiss had talks with Frank Chalmers which are expected to advance the British firm's overseas deal for distributing the Warner product by taking in Columbo. He went on to see Vic Lewis of the Blackburn-Lewis Agency and began negotiations for Bob Newhart, Joanie Sommers and Alan Sherman to fulfill engagements here later in the year. One plan is for Newhart to play a short season at



NEW JOB: Louis Benjamin has been elevated to the position of managing director at Pye Records, up from his previous post as sales controller.

London's Prince of Wales Theater.

More plans are being laid for U. S. stars to feature in British television spectaculars this fall. Sammy Davis is due back August 30 to star in the first of his one-man shows under the deal he signed in May with BBC-TV. The show is almost certain to clash with another spectacular on ATV's independent channel starring Frank Ifield from the Prince of Wales.

Granada-TV will telerecord Sarah Vaughan's concert with the Count Basie band on September 26 for screening at a later date and Bobby Rydell is confirmed for an appearance on ATV's "Sunday Night at the London Palladium" (his third) in November when he visits for a tour and the London premiere of "Bye Bye Birdie."

The Leonard Bernstein musical "On the Town," which opened at the Prince of Wales on May 30—19 years after its Broadway debut—came off on July 15 after just 52 performances. It received generally lukewarm reviews. . . . Arthur Lewis, currently responsible for the smash-hit "How to Succeed in Business Without Really Trying," announced that he will stage Ron Moody's musical "Joey Esq." here later in the year.

Jeff Kruger has signed a deal for his Ember product to be distributed in France, Germany, Italy, Australia, India and Pakistan by EMI. The deal is for masters to be pressed in selling countries. Kruger says a major American tie-up is pending and will be announced shortly. His latest, Larry Moon's "Tijuana Ball," was issued on Big Top. . . . In Paris Frank Chalmers had an advantageous meeting with Paul Claude about EMI issuing Vogue in overseas territories. In Belgium Chalmers had talks with M. Janssens and G. Matens of Sobedi about the exploitation of their Olympia



TEEN JOCK: One of the leading young jocks in the Netherlands is 18-year-old Jos Brink, whose AVRO show recently celebrated its fifth anniversary.

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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.

and Newtowne labels in Greece. . . . EMI has concluded an agreement with Vis Radio of Naples to handle their product in Greece.

Visitors

Petula Clark was here from Paris to record in French and telerecord two programs. She said that in October she begins work on her first French film, "The Drawn Knives," for which she has also penned the complete score. . . . **E. F. Wyngaard**, of EMI, Nigeria, is in for talks at the London head office. . . . From South Africa **Alec Delmont** of Gallo is in for his annual visit to the Decca head office. And reporting to the same office is **Frazer Janison** from Montreal. . . . **Tommy D'Amato** has arrived from New York to record some more Phase Four material at the Decca Studios, mainly for U. S. release. . . . **George Chakiris** arrived July 15 to make a new film, "633 Squadron," and took part in a charity show at the London Palladium on Thursday (18).

First British artist to be signed by Buena Vista, **Maureen Scott**, had her debut disk issued here on the HMV label, "He's so Near." She was inked by the company's vice-president **Jimmy Johnson** after he heard her singing in a London nitery. . . . **Ted Heath** has signed his ork with Decca for another five years. . . . On Pye here the **Saints** have covered the **Safaris** big American hit, "Wipe Out."



EIRE

Gaelic Movie Score a Seller

By **KEN STEWART**
Irish Times, Ltd., Dublin

Sales of **Sean O'Riada's** EP of music from the score of the movie "Mise Eire" has exceeded 7,000 copies to date—an outstanding achievement for Gael-Linn, the Irish language disk company. At Valencia, Spain, two years ago, "Mise Eire" won the award for music of national character in an international film contest.

Radio Eireann's Carolan Prize Competition 1963, was won by **John Purser**, a Scottish-born writer of Irish extraction. The contest was open to Irish composers who were asked to submit an orchestral work in the theme and variations form.

"Breakfast at Tiffany's," the **Audrey Hepburn** movie originally banned by the Irish censor, was premiered at the Adelphia, Dublin, to aid the Actors' Church Union. Local disk artist **Mark Dwayne** emceed a variety show which preceded the film. Track album is issued by Irish Record Factors, Ltd. . . . **Brian Poole and the Tremeloes** guested on Telefis Eireann's new "Showband Show" and performed their latest Decca record, "Twist and Shout." . . . **Neil Sedaka**, whose last major hit here was with "Breaking Up Is hard to Do," has been signed for an Irish tour later this year.

GERMANY

New Movie Set For Hamburg Deb

By **CHRISTIAN TOERSLEFF**
48 Uhlenhorster Weg
Hamburg 22

The film-musical "Heimweh nach St. Pauli," starring **Jayne Mansfield** and **Freddy Quinn**, is going its opening performance on August 29 in Hamburg. The main song recorded by **Freddy Quinn**, music by **Lotar Olias**, lyrics by **Walter Rothenburg** (former box-manager of **Max Schmeling**), sold more than a million records recently.

Hans Lieber, president of Teldec and **Artur Waizenegger**, sales manager of Teldec, left Germany for New York for discussions with RCA and London Records. . . . Top song "Sukiyaki" now was also recorded and released in a German version with **Yvonne Carre** on Teldec and with the **Blue Diamond** on Philips. . . . The current big American hit "Ring of Fire" with **Johnny Cash** on Columbia in the U.S.A. is being handled by **Paul Siegel's** Musikverlag. **Ralf Bendix** on Electrola is making the German version. . . . **Guenther Hellgardt**, head of the foreign department of Nippon Grammophon, visited Hamburg discussing new sales methods in Japan. . . . **Greta Keller** came from New York to Hamburg, negotiating stage performances and made her "One Woman Show" for the WDR Radio station in Cologne.

On July 2 **Caterina Valente** got a Golden Record for her co-operation on the million-sold

LP "All Star Festival," produced by the High Commission of UN. . . . **Eberhard von Berswordt** took over the management of the pop repertoire of Ariola Sonopress in Guetersloh. . . . CBS in Frankfurt released first German version of "Locomotion," sung by **Susie Doree**. **Pablo Casals** in Berlin September 5.

LP Part of Big Checker Tour

By **JIMMY JUNGERMANN**
102 Ismaninger St., Munich 27

Chubby Checker will tour Germany. After concerts in Hamburg on August 2 and 3, he will tour Germany from August 27 till September 8. His German manager is **Karl Buchmann**. The Ariola label will produce an album "Chubby Checker in Germany."

Two themes from U. S. TV shows were on top of June's Hit Parade, produced by the Second German TV network: "Bonanza," sung by **Fred Bertelmann**, and "77 Sunset Strip," played by **Max Greger** and his big band. "Bonanza" is on the market now with these records **Ralf Paulsen** on Electrola, **Udo Spitz** on Tempo, **Johnny Cash** on CBS, **Will Glahe** on Decca, **Papa Bue** on Philips; music from "77 Sunset Strip" is offered from Warner Bros., Somerset and Brunswick.

"Komm Mit Auf Den Rummelplatz" is the title of a new film musical produced by Melodie Film in Berlin for the Second German TV network. The stars are **Dalida** from France, **Jimmy Makulis** from Greece and **Jan & Kjeld** from Scandinavia. . . . U. S. composer, pro-

ducer, pianist, arranger, **Burt Bacharach**, who signed an exclusive contract with the Kapp label, is the arranger of **Marlene Dietrich's** two new German songs, "Bitte Geh Nicht Fort" and "Fuer Alles Kommt Die Zeit," on Barclay. . . . **Mikulski** released a dozen brand-new CBS albums, featuring **Doris Day**, **Frankie Laine**, **Percy Faith**, **Andre Previn**, **Mitch Miller**, **Ray Conniff**, **Robert Goulet** and others.

HOLLAND

Negram Distrib Pye and Kapp

By **SKIP VOOGD**
Joh. Camphuysstr, 189,
The Hague

Monday (15) is official start of the Negram's distribution of the American Kapp label and the British Pye label. Negram manager is **Robert Oeges**, and **Kenny Ball** is the first artist being offered.

Bovema's Capitol label has issued the "Sukiyaki" world wide contender in a special cover. The same firm is exploring the feasibility of showing American surfin' star **Dick Dale** on TV here.

Bill C. Slinger, president of Artone, acquired the **Berry Gordy**, Tamla-Motown catalog for release here and through the Benelux countries. The **Contours** and a forthcoming **Marvin Gaye** are the latest.

Jack Hammer proved quite a hit on the first of the Vara TV series show "30 Minutes for



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SUITE 326

Teen-agers." Starring with Hammer was **Angelo Biondi**. . . . **Chubby Checker** will be in Holland to do two shows August 4. Special 10-inch LP is ready to tie in. It features all the twisters hits.

New Dutch instrumental group on the scene is the **White Comets** on Philips. Basart-Novaton is publisher of **Peter Hinnen** vocal of "Siebentausend Rinder" Ariola hit Dutch version by **Simon Sint** and **Ria Valk** is on Philips. . . . Leeds handling two British hits "I Like It" and "Forget Him."

Dutch Broadcasting started a contest for composers and lyricists. "Astrologish" came up the winner written by **Gerrit den Braber** and **Joop Stokkermans**

and **Basart** has the rights. . . . The German festival winning tune "Ich Will Nen Cowboy Als Mann," sung by the winning singer **Gitte**, has been issued here. She has also cut a Dutch version of the same song. It is available on **Bovema**, as are new singles from the Atlantic hit list by **Barbara Lewis**, **Solomon Burke** and the **Drifters**, etc.

Conny Froboess has added another gold disk. . . . New **Dovell** and **Essex U.S.** disks available on **Artone**. . . . Same label's **Funckler** wing got **Dinah Washington's** "Soulville" on the "Top or Flop" TV disk panel show. Same label has a local version of "On Top of Spaghetti" by **Rijk de Gooyer**.

ITALY

Original Cast LP Is Very Original

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

Broadway and Toronto will see their first **Pietro Garinei-Sandro Giovannini** musical in January when "Rugantino" will be imported with its entire cast by **Alexander H. Cohen** to be shown with subtitles. The original cast LP featuring the music of **Armando Trovajoli** is

expected to be duplicated on an American label. It was issued here by **CAM** and distributed by **Durium**.

Frank Folsom, former RCA president, here for Vatican events in capacity as official Vatican representative to International Atomic Energy Conference in Vienna. . . . Directory of light music festivals prepared by "Musica e Dische" lists 204 different such events which were held during 1962, mostly in Italy. Latest example is one devoted to songs of tourism at **San Benedetto Del Tronto** where 147 entries were received. **Wilma De Angelis** sang winning song. . . . **Dominator** is new label prepared by **Vis-Radio** of Naples with first numbers by **Johnny Danora**.

Aberbach reports that "Kisses," the Italian version of "Things," is now available on seven different disks. . . . **Delia Scala** will appear on new "Smash" TV show before beginning rehearsals for "My Fair Lady" in Italian. . . . **Cricket** has issued LP entitled "Souvenir of Venice" with five soloists playing tunes about **Lagoon City**.

New TV show, "33 rpm" has already signed **Franco Nebbia**, **Lou Monte**, **Nini Rosso** and **Jula De Palma**. . . . **Gigi Cichellero** who doubles as artistic director of **Phonogram** has recorded two **San Remo** winners for **Polydor**, one of his company's labels. . . . **Billy Vaughn** with "1962's Greatest Hits" is a new **Decca** LP here. . . . **Press** is talking about **CGD's** sexy jacket for "Same Beach, Same Sea" by **Piero Focaccia**. Same song has also been recorded by **Mina** for **Italdisc**. . . . **Cetra** may be introducing the Italian equivalent of **Calypso** with **Otello Profazio** singing "The Friars of Mazzarino," referring to a recent extortion trial in Sicily involving a group of monks. . . . **Graz, lots!**

cana, will spend the last two weeks of July in **Baranquilla** and select new melodies from **Columbia** to be later recorded by Mexican artists.

NORWAY

N.Y.C. Sends Out Call for Folk

By **ESPEN ERIKSEN**
c/o **Verdens Gang**, Oslo

A/S **Nera**, Norwegian representatives for **RCA-Victor** and **Telefunken**, this week shipped their newest Norwegian folk material to **RCA** in **New York**, as requested by headquarters. **Nera** had been asked to send over product suited for the **Victor International Folk Singer** series. This LP is called "Fra fjell og dal i kvardag og fest" and is compilation of music from 12 new EP's recently issued here by **Nera**. It consists of genuine Norwegian folk tunes performed by such artists as **Hans Brim**, **Odd Brakkerud**, **Johannes Dahle**, and **Karoline Bergseth**.

John Johanson, a.&r. manager of **Nera**, has discovered two new singing talents in **Norway**, a German girl of Norwegian descent, **Barbel Geitvik**, and a young man from **Oslo**, **Kjell Nordvik**. This fall **Nera** plans to introduce the **Dynagroove** records, issuing 10 LP's.

Egil Monn Iversen A/S has also issued an LP of pop folk music. **Alf Blyverket's** orchestra plays 12 of **Norway's** best loved evergreens on **Triola**. Same label has **Wenche Myhre**, singing "En snerten snelle" b/w "Bli med ut og fisk, the **Shufflers**, has recorded "Flight Seven," also American recording artists, **Dartells**, **Cascades**, **Johnny Cymbal**, **Billy Vaughn**, **Chantays**, **Rick Nelson**, **Everly Brothers**, **Fats Domino**, and **Pat Boone**.

SPAIN

Sun Brings Out The Big Stars

By **RAUL MATAS**
32 Av **Jose Antonio**, Madrid 13

Summer and tourists bring the big stars to this country each year. **Petula Clark**, **Claude Francoise**, the **Ink Spots**, **Maria Candido**, **Luis Mariano**, **Dalida** and **Lucho Gatica** arrived last week. Again **Duo Dinamico** is back. **Luis Aguile** (from Argentina) made a brilliant showing at **Florida Park** after his TV debut, and **Los Siete de Oro**, also an Argentinian musical group, scored. . . . **Maria Helena** from **Brazil** will participate at the **Festival del Duero** (Portugal and Spain will again compete in **Aranda del Duero**).

Manuel Villareal, CBS's manager in Mexico, arrived here to talk with **Jose Manuel** and **Luis Vidal**, heads of **Hispavox**. . . . **RCA** launched the **Victrola** series for only 175 pesetas (less than \$3) an LP. . . . **Demetrio Gonzalez**, outstanding ranchero singer from Mexico, sent greetings through **Discoteca Pan Americana**, the **deejay** show done by the Chilean disk jockey **Ivan Silva** from the **Pan American Union** in **Washington, D. C.**

Spain is not usually one of the first countries to recognize an international hit, but in the case of **Kyu Sakamoto's** "Sukiyaki" **EMI** affiliates here released it last January.

MEXICO

Discos Mexicanos Is Reorganized

By **OTTO MAYER-SERRA**
Apartado 8688, Mexico City

Nearly 100 elements (dancers, chorus, marimba and mariachi players, Indian instruments, military band, etc.) participated in a new recording for **RCA** by **Amalia Hernandez** and her folk ballet, done under the supervision of **Mariano Rivera Conde**, vice-president of **RCA Victor Mexicana**. The LP will be available in the U. S. when the ballet opens August 8, in **Santa Barbara, Calif.** Its four-month tour all over the U. S. and **Canada** is under the management of **Sol Hurok**.

Rogelio Azcarraga, president of **Disco Mexicanos**, incorporated into his record company the distribution of the complete line of **Motorola** (radios and TV receivers). A reorganization of **Discos Mexicanos** is under way. **Paco de la Barrera**, artistic director, and **Hector Martinez Anaya**, sales manager, left the company. The former was replaced by **Jose de Jesus Hinojosa**. **Alejandro Siegrist**, general manager, turned in his resignation, but will stay for several months until the reorganization is completed.

RCA Victor and **Musart** each will issue a three-record album by the late **Luis Arcaraz**. . . . **Musart** will press their eighth LP of **Gloria Lasso** (**Pathe Marconi**) and a disk called "Stars of the Tango" (**Odeon Argentina**). . . . **Felipe Valdes Leal**, artistic director of **CBS Mexi-**

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New York 'Good Guys' Show Way With Station 'Team' Idea

By GIL FAGGEN

NEW YORK—If you want your station to have a strong and individual image, and yet you are not anxious to return to the days of the big name, powerhouse deejay of the type who existed before the payola investigations of 1959, try the "team" concept. Many stations who have tried it have discovered that the team idea helps a listener identify easily with the station, gives the station a potent personality and makes sponsors feel their products receive a special touch under the hands of members of the team.

What's the team concept? Well, one illustration of this operational togetherness is New York's WMCA.

Here the effect is obtained through an over-all theme—"good guys." The WMCA men—Joe O'Brien, Harry Harrison, Jack Spector, Dan Daniel, "B.M.R." and Don Davis—do a group sing-a-long on their own station jingles, engage in informal and impromptu cross-plugging of each other's shows and invite the listener as well to join the team through contests and gimmicks like giving out more than 11,000 WMCA Good Guy sweatshirts.

The team concept, while allowing complete programming control by management, encourages the emergence of the personality of the deejay and fosters internal morale.

Personifying the WMCA breed is a huffer puffer who is blowing them down in the New York area. He is no big bad wolf but rather a "WMCA Good Guy" called by his followers "B.M.R.—Our Leader."

Long Voyage Home

B. Mitchel Reed joined WMCA the long way—through jobs in Los Angeles and Crowell-Collier's KFVB. He holds down the 7 to 11 p.m. slot entitled "The Wide, Wide Weird World of B.M.R."

Reed's mile-a-minute delivery is one of the fastest in radio today. In between breaths "B.M.R." gives fans a toot on his magic zapping horn. Reed's comeback to critics of his rapid delivery is: "I'm not talking too fast, you're listening too slow."

Though WMCA's play lists is comprised of records selected by program director Ruth Meyer, music director Joe Bogart, his assistant Frank Costa, and a deejay, Reed is allowed a special formula designed to capture the fickle younger set. "B.M.R." programs 16 records an average hour, which includes 6 "oldies," 8 from WMCA's

Big Radio Push For Marilyn Film

NEW YORK—A saturation radio advertising drive will spearhead a promo campaign for the New York area launching 20th Century-Fox's "Marilyn."

The picture, narrated by Rock Hudson and tracing the actress' rise to stardom, will be backed by 20th Century-Fox Records.

The radio campaign will embrace WOR, WNEW, WABC, WINS, WNBC, WMCA, WPAI and WOXR, utilizing commercials tailored for delivery by leading disc jockey personalities.



B. MITCHELL REED

top 25, 1 "sure shot" (pick hit) and/or his own personal prediction.

Reed's and WMCA's concentration on selected records and new releases has made the station a top breakout outlet for record product.

The station's programming list looks like a Dow-Jones sheet. Music director Joe Bogart has a list of the top 25, plus 45 to 55 others. Former "sure-shots" get proportional extra exposure throughout the day—once every three hours—while current "sure shots" are scheduled once every two hours.

Coupled with the station's increasing success in exposing records is the "good guys" involvement with their audience. "B.M.R." carries on a swap-shop where he will trade anything for a good guy sweat-shirt.

Joe O'Brien, WMCA's waker-upper and Dan Daniels, who does the 4 to 7 p.m. drive home stanza, enlist hundreds of listeners as traffic reporters who call in daily. All such reports are aired with the reporter's name. O'Brien announces weddings, birthdays and special personal events for listeners to his morning show. Something surprising for a market the size of New York.

WMCA's concept of listener participation builds listener loyalty is carried through in its special programming. "Call For Action" enables the citizens of Greater New York to call WMCA and receive information and help on almost any civic problem from trained volunteers.

The station frequently backs up its editorials with a documentary series scheduled across-the-board. Under the Straus Broadcasting Group's president, R. Peter Straus, and WMCA vice-president and general manager, Stephan Lubunski, the station has achieved a national

(Continued on page 32)

ALL HANDS ON DECK FOR WNEW BIRTHDAY PARTY

NEW YORK—WNEW Radio will start celebrating its 30th anniversary of broadcasting with a huge star-studded "thank you" show at Madison Square Garden Wednesday evening, July 24.

The Garden gala will launch six months of festivities leading up to the station's birthday, February 3, 1964.

Frank Sinatra Jr., Steve Lawrence and Eydie Gorme, Peter Nero, Vic Damone, George Maharis, Phil Foster, Jack Jones, Robert O. Lewis, Teri Thornton, Jerry Vale, Della Reese, Buddy Hackett, Martin Block, the Seven Epics and Rosey Grier, the New York Football Giants and the Tommy Dorsey orchestra with Ziggy Elman, Helen Forrest and the Pied Pipers, as well as the Si Zentner and Sy Oliver orchestras, among others, are slated to entertain.

All proceeds will be donated to the Musician's Aid Society which provides funds for needy aged musicians.

programming newsletter

By BILL GAVIN •

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

AS SOME OF OUR READERS KNOW, I publish a weekly programming guide for radio stations. In the June 21 issue I commented in part: "During the recent graduation period, I haven't heard—or heard about—and tributes being paid to honor students or to scholarship winners. . . . One problem in our public schools is a growing indifference to scholastic achievements. In certain strata of teen life, good grades are regarded as a social class stigma, and something to be avoided."

"Recognition by a top 40 station of scholastic merit would do a great deal to counteract this virus of indifference to educational values. It's about time that radio stations with large teen-age audiences let it be known that they are on the side of good learning and good citizenship on the part of the school population."

There are some stations already leaning in this direction. Allison J. Wiman, public affairs director of KFVB-Los Angeles, calls attention to its "substantial public service feature" called "Discover Education." Beginning last October, hourly announcements were broadcast by such distinguished voices as the governor, the mayor, various college presidents and professors. These community leaders underlined the practical values of education and urged continued schooling. More than 15,000 copies of a booklet, "You and Your Career," were given away to listeners requesting them.

During a six-week period, KFVB presented a "Graduation Hall of Fame," featuring names of outstanding graduates and class officers. Red Jones, program director of WDG, Minneapolis, reports on a Dollars for Scholars pioneered in May of this year. Ten thousand Twin Cities students responded to invitations to mail in



Radio-TV

PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER



ACTRESS PATSI KING is among the 11,000 wearers of WMCA "Good Guy" sweatshirts. Wake-up personality, Joe O'Brien, no doubt appreciates the whole idea.

CBS Radio Lists 'History in Sound'

NEW YORK—"History in Sound," a descriptive listing of some 4,000 recordings of CBS radio broadcasts that document the crucial years from the ascendancy of Hitler to the Cuban crisis, has been published by the University of Washington Press, Seattle. The recordings described in the 648-page book range from news programs through talks to drama and entertainment.

BANDSTANDS? WHERE, WHERE?

NEW YORK—As a result of last week's feature on the future of television bandstand-type shows there have been many requests for a cross-country listing of these shows. Television stations are invited to send this information to TV Editor, Billboard, 1564 Broadway, New York, N. Y., 10036.

cards with their names and addresses. Twice a day for a week names were called (from the cards) to phone in their "registrations." The 30 winners then were asked to bring in their report cards at the end of the year. WDGY paid \$5 for each "A" and \$2.50 for each "B." Follow-up letters went to the schools of the winners, offering congratulations.

It must be assumed that there are other top 40 stations in North America which have made similar gestures recognizing and encouraging educational values. Even so, the number of stations that ignore their responsibilities in this area is disturbingly large.

Top 40 stations, and their DJ's, have enormous prestige with teen listeners. It is an influence which is all too often carelessly—sometimes selfishly—used. Promotions and contests are designed as audience builders. Hops and contests are promoted for profit.

There is certainly nothing wrong with either big audiences or big profits. What is wrong is the endlessly wasted opportunity to help the teen-ager become a better member of his community. I have yet to hear of a station that has sent a representative to consult with juvenile authorities and with the counseling and guidance people at the high schools, with the question: "What can we do to help?"

IN SPITE OF an alarming growth of juvenile delinquency, the vast majority of our young people are not delinquents and never will be. They are mostly in search of a value system that will conform to their experiences. Radio could help. It is a vast, unexplored area, replete with opportunity for genuine public service.

After all, it is the teen group that helps build big top 40 audience ratings. In return for their support, it seems only fair that their radio beneficiaries do something worth while for them.

equipment newsletter

Silly Season On in Phono Field

By DAVID LACHENBRUCH • Billboard Contributing Editor • Editorial Director, Television Digest

SILLY SEASON is here in the great Home Entertainment Industry. Actually, it's always here, because there are four of them a year. There will be five as soon as some enterprising company can figure out how to squeeze another one in—preferably between fall and winter, when business is good. Here are some examples of what we mean!

A few years ago, complete anarchy prevailed in the packaged phonograph industry with regards to claims about power output. Most firms used "peak power output," in order to make power seem as astronomical as possible. Since "peak power" means very little, everybody wanted everybody else to stop the peak-power race. "I'll stop if he does" was the rallying cry.

It became obvious that a specific standard for power output, in order to make power seem as astronomical phonograph manufacturers who were members of the Electronic Industries Association decided to do something about it. After much deliberation, experimentation and discussion, they came up with a workable standard. It meant something. It provided a standard of comparison. It was the answer to the industry's prayer. It was called "Music Power Output."

So now that we have a good, workable standard, what do we see in the industry's advertising material? Something brand new. It's called—of all things—"Peak Music Power Output."

THE SAD STATE OF SOLID STATE: We seem to be going through a wave of transistorization for transistorization's sake. Granted, solid-state circuitry has some important advantages. From the standpoint of mass-market consumer products, the principal ones are compactness, light weight, low power drain, generally higher reliability.

Where cost is no object, many audio engineers feel transistor circuits can produce superior fidelity. But even among experts, tube amplifiers have their adherents.

We can think of many items which are suitable candidates for transistorization. Portable phonos, yes. But stereo consoles are near the bottom of the list.

Miniaturization, light weight—the console needs them like a hole in the speaker. Low power drain? Who buys a \$750 console to save 7 cents a month on electricity?

High reliability, cool operation. That's the ticket! Or is it? If there's anything around the house that rarely needs repairs, it's the old-fashioned vacuum-tube hi-fi. Is the industry raising the spectre of unreliability and casting unwarranted aspersions on its own fine product?

Even assuming that transistorization might result in superior sound reproduction, we submit that other improvements could be made which would result in a greater gain. How about tackling the real weak link in the chain—the speaker system?

OVERSPEAKERIZATION: 13 glamorous loudspeakers—count 'em—13! This is a great selling-point, but it doesn't necessarily make the best music. The peak-power race is accompanied by a loudspeaker race. Speakers are multiplying like rabbits. But as speakers multiply, too often speaker magnets divide. Won't the industry eventually get to the point of diminishing returns in speakerization? Where is that point? Does it occur when a console is so studded with speakers there's no place for another one?

The package phono industry has taken many cues from the component people. Unfortunately, it doesn't seem to have done much studying of component speaker systems. At \$100 to \$300 each, the fine speaker systems of such companies as AR, KLH and EMI have two, three or four speakers per cabinet. Actually, the customer can get more speakers per dollar by buying packaged equipment. Therefore, he must be getting something else for his money. Something, maybe, like sound quality?

How about putting console speakers in acoustical enclosures? We admit this is a radical new idea, but it works. Two major package phono makers have done this for the first time this year. We hope others will follow, and the concept will spread into the popular price range. If the rabbit is put in a box, maybe he'll be less likely to multiply.

BREAK THE DROP-DOWN HABIT: One day a few years ago, somebody in a design department said: "Let's whomp up a compact portable phonograph where the record-changer folds up." Whereupon somebody said: "Well, it might go as a specialty item."

Now look at 'em all! Every manufacturer has 'em. Drop-down, swing-down, glide-down, push-down, fall-down. We'll agree the public seems to want them, and that many manufacturers aren't over-enthusiastic about the concept. Drop-down design, though desirable in certain limited-space applications, necessitates many compromises. Is there some way the industry can kick the habit and develop a new portable phono design, relatively free of gimmicks, restoring the drop-downs to its proper place as a specialty item—and emphasizing music?

This is not intended as fault-finding. We'll be happy to devote a column of rebuttal to each or all of the points we've brought up. We realize, of course, the tremendous improvement which has been made in packaged phonos in the last decade.

From our own experience, for example, we could cite the record-changer. A few years ago, we bought one which was almost human. It could play nine sizes of records, and four speeds, intermixed. It dropped the records onto a stream of compressed air to keep them from knocking together. While it played each record, it washed it, dried it, vacuum-cleaned it and Simonized it. When it was finished, it put each record back in the proper jacket, made the coffee for tomorrow morning's breakfast, turned itself off and pulled out the plug. It was the best servant we ever had around the house. The only thing was, it sounded lousy. When something went wrong with it, the service technician couldn't do anything—it was a case for a psychiatrist.

There's been a big improvement in changers since that time. They no longer baby-sit, but they usually work. What they do is play music and change records.

With transistorization, overspeakerization, drop-downization and the peak-power race—is it possible that the industry is headed back to the dark days of consumer confusion? Features are great—but the greatest feature of all is beautiful sound. Isn't that what we're in business to sell?

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Exhibits at NAMM Spaced To Avoid Seminar Conflicts

CHICAGO—The 62d annual convention of the National Association of Music Merchants and Music Industry Trade Show will be a five-day event this year, with exhibits due to open at 1 p.m. Sunday (21) in the Palmer House exhibit area.

Special pains have been taken by NAMM this year to avoid the traditional conflicts between exhibit hours and the scheduling of the multitude of panel discussions and business seminars.

Exhibits on the principal days of activity (Monday, Tuesday and Wednesday 22, 23 and 24) will have a delayed opening from the time of former years (9 a.m.) until 10:30 a.m., allowing for various meetings starting at 8:30 a.m. In other cases, seminars will go on at 6 p.m., immediately following closing of the exhibit spaces.

Highlight of the conclave for all music merchants, will come

at the opening luncheon on Monday (22), with a speech by E. B. Weiss, noted marketing specialist and vice-president of Doyle, Dane, Berbach advertising agency. Weiss will address himself to the topic, "What's Ahead in Music Merchandising."

Annual member meeting and breakfast on Tuesday (23) will feature a talk on the subject, "Make More Sales With Less Effort," by Larry Wilson of Sales-Sonics, Hopkins, Minn. Annual banquet will be Wednesday evening (24), with entertainment by the Jack Ross Show, out of Las Vegas. All three of the main events will take place in the Grand Ballroom of the Palmer House.

Business sessions to take place Monday through Wednesday will cover such diverse music topics as accordions, all-channel TV broadcasting, band instruments, pianos, player pianos, sheet music and recreational music programs.

Another highlight will be the appearance of veteran drummer, Gene Krupa in an hour-long jazz concert with Dick Long and his band during a cocktail party Monday (22), to be staged by the Slingerland Drum Company and Avedis Zildjian Company.

Miami Sees Stereo World Of Tomorrow

MIAMI—High Fidelity Associates, with retail components outlets here and in Coral Gables and Fort Lauderdale, recently staged with considerable success and with the co-operation of a leading manufacturer sales manager a preview demonstration of new equipment titled "Stereo World of Tomorrow."

The six-day event (June 24-29) featured a showing of what were called "the world's most revolutionary stereo components," and was backed by heavy local promotion and publicity.

Leon Kuby, sales manager of Harman-Kardon, arrived on the scene midway through the week to hold a series of demonstrations of his firm's new line of solid state components.

Kuby also gave a slide presentation of the activity of the H-K plant showing how new components are designed. The event was the brainchild of Bob Greenberg and Larry Kassman, owners of the chain.

Spread the Accessories, Store Buyer Suggests

PHOENIX, Ariz.—A break with the traditional in selling record accessories has paid handsome dividends at Govway's record department in suburban Scottsdale here, according to Penny Hurbert, buyer for the department.

Whereas the time-honored approach calls for a separate accessory panel or rack, occupying but a few feet of the store's total floor space, Miss Hurbert has seen to it that every record customer, no matter where he may be browsing in the store, is exposed to some type of accessory. For example, up to 200 Cadie cloths are Scotch-taped directly above a row of as many LP browsers in the store.

Going further, there is a metal bracket below each browser, all the way around the department, from which is suspended either a blister package or an accessory item mounted on a card, or the actual accessory itself. Thus, wherever a customer is looking through a record display, he finds one type of accessory displayed at the top, another suspended from a bracket below.

Wide Choice

Going still further, beneath the fixture which supports the browsers is a long, flat shelf, on which are shown larger accessory items such as wire record racks, record carrying cases, album cases, and the like. There are more than 50 examples of

(Continued on page 34)



PENNY HURBERT, record buyer for Govway's in Scottsdale, Ariz., checks accessory displays, banked above and below all LP browsers in store. Note cleaning cloths above and carrying cases below browser units. Entire store merchandising of accessories has helped increase amount of each sale and level of profit per sale.

Coffee Table Stereo

DECATUR, Ill. — General Electric has moved into the multi-purpose stereo phono cabinet derby with a coffee table

stereo in two basic furniture designs. The unit features an unbroken top surface and swing-away turntable with multi-directional sound.

Costs Come Up as Highlight In FTC Columbia Hearing

• Continued from page 3

Corporation to its Distributing Corporation, rather than to dealers.

Lorenz testified in detail on the various types of discounts open to dealers on Columbia product, and on a study conducted by Columbia of prices paid for Columbia product by Philadelphia dealers who had previously testified for the government. The study showed that the dealers paid an average of \$2.30 for \$3.98 LP's.

Lorenz testified that the average cost of production on an outside label LP for use in the club came to \$1.74½, a figure which was attacked in lengthy cross examination. On the basis that they had not previously seen the supporting documents and studies leading to these figures, government counsel won a motion for rejection of all the testimony relating to the figures. The government was also granted the right to conduct an examination of the books and records supporting this testimony.

Gallagher's testimony took the form of direct examination for the entire Thursday (11) session. Under questioning by counsel, he traced the vast growth of the record business in the past decade. At the same time, he testified, costs of product to distributors and thence to dealers had decreased considerably, due to competitive factors. These decreases, he attributed to special programs and restocking plans, the bonus-to-sell program, advertising allowances and extended dating plans. The dating plans, he noted, took the form of a cost-saving factor because "it saves the dealer the necessity of getting a bank loan at 6 per cent to pay to the merchant." He said that as much as 70 per cent of the total year's business was done during the two annual restocking periods.

Gallagher said the average price paid by all dealers today for a \$3.98 record is \$2.12 ("and this does not include cutouts"). He also testified that the traditional 38 per cent markup at retail for records is higher than the average of most other fields of retailing.

In testimony designed to refute the alleged monopolistic position of Columbia in the industry, Gallagher discussed recent activity in the field of original cast albums, noting that such 1961-1962 Columbia acquisitions as "Kean," "Bravo Giovanni" and "I Can Get It for You Wholesale," had not done well. On the other hand, he pointed to the success of Victor with "How to Succeed," "Milk and Honey" and "Oliver!," of London with "Stop the World," and Capitol with "No Strings," as examples of the successful activity of competitors in this

field. He added that Victor has already acquired the rights to the upcoming "Jennie" and "Student Gypsy."

Notes Tape Talk

Gallagher noted conversations held with United Stereo Tapes regarding the possibility of release of Columbia product through this licensing organization. A parallel was drawn between the exclusivity of the UST tape distribution arrangements and exclusive licensing by Columbia's club of outside labels, one of the elements under attack by the Commission. Gallagher's testimony was due to continue up until press time Friday (12).

Norman Stone, CPA, accountant for the Rodgers and Hammerstein interests, Irving Berlin and Andre Kostelanetz, testified during the week that club offers have not adversely affected retail sales of the R&H original cast properties. Stone ventured that club advertising and promotion helps album sales levels

and tends to spur interest in the shows, and movie versions of the shows as well.

Others heard in brief testimony during the week were Al Berman, controller of the office of Harry Fox, publishers agent and trustee; Nathaniel March, treasurer of Kapp Records; Norman Gold, account executive for Columbia Records with the Wunderman, Ricotta and Kline advertising agency, and Laurence J. Jaffe, of Forbes Research, Inc.

Columbia counsel, Asa Sokolow, also indicated that certain documents and records had been subpoenaed from various Columbia Record Club competitors, namely, the Reader's Digest, the Book of the Month Club, Time, Inc., and RCA Victor. The subpoenas were originally returnable Friday (12), but the firms were given until the following week under protest that they had not been allowed sufficient time to collect the material.

Spread the Accessories, Store Buyer Suggests

• Continued from page 33

record cases, scattered through the 40-foot-front department.

Even though the department operates on the usual self-service basis, Miss Hurbert makes every attempt to sell accessories along with the records, keeping an eye on customers browsing through the department, and stepping up to them, to suggest an anti-static cloth, brush, adapter, anti-static liquid, replacement needles, and similar items at each opportunity. Usually, whichever items is mentioned is already on display within arm's reach, so Miss Hurbert can actually place it in the customer's hand, and then explain what it does for better music reproduction.

Two-Fold Approach

In other instances, she uses a similar display at the checkstand at the front of the department, to point out the accessory demonstrated, and induce the

customer to kill two birds with one stone by buying an accessory which will be needed later on.

Since almost every record purchaser has at one time or another been disappointed by poor reproduction, scratches, static, etc., this is a subject which interests every disk buyer. Through her elaborate display system, and personal suggestion selling, the Govway buyer has been able to sell accessories to an average of three out of every 10 record customers.

Since accessory sales quite often equal or surpass the amount involved in the purchase of a single record, unit sales are considerably bigger in the Arizona store—and profit-per-sale is substantially higher inasmuch as there is little or no problem with competitive pricing on standard accessory items.

HOW SWEET IT IS

Gospel Singing Grabs Philly

PHILADELPHIA—The hand clapping, foot stomping, soul shouting, wild wailing, tambourine shaking and joyful harmonies of gospel singing has been brought to the attention of the masses here for the first time. Borrowing the musical note from the successful Sweet Chariot in New York City, Henry's on the Jersey side nearby and the center-city Underground Club have introduced gospel entertainment for the floor showings.

The Underground, which has been enjoying strong patronage for some time with policies that ran from hot jazz to girlie show is presenting "Hot Gospel" with Sister Rosetta Tharpe headlining the array.

Henry's, a class eatery at Cherry Hill, N. J., which goes cabaret after 11 each night, brought in the Willa Ward Moultrie Singers, whose leader was formerly with the Ward Singers.

For many years, Philadelphia was a hot-bed for gospel singing,

with concerts and singing contests almost a weekly event. However, the attraction was geared to the Negro community only. In fact, gospel records programming is still heavy on WHAT, WDAS and WCAM—the three area radio stations beaming heavily to the Negro market.

Heilicher Buys Coda

MINNEAPOLIS — Heilicher Brothers, Inc., has announced the purchase of Coda Distributing Company. Major labels acquired in the transaction are: Warner Bros., Mercury, Philips, Smash and Folkway. The Roulette label, which was not part of the Coda transaction, has also been acquired.

Heilicher, one of the nation's largest record distributors, covers Minnesota, North and South Dakota, Iowa, Nebraska and Western Wisconsin.

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.

PHONOS LISTING UNDER \$30

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	4/20/63 Issue	1/19/63 Issue		
1	1	2	Decca	31.2
2	2	1	Masterwork	27.3
3	3	4	Capitol	16.1
4	6	8	Voice of Music (V-M)	6.0
5	4	3	RCA Victor	5.6
6	5	6	Symphonic	3.9
			Others	9.9

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.

4/20/63 Issue: General Electric (7); Webcor (8); Majorette (9).

1/19/63 Issue: General Electric (5); Webcor (7).

DISK DEALS FOR DEALERS

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

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.

MOODSVILLE—Expires August 1, 1963. Started July 1, 1963.

A 15 per cent discount on entire catalog. Deal is also available on new albums and singles released during July. Deal on new product expires August 9.

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, CANCELLOR, TANGERRINE—Expires September 30, 1963. Started June 22, 1963.

On all new releases and entire catalog of all four labels. ½ 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.

ATLANTIC-ATCO—Expiration indefinite. Started June 24, 1963.

Special 15 per cent discount on new Atlantic and Atco releases and catalog material.

COLPIX—Expiration indefinite. Started June 24, 1963.

New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.

COMMAND—Expiration indefinite. Started June 24, 1963.

One-free-for-six-purchased deal on seven new releases and entire catalog.

JAY-GEE—Expiration indefinite. Started June 24, 1963.

Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

Zerga Exits Transglobal

NEW YORK—Joseph E. Zerga this week resigned as president of Transglobal Music Company, Inc., effective August 1. The move will enable Zerga to devote full time to the establishment of his own company, which will specialize in securing international record masters and copyrights for exposure and release in this country.

A new officer is expected to be appointed shortly to assume complete management responsibility at Transglobal, which has expanded rapidly since its organization in April of 1962. One of the leading clients of Transglobal is the world-wide EMI operation.

Standards in Decca Plan

NEW YORK—Decca Records kicked off details of its July incentive plan by tying the plan to a special promotion meant to push standards. The promo is built around Decca-Coral-Brunswick Blue Book of All-Time Best Selling Standards to which more singles titles have just been added.

The special July incentives are being made available to dealers, one-stops and music operators on material by such catalog artists as Bing Crosby, Ella Fitzgerald, Brenda Lee, Lawrence Welk and many others.

Say You Saw It in Billboard

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Folk Festivals

• *Continued from page 14*

Alan Mills, Jean Carignan, David Campbell, Judith Orban, the Towne Criers and Stu Phillips. Co-ordinated by the Guild of Canadian Folk Artists, the festival is expected to generate an attendance of some 25,000.

Clinics, instruction periods and workshops will again share the spotlight with a series of concerts at the third annual Goya Folk Festival, to be staged August 18-22 at the well-known Grossinger's Hotel and Country Club in the New York Catskill Mountains resort area.

The event will be headlined and hosted by Oscar Brand (in view of the locale, Brand is expected to sing tunes from his latest album, "Songs For Golfers" and will also feature Josh White, the Tarriers, the Greenbriar Boys, Jerry Silverman, Judy Collins, Logan Englich, Doc Watson, Gene and Francesca and Bob Carey.

Swimming, Too

Other features of the event in addition to the instruction sessions, will include record album prizes, midnight hoots, a midnight indoor swimming party and folk jamboree, a display and exhibit of folk methods and a folk-singing competition among the Grossinger guests with prizes to the winners of paid vacations and guitars. The Goya Guitar Company is sponsoring the event.

Palisades Amusement Park, across the Hudson River from Manhattan, and widely known for its in-person presentations of artists in the pop-rock groove, is also turning the spotlight on folk, with a series of Wednesday night hootenannies.

The series commenced late last month and will run for the balance of the summer season at the park.

The shows will run under the title "Bitter End Hootenanny at Palisades Amusement Park," and will be co-ordinated by Fred Weintraub, operator of the Bitter End folk night club in New York's Greenwich Village.

The hour-and-a-half free shows will be broadcast live by WINS radio. Josh White and Josh White Jr., Leon Bibb, the Tarriers, the Rooftop Singers, Will Holt, the Big Three, Oscar Brand, Mike Settle and Allen and Grier are a few of the acts already signed to appear.

In Bay Area

• *Continued from page 14*

Smokies area in the person of Jean Ritchie; the Western cowboy, by Tony Krabert; Oklahoma rural, by John Henry Mitchell; and the basic Negro folk music, by Mance Lipscomb of Brazos County in Texas.

The dominant figure of the entire festival possibly was Lipscomb. The gaunt, 66-year-old singer created something of a sensation for the Berkeley audience with his singing of what was described as Negro country music "in the raw"—a new experience for most of his listeners.

He learned the music "from my daddy" he says, and adds his own interpretations and feelings to make for a personal style.

As a Negro in the South growing up in the post-slavery period, Lipscomb was a free man, but he described his people as living in a kind of "second slavery." His songs are deep with blues feelings, and his singing he describes as an answer to a lifelong of misery.

This year's concert was the sixth in the annual series.

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In July 27 Billboard

*Record Source International, A Division of Billboard.

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Say You Saw It in Billboard

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Say You Saw It in Billboard

Lou Cassola Favored

CHICAGO — Lou Casola, popular Rockford, Ill., coin machine veteran and long-time Music Operators of America officer, was nominated to the association's presidency here last week.

Casola's name, along with that of some 60 officers and directors, was announced following recent meeting of the nominating committee here.

The committee's slate will be presented to members at MOA's September 4-6 convention in Chicago's Morrison Hotel. Additional nominations can come from the floor. Actual election of officers and directors will be held at the convention.

V.-P. Nominees

Nominees for vice-president are Al Denver, Brooklyn; Les Montooth, Peoria, Ill.; Howard Ellis, Omaha; C. S. Pierce, Brodhead, Wis.; Frank Fabiano, Buchanan, Mich.; James Hutzler, Martinsburg, W. Va.; Norman Gefke, Sioux Falls, S. D., and Lou Ptacek, Manhattan, Kan.

John Wallace, Oak Hill, W. Va., was nominated secretary. Wallace was formerly vice-president and was chairman of the nominating committee.

James F. Tolisano, St. Petersburg, Fla., was nominated treasurer. He also had been a vice-president.

Ted Nichols, Fremont, Neb.,



LOU CASOLA

formerly a director, was nominated sergeant-at-arms.

J. Harry Snodgrass, out-going president, was named to the board of directors. All other board members were renominated.

Board Nominees

New board member nominations include: H. A. Franz, Houston; Moses Proffitt, Chicago; Bob Jones, Brighton, Mass.; Charles Marvin, Akron, Ohio; Charles Bengimina, Kansas City, Mo.; L. F. LeSturgeon, Charlotte, N. C.; Sam Weisman, Baltimore; John Tru-

cano, Deadwood, S. D.; Sam Hastings, Milwaukee.

Other new board member nominees are Edgar Hudson, Bristol, Va.; James V. Seidman, Washington; Alfred Harper, Los Cruces, N. M.; Hal J. Shinn, Gaffney, S. C.; Bud Oseroff, Pittsburg; Rubin A. Franco, Montgomery, Ala.; Humbert S. Betti Jr., North Bergen, N. J., and Walter Hemple, Sylmar, Calif.

The incumbent and new board members will be divided into three groups for one, two and three-year terms in office. Following this year's election, one-third of the board is elected each year for a three year term.

Picked for three-year terms are Snodgrass, New Mexico; William Blatt, Florida; Paul Brown, Illinois; William Cannon, (Continued on page 45)

Rowe Appoints Central Sales Houston Distrib

CHICAGO—Rowe AC Services has named Central Sales Company, Houston, as full-line distributor for the area. Central Sales is headed by George Jamail and Louis Jamail. Fred Wynn is in charge of vending sales; Al Mason handles phonograph sales.

Jack Harper, Rowe AC president, said the appointment will provide the Houston area with its first full-line distributor of Rowe AC equipment, providing sales and service of both Rowe vending and phonograph machines. Hans Von Reydt is Rowe's regional sales manager for the area.

Central's territory includes an area bounded by the following counties: Jackson, Wharton, Colorado, Fayette, Lee, Milam, Robertson, Leon, Houston, Angelina, San Augustine, Sabine, Newton, Orange, Jefferson, Chambers, Harris, Galveston, Matagorda, Brasoria.

Slifer Urges 'Open' Election

CHICAGO—O. L. (Bob) Slifer, executive director of the National Coin Machine Distributors Association, last week urged an "open" campaign for the Music Operators of America presidency.

Slifer said nothing would revive interest in the coin machine communities more than having the candidates throw their hats in the ring publicly.

Even more important, each candidate should put in the record what he stands for and what his program would be if elected, Slifer said.

Speaks as Citizen

The coin machine veteran noted he was speaking as a private citizen, not as an official spokesman for his organization. National Coin Machine Distributors Association is made up of some 100 distributors around the country.

Slifer said his remarks were prompted by a recent Billboard article (July 6) which stated that the "pre-convention politicking for MOA'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." Slifer said that if "politicking

Coin Machine

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EDITORIAL

Lead From Strength

Most of the adverse legislation with regard to amusement devices had its origin when a high percentage of coin machines were used for gambling. State legislatures and local government bodies—in their zeal to eliminate gambling—struck out blindly against all forms of coin-operated amusement devices. Many failed to distinguish between a payout machine and an amusement pinball.

Actually, most of the anti-pinball laws and steep license fees are hangovers from a bygone age. They make no sense today.

The passage of the Eastland Bill has struck a fatal blow to widespread coin-operated gambling in the United States. While we opposed this measure because it arbitrarily designated certain types of equipment as gambling devices without proof of gambling, our opposition was not enough to prevent passage of this measure.

But now that we have the Eastland Bill, let's make the most of it.

Novelties Predominate

Equipment classified as gambling devices may not be transported across State lines. The great majority of States and municipalities now ban devices which are either gambling per se or which may be used for gambling. Most equipment on location right now is of the straight amusement variety—shuffle alleys, bowlers, gun games and five-balls.

As long as any appreciable percentage of coin-operated devices were used for gambling, the games manufacturers, distributors and operators had a rough time in pressing for repeal of adverse legislation.

As long as one policeman could cite evidence of one payoff, every operator in the community was in trouble.

As long as one school child lost his lunch money in a coin game, the entire coin machine fraternity bore the blame.

Now, because of the Eastland Bill, and because of local laws which ban machines carrying the \$250 federal gaming tax stamp, equipment on location no longer need be under suspicion.

Program Needed

The coin machine industry can now lead from strength. Now is the time to set up an educational program based on wholesome and inexpensive entertainment—the bowler, shuffle alley, gun game, pool table and pinball machine.

The differences which once divided the game manufacturers with regard to federal legislation are now academic issues. All game manufacturers now have a common goal—to promote the use of coin amusement devices and to press for the repeal of restrictive legislation on the local level.

This is the best of all possible times for the game manufacturers to meet, plan a legislative and public relations campaign, and come up with the money to see it through.

It will be worth the time, effort and money.

In-Line Games in Trouble in Illinois

SPRINGFIELD, Ill.—A bill aimed at outlawing bingo and in-line games was signed into law by Gov. Otto Kerner here last week.

Kerner also said he would approve another bill reducing the State privilege tax on novelty pinball games from \$50 to \$10 per year.

The revised rate is contained in a proposal setting a uniform annual tax of \$10 on all coin-operated amusement devices. The bill is part of an administration series introduced by Rep. James P. Loukas (D., Chicago).

At present the State collects \$50 for pinball machines, \$25 for mechanical bowling or shuffleboard devices, \$10 for electric ray gun devices and nothing for other types.

An amendment to the bill outlawing bingo and in-line games specifies that manufacture of the devices would continue to be permissible for export to other States and nations where they are legal.

The bingo bill makes illegal the use of any coin-in-the-slot amusement device if the player receives money, property, or the right to receive money or property.

Specifically legal are novelty games that give an immediate and unrecorded right to replay (free games).

Rep. A. W. Hachmeister (R., Chicago) and Sen. Robert R. Canfield (R., Rockford), who sponsored the bingo bill, told legislatures that syndicate hoodlums were making big profits from cash payoff machines.

The Loukas bill also carries provisions for enforcement of the amusement tax. The State will have the power to confiscate machines illegally used.

Under another Loukas bill, drafted by the revenue department and also not yet signed by Kerner, the State plans to issue individual registration certificates for all vending machines, including those dispensing cigarettes.

EDITORIAL

One Vote Counts

Music Operators of America members are about to face a responsibility that will determine the future of the association for the coming year.

The campaign for MOA's 1963-1964 leadership has been officially opened. A slate of officers has been announced by the nominating committee. Additional nominations can also be made by any group of 15 or more MOA members (see separate story).

An office or directorship in the single national juke box operator association is a significantly important one. It goes without saying that MOA members should consider their candidates and make their choice with care.

We find particularly timely a statement in this week's Billboard by O. L. (Bob) Slifer, executive director of the National Coin Machine Distributors Association, that the campaign be conducted in the open.

Billboard heartily agrees. Slifer's suggestion that candidates make their views known to members is an excellent one.

As a responsible juke box operator publication, Billboard offers its cooperation. We urge candidates for MOA office to make their views known. The members have a right to know, and the association's future will be determined by their choice.

papers and industry publications."

Slifer also urged candidates or groups with potential candidates to actively seek MOA office. He said he was basically opposed to uncontested elections.

Open contention between can- (Continued on page 44)

MOA Nomination Up to Fifteen Group Members

CHICAGO—How do you become a candidate for president of Music Operators of America?

According to the bylaws, any group of at least 15 regular members may nominate candidates for office or board of director posts.

Traditionally, a slate of officers and directors is drawn up by the nominating committee. Additional names can be submitted prior to the election.

The actual election of officers and board members is held annually at the MOA convention.

A candidate seeking MOA office could fulfill the bylaw requirement by having 15 regular members submit his nomination. No time period is stated in the

bylaws, so presumably, the nomination could be made at any time prior to the actual election.

The actual form of the nomination is not prescribed but it is assumed that it could be done by 15 members actually being in the meeting room and making their nomination in person, or by the 15 members signing a petition and making their nomination by proxy.

A recent change in the bylaws prescribes that the president shall be elected for a term of one year only and cannot be re-elected to serve two terms in succession.

All other officers may be elected for terms of one year, (Continued on page 43)

Seeburg Enters 'Home Music' Tavern-Loan Ban Just a K. C. Dream

CHICAGO — The Seeburg Corporation last week entered the "home music" field with the acquisition of Kinsman Manufacturing Company, Inc., Laconia, N. H., a leading manufacturer of electronic organs.

The firm will be known as the Musical Instrument Division of Seeburg. Earle V. Kinsman has been appointed president, and sales will be under the direction of Dan P. Collins, vice-president.

Production will continue in Laconia under the supervision of the Kinsman management team.

Seeburg described the move as the "first step into a program that has been in the planning stages for several years."

NAMM Show

Seeburg will display the full line of organs at the National Association of Music Merchants show in Chicago's Palmer House July 21.

Special emphasis will be placed on a "Rhythm King" attachment that enables the performer to play automatically to the accompaniment of any one of nine different dance rhythms such as rumba, cha-cha, or tango.

J. Cameron Gordon, executive vice-president of Seeburg, noted it made a "lot of sense for us to re-enter the home music field." (Seeburg started in business in 1902 by manufacturing piano actions and subsequently branching into theater and church organs and automatic pianos. It also produced home phonograph record changers in the '40's).

Music Specialists

"Through our merchandising programs in the coin-operated music field, background music and record and music publishing activities, we have developed a team of music specialists over the years," Gordon continued. "We are going to make full use of this talent and manpower, not only with the Kinsman products but others to come."

Gordon said that some of these products were being developed and that some will be acquired.

Dan Collins, vice-president in charge of sales for the Seeburg Musical Instrument Division, said that Seeburg would honor all existing Kinsman dealer franchises and floor plans would work to build its dealer organization through the creation of a top home music product line. Collins was formerly a regional vice-president for Seeburg, before that advertising manager for Billboard.

Diversification

Seeburg has been steadily buying companies and diversifying since it was purchased by its present management in November 1956. Besides its line of coin-operated phonographs and wall boxes, Seeburg produces a line of vending machines, background music units, and does assorted contract work for the government.

Officials described 1962 as the most successful 12 months in the company's 60 years. In the 1959-1962 period, Seeburg Sales Corporation doubled its dollar volume from \$24,000,000 to more than \$50,000,000.

The present Seeburg firm succeeds the original J. P. Seeburg Corporation established in 1902 by Justus P. Seeburg. The founder was a Swedish mechanical genius, businessman and later a philanthropist who came to the U. S. in 1887 and was active in the affairs of the company until his death in 1958 at the age of 87.

The original piano actions of 1902 were followed in 1907 by

a coin-operated mechanical piano and three years later by the Seeburg Orchestrion, a re-styled automatic piano that added mechanically played violins, cymbals and other percussive effects to the piano music. Both pianos were powered pneumatically with electrically driven bellows.

Other Products

The firm's developments in the mechanical piano field led to the manufacture of player-pianos, self-contained organs, and organ-and-trapdrum combinations that were featured in

moving picture theaters in the early '20's.

The rise in popularity of recorded music following World War I caused Seeburg to retire from the piano and organ business and in 1927 the firm brought out its first coin-operated phonograph.

It was a non-selective instrument—the customer had no choice of records—but a year later, Seeburg followed with an eight-selection "Audiophone" that utilized eight individual turntables mounted on a "ferris

(Continued on page 43)

KANSAS CITY, Mo. — Ask an operator to compose a dream solution to solve his most pressing problem, and he'll probably come up with something which reads like the Kansas City ordinance which provides that:

"No permits for the sale of intoxicating liquor at retail shall be issued to any person, firm or corporation in which any supplier of coin-operated amusement devices has any financial interest or has furnished directly

or indirectly equipment, money or property of any kind."

The operator might not express himself in such precise legal phraseology, but he would say the same thing: "Outlaw loans to locations."

When operator groups band together to outlaw loans and bonuses, they are in violation of the antitrust laws. But when

(Continued on page 44)

1 or 2 PLAYERS can play exciting new

Bally CUE-TEASE



Mystery Rotation Scores

Fastest "follow the lucky light" skill feature ever built into pinball. Lit Target scores 50 or 100, depending on mystery-changing Score-Indicator Signal. Light jumps from one to another of the 5 Targets in mystery rotation every time any Target is hit, keeping players happily alert to follow the solitary lit Target with quick Flipper-skill. Mystery Rotation Scores, plus other super-actionized high-score attractions, add up to top earning power, long life on location.



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2 1/4" Balls, 1-15 w/Cue Ball.. 14.00
48" Cues \$1.95 ea.; 25" 1.50 ea.
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Plastic Triangles, 2 1/4"..... 1.00

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Investment Curbs Could Slow U. S. Growth in Europe Market

By OMER ANDERSON

BONN—General Charles de Gaulle's visit to West Germany has revived the threat of discrimination against American coin machine manufacturers within the over-all framework of French demands for stringent curbs on U. S. investment in Western European industry.

The Bonn government has been lending a sympathetic ear to proposals for import restrictions on U. S. coin machine imports, the coin machine bars to be justified on the same grounds that American coal and chickens are penalized.

Considerable support has been developing in the Bundestag for legislation protecting West Germany's hard-pressed coin machine manufacturers.

No Legislation

President Kennedy's visit seems to have killed any prospects for immediate legislative curbs. The President made clear that any further discrimination against U. S. trade would invite instant reprisals.

Thus warned, the Germans appear to have backed away from further legislative tamper-

ing with U. S. commerce. General de Gaulle's visit to Bonn touched another — and even more sensitive—nerve: U. S. investment.

DeGaulle is pressing Chancellor Konrad Adenauer to support France in rallying the European Common Market countries behind a program of stiff foreign investment controls. As de Gaulle outlined his proposal here, each Common Market country would receive the right to recommend domestic industries for "investment control."

De Gaulle argues that the "problem" of U. S. investment in Common Market industry is being dangerously minimized. In effect, he told Adenauer on his visit here, the U. S. "is entering the Common Market by the back door even while distracting attention by professing its outrage over the formal exclusion of Britain."

Under de Gaulle's proposal, any Common Market country could invoke investment controls in almost any segment of industry it deems to be subject to "unreasonable foreign competition through direct investment."

De Gaulle is seeking to restrict U. S. investment in the French office equipment, household appliance, and petroleum fields, among others. French coin machine manufacturers are not especially concerned by U. S. competition.

In West Germany, however, the situation is entirely reversed. There is grumbling here about an American "takeover" of the German industry. Such complaints are based on the heavy penetration achieved by the U. S. industry, which either directly or through German subsidiaries dominates the West German market.

Automatic Canteen Company of America, for example, established a dominant position in the German market by the outright purchase of Tonomat several years ago. Since then, Automatic Canteen has expanded and consolidated its position.

Wurlitzer started later, but the North Tonawanda firm has surprised skeptics by the strength

of its German operation. There were predictions that Wurlitzer was "at least two years too late" when it founded its Germany subsidiary, Deutsche Wurlitzer GmbH. German Wurlitzer, producing the Lyric phonograph for the Continental market, has confounded the skeptics.

Rock-Ola has continued to expand its share of the German market under the generalship of Al Adickes, whom many in the German trade rate the shrewdest brain in the Continental distributor trade.

Finally, Seeburg, while eschewing a Continental manufacturing or even assembly op-

New 1-Stop Opens In Milwaukee

MILWAUKEE—A new one-stop, Modern Record Distributors, Inc., was opened here recently at 2715 W. Lisbon Avenue. Owner-operator is Jim Skiba, formerly with Radio Doctors and Music Mart.

The firm will function both as a retail record shop and an all-label one-stop catering to disk dealers and phonograph operators, according to Skiba.

eration, has erected a strong sales organization. If the Germans heed General de Gaulle, they will, in effect, close the door to further large-scale U. S. investment in selected industries, among surely including coin machine manufacturing.

Bally Continues Series With 2-Player Cue-Tease

CHICAGO—Bally Manufacturing Company last week introduced Cue-Tease, its first two-player flipper-type pinball game in what was previously announced as a "continuing series" of such equipment to be put out by the firm.

Bill O'Donnell, recently named Bally president, said that the decision to follow Moon Shot and Cross Country with a two-player game was based on months of location testing. He said that Cue-Tease ran up top earnings everywhere.

Highlight of Cue-Tease is a mystery rotation scoring feature. A lighted target scores 50 or 100, depending on the mystery-changing score-indicator signal. A light jumps from one to another of the five targets in the mystery rotation every time any target is hit.

In addition to the mystery rotation scoring, player excitement is furnished by thumper bumpers, slingshot kickers and skill rollovers. Cue-Tease may be operated with three or five balls and comes with or without a match feature.



EUROPEAN BUYERS! Meet and Greet THE ROSEN BROTHERS



LEWIS ROSEN

ELLIOT ROSEN

Now on a Goodwill Tour Of Your Countries thru August 15

The export sales representatives of David Rosen, Inc., are coming to say hello and to tell you in person why it pays to do business with America's leading exporter of coin machine equipment.

We Stock the World's Largest Inventory

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Exclusive AMI Dist. Ea. Pa.
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PHONE — CENTER 2-2903

Send for Complete Lists



EDDIE GINSBERG (second from left) accepts a scroll awarded by Rowe AC Services to Atlas Music Company, Chicago, for being its top distributor in the company's Region IV area during Rowe's Accelerated Sales Contest just ended. Making presentation to Atlas were (left to right): Fred Pollak, vice-president, marketing, Rowe AC, and Bob MacGregor, Rowe regional sales manager. Looking on is Paul Huebsch, Atlas executive.

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES AS ANNOUNCED ON OPPOSITE PAGE

Now...

a regular operator service for 33 1/3 stereo singles . . . especially produced from Best Selling LP's.

TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—\$3.50)

To: RSI, MOSS Division
1564 Broadway
New York 36, N. Y.

Please send _____ MOSS pre-packs (5 singles each) at \$3.50 per pack. My check in the amount of \$ _____ is enclosed. (PAYMENT MUST ACCOMPANY ORDER)

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

MOSS PACK #2 CONTAINS:

Selections	Artist	Label	Album Titles
(1) NEVER ON SUNDAY (2) WHAT KIND OF FOOL AM I	PETER NERO	RCA	HAIL THE CONQUERING NERO
(1) LAWRENCE OF ARABIA (2) ARRIVAL AT AUDA'S CAMP	ORIGINAL SOUNDTRACK	COLPIX	LAWRENCE OF ARABIA
(1) PLEASE BE KIND (2) MY KIND OF GIRL	FRANK SINATRA & COUNT BASIE	REPRISE	SINATRA-BASIE
(1) WALK RIGHT IN (2) BLAME IT ON THE BOSSA NOVA	LAWRENCE WELK	DOT	1963'S EARLY HITS
(1) THE BREEZE AND I (2) PERFDIA	MANTOVANI	LONDON	LATIN RENDEZVOUS

JUKE BOX DISTRIBUTORS . . . ONE-STOPS

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 Broadway, New York 36, N. Y.

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

- Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

- Distribution will be handled through Record Source International (RSI)—a division of Billboard.

- Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.

ROWE AMI



Best of Stereo



1963's EARLY HITS
LAWRENCE WELK
 OUR WINTER LOVE • YOU'RE THE REASON I'M LIVING
 WHAT WILL MARY SAY •• THE END OF THE WORLD
 ALL I HAVE TO DO IS DREAM ••• WALK RIGHT IN
 DAYS OF WINE AND ROSES ••• BLAME IT ON
 THE BOSSA NOVA ••• RHYTHM OF THE RAIN
 THEY REMIND ME TOO MUCH OF YOU • I REALLY
 DON'T WANT TO KNOW •• ALICE IN WONDERLAND



Selected Album Hits

NEW!

Rowe AMI Top Talent Tune display spectacularly presents your new money-making stereo service, prompts customer play with colorful album covers in miniature. Album covers and special title strips come complete with each MOSS 5-Pack you receive.

MOSS PACK #2
10 SELECTIONS

- Never on Sunday
 HAIL THE CONQUERING HERO • RCA • PETER NERO
 What Kind of Fool Am I
- Lawrence of Arabia
 LAWRENCE OF ARABIA • COLPIX • ORIGINAL SOUNDTRACK
 Arrival at Auda's Camp
- Please Be Kind
 SINATRA-BASIE • REPRISE • SINATRA, BASIE
 My Kind of Girl
- Walk Right In
 1963's EARLY HITS • DOT • LAWRENCE WELK
 Blame It on the Bossa Nova
- The Breeze and I
 LATIN RENDEZVOUS • LONDON • MANTOVANI
 Perfidia

MUSIC OPERATORS!

GIVE YOUR LOCATIONS THE MUSIC THEY WANT

This great new money-making service is brought to you by Record Source International and your Rowe AMI distributor. The Music Operators Stereo Service (MOSS) gives you a special 5-pack of ten selected singles, picked by Billboard's experts from the top Albums. Ten top cuts on 7",

33 $\frac{1}{3}$ rpm records, delivered to you every two weeks at the going one-stop rates. You can't beat it: Remember, too, this new service is in addition to the Top Talent Service offered by your Rowe AMI distributor—two great services—for greater play, greater profits.

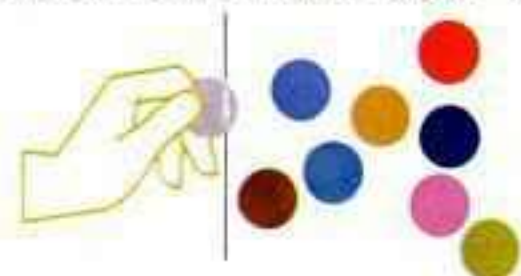
PLAYED ON THE PHONOGRAPH THEY PREFER THE ROWE AMI



NEW! The newly styled Rowe AMI has all the features you need to make money in any location; self-contained Stereo Round* that puts the orchestra right in the room. "Three-in-One" programming so you can change from 200 to 160 or 100 selections

right on the spot. A really hot Top Talent Tune display (see the insert above). Full-width personalization panel. Mechanical auto-mix at no extra charge. A diamond stylus good for 50,000 plays. In other words, the new Rowe AMI gives you everything.

SEE YOUR ROWE AMI DISTRIBUTOR FOR FULL DETAILS TODAY—OR WRITE RECORD SOURCE INTERNATIONAL, 1564 BROADWAY, NEW YORK 36, N. Y.



ROWE AC SERVICES

18 South Michigan Ave.
 Chicago 3, Ill.

*Pat. pending

Copyrighted material

Recent STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocals

ANDY WILLIAMS—Days of Wine and Roses
..... Columbia
SARAH VAUGHAN—Snowbound Roulette

Pop Instrumentals

MAYNARD FERGUSON—Maynard '63 Roulette
ENOCH LIGHT—My Musical Coloring Book. Command

Jazz/Rhythm & Blues

AHMAD JAMAL—Ahmad Jamal's Alhambra... Argo

Country & Western

RED FOLEY—The Red Foley Show Decca

* * *

SEEBURG ARTIST OF THE WEEK

PERCY FAITH—Exotic Strings

Columbia (Pop Instrumental)

Baubles, Bangles and Beads/Poinciana • Dancing in the Dark/Nightingale •
The Night Was Made for Love/Chico Bolero • I Get a Kick Out of You/Flamingo
• Orchids in the Moonlight/My Shawl

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.

MUSIC OPERATORS STEREO SERVICE

NEVER ON SUNDAY

RSI • LAWRENCE WELK • STEREO

WHAT KIND OF FOOL AM I

From RCA Album "Hail the Conquering Nero"

LAWRENCE OF ARABIA

RSI • ORIGINAL SOUNDTRACK • STEREO

ARRIVAL AT AUDA'S CAMP

From Colpix Album "Lawrence of Arabia"

PLEASE BE KIND

RSI • SINATRA-BASIE • STEREO

MY KIND OF GIRL

From Reprise Album "Sinatra-Basie"

WALK RIGHT IN

RSI • LAWRENCE WELK • STEREO

BLAME IT ON THE BOSSA NOVA

From Dot Album "1963's Early Hits"

THE BREEZE AND I

RSI • MANTOVANI • STEREO

PERFIDIO

From London Album "Latin Rendezvous"

EUROPEAN NEWS BRIEFS

Admit Vending Ops

COLOGNE — Verband der Deutschen Automaten-Industrie (VDAI), the central organization of the general German coin machine trade, is increasing emphasis on vending as well as phonographs and games.

The organization has just amended its constitution to admit to membership operators of vending equipment. The VDAI's action elevates vending opera-

tion to the status of a major segment of the trade.

The action was taken because of the rapid expansion of vending in West Germany, especially in German industry. It is now one of the country's fastest growing fields.

Ops Get Tax Break

HAMBURG—The West German courts have sanctioned the
(Continued on page 46)

Phono Ops May Recapture Role As Major Factor in Making Hits

By AARON STERNFIELD

NEW YORK—For more than a decade the juke box operator has been relegated to the back waters in the record industry's promotional plans.

The emergence of the one-stop as the prime record buying source has played a major role in the rift between record companies and juke box operators.

With operators making about three-quarters of their purchases through one-stops, the record labels feel they have little control over the programming habits of the juke box fraternity.

MOA Convention

This attitude, combined with the failure on the part of the Music Operators of America to draw for the dwindling record company representation at recent MOA conventions.

Fortunately for both juke box operators and record companies, the relationship between the two facets of the music industry seems to be changing.

When the MOA convention opens at the Morrison Hotel in Chicago September 4, all four phonograph manufacturers will be exhibiting, and all four will be exerting pressure on the distributors to make a showing in force.

This means that the operator turnout should be at least respectable, a condition that was lacking in 1961 and 1962.

Columbia in Fold

Bob Blundred, MOA's executive director, was in New York last week in an attempt to round up record company support for the show. He returned to Chicago with Columbia in the fold and several possibilities. It's still too early to tell the extent of diskery participation in the September convention, but chances are that it will be better than it had been the last two years.

In any event, the number of record companies turning out for the MOA show is only an indication of the role of the juke box in the music industry—it has no bearing on what that role actually is.

Core of the problem is the ability of the juke box operator to contribute to the development of new releases. A couple of decades ago the juke box was rated with the disk jockey as an exploitation medium for fresh material. Juke box record purchases were more important than the actual sales involved. They could contribute substantially to over-the-counter sales. Later, several top artists who later made their marks in albums got their start on juke box singles performances.

Site Owner Has Picks, Too

SALT LAKE CITY — While the intelligent music machine programmer always bases his disk purchases on the tastes of his locations' patrons, the really hip operator doesn't forget the location owner.

Local operators have learned to make flattery pay off. Every time they visit a stop for a record change, they remind the location owner that one disk on the juke box is being saved for him.

One operator, who averages at least a dozen requests a week, has a system. "I make it a point of visiting every location at least once a month, over and above the regular collection calls," he said.

"This means a bit of conversation with the location owner, having a cup of coffee, a sandwich or a drink with him. In talking over the music business, I always have an opportunity to ask him what his favorite piece of music is. I do this without making a particular issue of the matter, so that the owner is likely to forget all about it.

"Then, if the record can be located in any way, I bend over backwards to put it on the spindle. It may be a piece of music which doesn't seem to fit the location owner's personality at all.

"For example, at one time, the owner of a large billiard parlor surprised me by stating that his favorite music was the 'Dance of the Flowers.' That one, of course, wasn't particularly difficult to fill.

"Frequently, when the location owner has a foreign background, he mentions numbers which I have never heard. Then I do have a problem on my hands.

"Whatever the requested selection is, it is located through a one-stop, a retail record shop, or even from music collectors."

After the record has been on for a fair length of time, the Salt Lake City operator reported, it is presented to the location owner, with the assurance that the disk would be put back on

The trend during the last decade has seen juke box operators buying heavily from trade paper charts or depending on the one-stop to fulfill their programming needs.

In many cases, the one-stop was able to program intelligently, and the operator ceased to be a buyer of records; he became an orderer of records.

Helping reverse this trend are the custom stereo purchases lately made available to juke box operators. Seeburg pioneered in this field, first with its Artist of the Week program of stereo singles and later with its Little LP concept.

Because of these programs, the juke box operator is again regarded as a separate market—one which merits special consideration—by the record companies.

Moss Program

Latest wrinkle is the Music Operators Stereo Service, co-sponsored by Rock-Ola, Rowe-AMI and Wurlitzer. This week MOSS released its second five-pack, with 10 sides taken from five of the nation's top-selling stereo albums.

What distinguishes the MOSS product from other special material available to juke box operators is the fact that all of the sides are being released for the first time as singles.

For the record companies, this means two things. Material which would normally not get air play will be heard in stereo on the nation's juke boxes. If they catch, the diskeries may have a general consumer market. Right now, MOSS releases are available only to juke box operators. But there is no question that heavy orders on any given record by juke box operators would cause the record manufacturers to consider the possibility of releasing the disk through their distributor networks where they would go to dealers.

Album Exposure

The other factor is the album exposure given through the MOSS program. Each single is accompanied with a four-color miniature of the album from which it was taken. The miniature displayed as a point-of-purchase item on juke boxes could well stimulate album sales.

Also, the material, not previously heard on the air, could boost album sales.

The MOSS and Seeburg Artist of the Week programs differ in one major respect. The Seeburg program is based on a total album concept, with five records playing 10 sides from a top album.

The MOSS program, with the same number
(Continued on page 45)

whenever he wished. Few ask for this, but they do remember the invitation.

The result of such apparent thoughtfulness is a decided effort on the part of any location owner to come up with requests made by his own customers.

"Requests by individual location owners are money in the bank," the operator concluded, "since he is likely to be a far better judge of what his own customers will play than we are."

Another Salt Lake City operator always compliments a location owner on his taste in making a request—particularly if it played well. When the request makes a particularly good showing on the playmeter, this operator sends a short note to the location owner, informing him of the fact, often with the exact amount of plays registered.

One problem which invariably crops up in dealing continuously with location owners requests is the all too frequent habit of the location owner to "come up with any old request just to satisfy the need." Anxious to please his collector, the location owner is likely to make a stab at some number which he thinks may have a chance, with the result that a few spaces on the music menu become non-existent from a collection standpoint.

The only way to overcome this situation, according to an operator consensus, is to check back by telephone, when the music menu is being made up, asking the location owner "What was that number you suggested?" If the location owner really has no confidence in the play-pull of the number, the chances are that he will back down on it—and no feelings are hurt.

Numerous operators have tried forms and post-cards in an effort to get a location owner to write down potential requests, as he thinks of them. This hasn't worked out, however, simply because busy cocktail lounge or restaurant owners either do not have the time, or won't take it, for such purposes. There is simply no substitute for a conversation between the location owner and the collector, all operators agreed.

Tourists Spark Denver Action

DENVER—Early July was a definitely prosperous period for phonograph operators in the Denver area, sparkplugged by an influx of tourists which the Denver Chamber of Commerce announced almost twice the normal for this early in the season.

Operators, plagued by record (Continued on page 43)

SILVER SPOTLIGHT SERIES

Designed Exclusively for
JUKE BOX PROGRAMMING

UNITED ARTISTS RECORDS

See the **ROCK-OLA BIG 3 FOR '63!** BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!



Capri 100
Model 404
DeLux Stereo
Monaural
Phonograph



Capri 100
Model 404
DeLux Stereo
Monaural
Phonograph

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.

NO ONE RAY CHARLES, ABC-PARAMOUNT 10453
WITHOUT LOVE (There Is Nothing)
CANDY GIRL 4 SEASONS, VEE JAY 539
MARLENA
BE TRUE TO YOURSELF BOBBY VEE, LIBERTY 55581
A LETTER FROM BETTY
MY WHOLE WORLD IS FALLING DOWN BRENDA LEE, DECCA 31510
I WONDER
SURF PARTY CHUBBY CHECKER, PARKWAY 879
TWIST IT UP
RAT RACE DRIFTERS, ATLANTIC 2191
IF YOU DON'T COME BACK
THIS IS ALL I ASK TONY BENNETT, COLUMBIA 42820
TRUE BLUE LOU
TEARS OF JOY CHUCK JACKSON, WAND 138
I WILL NEVER TURN MY BACK ON YOU
BREAKWATER LAWRENCE WELK, DOT 16488
SCARLETT O'HARA
SAY IT ISN'T SO ARETHA FRANKLIN, COLUMBIA 42796
HERE'S WHERE I CAME IN (Here's Where I Walk Out)

Girl for Rakes

PHILADELPHIA — Mr. and Mrs. Alan Rake Monday (8) became parents of a girl, Shari Joy Rake. Rake is a girl, Shari Joy Rake. Rake is an executive with the Rake Coin Machine Exchange, local bulk vending distributor.

Jockeys to Spin At MOA Meeting

CHICAGO — Several local disk jockeys will be spinning records on the convention floor during Music Operators of America's conclave here September 4-6.

Robert H. Blundred, managing director, said that arrangements are being made for the jockeys to play selected records of exhibiting record companies on a predetermined schedule from an exhibit booth.

The music will be heard over the hotel's loudspeaker system on the entire exhibit floor.

Blundred also said that a special method will be used to reduce the amount of noise at the show. All phonograph and record players on the floor will be muted and heard only through head sets.

BARGAINS FOR THE WEEK

GAMES 250 OF THEM
Received a Lot of Drink and Coffee Vending Machines in Trade.
WHAT DO YOU NEED!
Playtime Bowler, 16 Ft. ... \$400.00
Jumbo Bowler, 16 Ft. ... 235.00
Bonus Bowler, 16 Ft. ... 375.00
Bally Strike ... 149.50
DuGrenier 12-Col. Cigarette Venders ... 139.50
C.C. Aristocrat Shuffle Alley ... 495.00
All above equipment is reconditioned and in A-1 condition.
Mills Panoram ... \$375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned 200.00
We have many large ball bowlers for sale, as is. What price do you offer!

Write or Call Us Collect.
MAin 1-3511

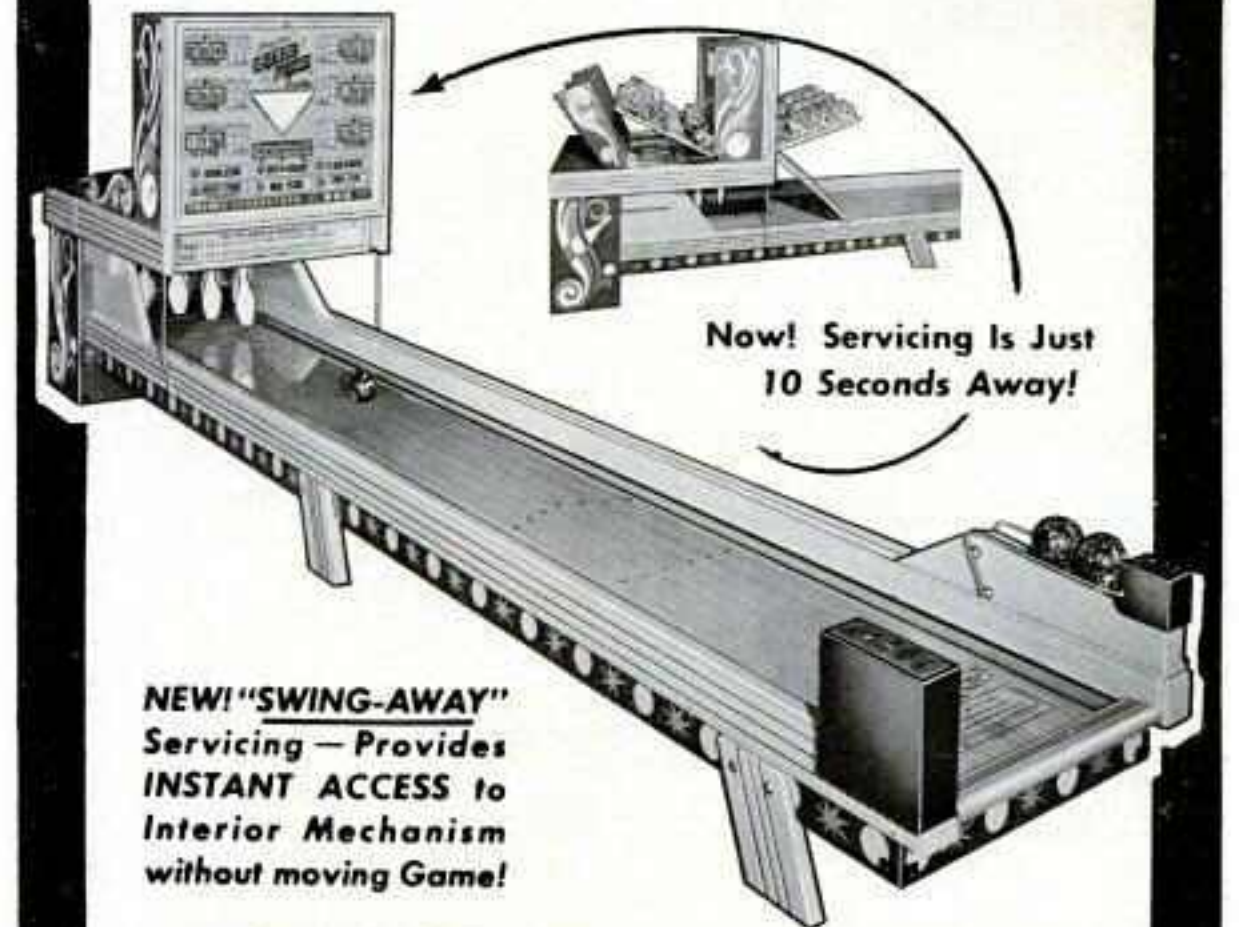
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NEW! "SWING-AWAY" Servicing — Provides INSTANT ACCESS to Interior Mechanism without moving Game!

Chicago Dynamic Industries, Inc. 1723 W. DIVERSET BLVD. CHICAGO 14, ILLINOIS

FLIPPER PIN GAMES—GOTTLIEB & WILLIAMS

Around the World ... \$215	Flipper ... \$195	Rounds ... \$ 75
Big Casino ... 275	Flipper Parade ... 250	Skill Ball ... 150
Circus Wagon ... 150	Flipper Clown ... 275	Spot Pool ... 150
Criss Cross ... 150	Flying Circus ... 375	Sea Belles ... 125
Cross Words ... 125	Golden Gloves ... 145	Sweet Sioux ... 275
Darts ... 195	Hot Diggity ... 75	Scoreboard ... 125
Double Action ... 225	Humpty Dumpty ... 75	Silver ... 150
Duette ... 100	Hot Rod ... 75	Straight Shooter ... 175
Falstaff ... 185	Jalopy ... 75	Smoke Signal ... 85
Flag Ship ... 135	Jolly Joker ... 225	Stage Coach ... 85
Fiesta ... 225	Jungle ... 185	Super Score ... 150
	Jockey Club ... 85	Shindig ... 100
	Kewpie Doll ... 225	Spot-a-Card ... 225
	Liberty Belle ... 445	Sunshine ... 165
	Lightning Ball ... 215	Twenty-One ... 185
	Miss Annabelle ... 195	Twenty Grand ... 125
	Queen of Diamonds ... 195	Telecard ... 125
	Pic Nic ... 175	Texas ... 295
	Piccadilly ... 125	Thunderbird ... 85
	Racetime ... 225	Whirlwind ... 195
	Rocket Ship ... 150	World Champ ... 125
		Yukon ... 85
		World Beauty ... 225



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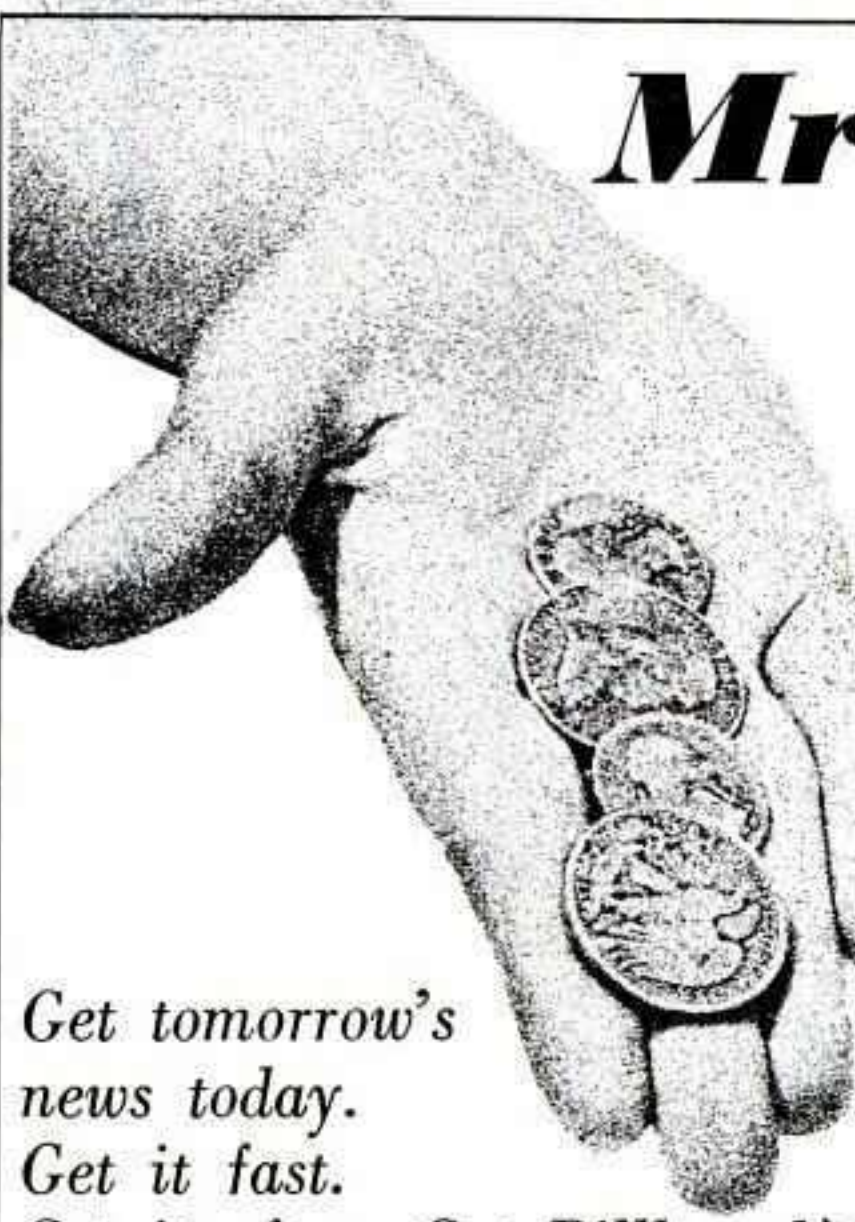
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Vend Chances Topic of Talk

CHICAGO—E. B. Weiss, a national marketing and retailing expert, will discuss opportunities that lie ahead in the vending industry, during the National Automatic Merchandising Association's giant annual conclave to be held at McCormick Place and the Conrad Hilton Hotel here September 7-10.

The show immediately follows the Music Operators of America convention (September 4-6 at Chicago's Morrison Hotel) and

is expected to attract a large turnout of juke box and game operators, many of whom have become increasingly interested in vending as a means of diversification.

Weiss' talk, slated for Monday (September 9) morning, will be among a series of business discussions and talks scheduled during the four-day vending conclave. The NAMA convention will also include exhibits of the latest in vending equipment.

Weiss is known as an author, columnist, advertising executive and business forecaster. He is vice-president and director of special merchandise services for Doyle Dane Bernbach, Inc., one of the nation's leading advertising agencies.

Business Sessions

Fred W. Sarkis, Rochester, N. Y., program chairman for the NAMA conclave, said that all the business sessions will feature expert speakers such as Weiss. He said only a few speakers have yet to be confirmed.

Sarkis said that a "brand-new approach" to this year's business sessions will include such things as the heavy use of audi-visual techniques, a new emphasis on audience participation and the elimination of the customary "back-to-back" or concurrent evening workshops.

Evening sessions will be limited to one each on Sunday and Monday (September 8-9).

All of the program sessions will be at the Conrad Hilton Hotel with the exception of the annual meeting which opens the convention at McCormick Place Saturday (September 7). This is the only business meeting on Saturday.

Coffee Brewing

A single Sunday program is titled "How to Make the Best Cup of Coffee," featuring four

coffee-brewing and vending experts who will discuss how operators can make more profit from coffee vending through quality control.

Four consecutive business sessions are scheduled for Monday morning. They are:

"How to Keep the Location From Going Into Business for Himself," William C. McConcannon Jr., president, Automatic Merchandising Corporation, Division of United Servomation Corporation, Medford, Mass.

"Is Your Full-Line Competitor's Hot Breath Giving You a Cold Chill?" featuring an authority from a leading management consulting firm.

"Commissions: How to Keep From 'Selling' Yourself Into Bankruptcy," Thomas B. Donahue, president of Universal Match Corporation and former NAMA president, sharing the platform with a vending location manager.

Weiss' talk will be the fourth Monday morning session.

"Supermarket of Vending Ideas" is a single Monday evening session.

Tuesday (September 10) morning's sessions will include: "How Changing Eating Habits Affect Food Vending Today," by Jack A. Ghene, editor of Volume Feeding Management magazine and a leading authority on the subject of eating trends.

"What Makes Herman Hustle?" will be presented by Richard S. Lopata, a sociologist who

for 18 years specialized in building manpower development programs for industry. He will discuss how operators can motivate their employees to do their best work.

Cost Reduction

Lopata will also analyze an employee motivation-cost reduction program that has worked for one vending company. Lopata is with A. T. Kearney & Company, a national management consulting firm headquartered in Chicago.

The third session Tuesday, "Do You Confuse 'Em or En-thuse 'Em?" will be presented by a leading design consultant who will explain "how vending machines discourage sales by confusing the customer."

Dr. Benjamin Werne, NAMA's employer-employee relations counsel, will discuss new developments in the Fair Labor Standards Act as the final convention meeting Tuesday.

Exhibit hours at McCormick Place are: Saturday, September 7, noon to 6 p.m.; Sunday (8), 1 p.m. to 6 p.m.; Monday (9), noon to 5:30 p.m., and Tuesday (10), noon to 4 p.m.

NAMA's annual banquet is slated for the grand ballroom of

the Conrad Hilton Hotel Tuesday evening.

The special ladies' program features a hospitality center at McCormick Place, musical entertainment, a chartered cruise on Lake Michigan, sight-seeing trips, luncheons, breakfasts and a demonstration on how to make hats.

SPECIAL!
FOR \$22.50
We Will Give You **ONE NEW 5c ACORN JUMBO CHARM VENDOR**
PLUS 600 JUMBO ROCKET CHARMS
Rush 1/3 With Order, Bal. C.O.D.
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

BIG SAVINGS ON BALL AND VENDING GUMS
SAME FINE FLAVORS, CENTERS AND COATING
Direct Low Factory Prices
Bubble Ball Gum, 140, 170 G
210 ct. G Giant Size... 28 1/2¢ lb.
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Clor-o-Vend Ball Gum... 41 1/2¢ lb.
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Tavern Loan Ban
Continued from page 37
a public body outlaws these payments, such actions are perfectly legal.
No Solution
Unfortunately, the law hasn't solved the problem here. One juke box operator estimates that about \$500,000 in operator loans are in the hands of local tavern owners.
John Masters Jr., president of the local juke box operator association, said that a handful of the larger operators in the area lend most of the money to locations. He added that his firm does not.
Cecil T. Hastings, city liquor control director, said the ordinance is difficult to enforce because, "I can get the books from the tavern owners, but I don't have the right to go into the amusement companies."
Loans to locations here range from \$700 to \$1,500, according to Capt. Richard Bennett, head of the headquarters detective unit.

Denver Action
Continued from page 41
shortages, nevertheless reported collections anywhere from 10 to 30 per cent better than for the same period in May, and that amusement machines were only a few percentage points behind.
Leading disks were: (1) "Baja," with the Astronauts; (2) "Sukiyaki," with Kyu Sakamoto; (3) "Wipe Out," with the Safaris; (4) "Blue on Blue," with Bobby Vinton, and (5) "Jack the Ripper," with Link Wray.
MOA Nomination
Continued from page 36
but may be re-elected for succeeding terms. Directors are elected for terms of three years. Not more than five persons from any one State in the U. S. are eligible to hold office or be a member of the board.

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Say You Saw It In Billboard

Seeburg Enters 'Home Music'

• Continued from page 37

wheel" mechanism and rotated to give the customer his choice.

In the '30's, Seeburg diversified its phonograph operation with the manufacture of ray gun targets, washing machine and refrigerator coin meters, and dispensing mechanisms.

In 1935, a new line of juke boxes incorporating electrical amplification technique was introduced. The line was to continue with improvements and restyling until 1948, when See-

burg introduced its radically new 100-selection machine.

Interestingly, and perhaps prophetically, it was back in 1936 when Seeburg manufactured one of the industry's first vending machines dispensing cold drinks in paper cups—an augury of Seeburg's major entry into vending some 20 years later.

Wall boxes were brought out in 1939 and in 1940, Seeburg produced record changers for home phonographs, supplying such firms as Stromberg-Carlson and RCA Victor.

During World War II, Seeburg's entire facilities were converted to war work, with the

company earning a total of three Army-Navy "E" Awards.

Background Music

Following the war, Seeburg resumed its juke box production and in 1948 brought out a background music unit utilizing a unique Select-O-Matic mechanism that served as a fore-runner for the first 100-selection coin-operated phonograph.

The unit stored and played records in a vertical position and in addition, could handle 10 and 12-inch 78-r.p.m. disks intermixed, playing them on both sides.

The history-making M100A came out in December 1948. In 1950 came the M100B, first

juke box to play only 45's. In 1953, Seeburg adapted high-fidelity reproduction to the juke box with its HF100G, a wide-range, multiple-speaker instrument with low distortion.

Two years later came the first 200-selection juke box, and two years after that, the first 160-selection machine.

The same year—1958—saw Seeburg "re-enter" the vending field with an all-electric cigaret machine, followed by a cold-drink machine in 1959. That year, Seeburg also introduced its first 1,000-selection background music unit utilizing a variety of record libraries.

Export Business

Expansion continued in the '60's with Seeburg taking control of its export business by setting up the Seeburg International Division; adopting its juke boxes to 33 1/3-r.p.m. singles; and expanding its vending line with the acquisition of Choice Vend Company, Hartford, Conn.

In 1961, Seeburg acquired the Bally Vending Company, giving it one of the top hot-coffee vending machines in the industry, and the Qualitone Company (Minneapolis), a highly successful manufacturer of hearing aids and specialized electronics products.

Its current line of products consists of the Console phonograph and Console wall box; 1,000-selection background and "foreground" music systems; hot and cold drink, milk, and cigaret venders, and contract products.



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Bob Slifer Urges 'Open Election'

• Continued from page 36

didates is healthy, he said. "It's the basis for our entire American political system."

In suggesting that the candidates air their platforms, Slifer noted that each voter could then use his common sense and calm judgment in making his decision.

"The greatest strength MOA can give its voting members is that of independent thought," Slifer noted. "A good, spanking political brawl of words can revive interest in our coin machine community."

Many Ops Lethargic

Slifer emphasized that "many operators have become lethargic in their business, about legislation, their associations, their business ideals, their dealings with locations, distributors and others.

"If they are awakened by what their leaders want and would aspire to do for them if elected president of their operator association, they would certainly want to join so their votes would have meaning. The industry could also get a good idea as to what lies ahead by what the operator officials are thinking and want to see done.

"Who are the men who aspire to become president of MOA," Slifer asked rhetorically. "Let them speak out and let it be known. Take all guess work out of the upcoming elections. Bring a real crowd of enthusiastic MOA voters to the election of their officials and have yelling,

screaming, parading, sign-carrying boosters put on a real show before the actual elections take place. You'll see a different atmosphere — one charged with meaning and seriousness too—as to who should be elected to MOA's highest office."

Slifer suggested that much of the pre-convention campaign could be aired in the trade papers and that the candidates could be given time at the convention to make a final public appeal.

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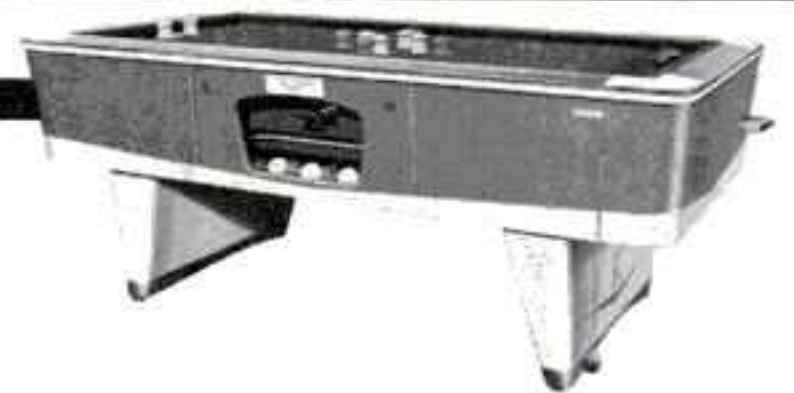
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Wall Boxes Up in Chicago, One-Stop Manager Says

CHICAGO—Juke box operators are using more wall boxes than ever before, according to Jack Krug, newly named manager at Music Box One Stop here.

Krug said that up to a couple of years ago few operators took more than one or two title strips with any given record. Today, he said the majority of

operators will take a whole sheet of title strips with a new hit.

He attributed the change to increased sophistication on the part of many locations. Operators are using wall boxes as a means of improving their installations, said Krug.

The new Music Box manager succeeds Russ DiAngelo who resigned from the firm last week. Krug said that juke box operator buying was up from earlier this month and "about on a par" with this period last year.

Among hot new disks at Music Box last week were "Judy's Turned to Crying" with Lesley Gore on Mercury, and "Candy Girl" with the Four Seasons on Vee Jay. Both are doing well with operators as well as stores.

"Moonlight Tango" with Acker Bilk on Atco is especially strong with operators and was termed an ideal operator num-

ber by Krug, as was "Danke Shoen" with Wayne Newton on Capitol. Krug said the latter disk received its first action from operators but he predicted it would soon go in stores as well.

Another good operator record starting to pick up in stores is "Green on Green" with the New Christy Minstrels on Columbia.

of sides as the Artist of the Week releases, features five different albums, generally from five different labels. It is single oriented.

But there is a basic similarity between the two concepts. They are both 33 stereo aimed primarily at an adult market. And they are both catalog programs in the sense that the operator can use them six months or a year after the release date with effective results.

It isn't a question of which is the better system. As in most other programming matters, it depends on the location. And even on the same location, there is certainly room for the best in both programs.

Combining the two programming theories—total albums and selected singles from albums—would offer the patron a programming range that has sadly been lacking in the past.

Both systems are essentially stop gaps in the sense that the record companies will probably produce their own juke box stereo material, without guaranteed orders from juke box companies, when the market reaches the desired stage of development.

Both programs were conceived to fill a gap—adult stereo programming. Once this gap has been filled, the juke box operator could well return to his role as a shaper of American musical tastes.

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Bally Congress Shuffle	75.00
C.C. Championship Shuffle	65.00
C.C. Advance Pool	25.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	\$545.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Wurlitzer 2100	295.00
Rock-Ola Hide-A-Way 1440	75.00
Seeburg 200 Sel. WB	49.50
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Casola Favored for MOA Post

Continued from page 36

New Jersey; K. A. Cormney, Richmond, Ky.; John Fling, Missouri; Peter Geritz, Colorado; Tom Greco, New York; Maynard Hopkins, Ohio; Max Hurvich, Alabama; Carl Pavesi, New York; Ralph Ridgeway, Massachusetts; C. G. Silla, California; Leon Taksen, Pennsylvania; Herbert Tonnell, Wisconsin; Harlan Wingrave, Kansas.

Picked for two-year terms were Royce Green, South Carolina; Lindy Nardone, New York; William Anderson, West Virginia; Jack Bess, Virginia; Henry Leyser, California; Millie McCarthy, New York; C. C. Bishop, North Carolina; Robert Lindelof, Illinois; Sam Hastings, Wisconsin; L. F. LeSturgeon, North Carolina; James Siedman, Washington, D. C.; Walter Hemple, California; Rubin A. Franco, Alabama, and Bud Oseroff, Pennsylvania.

Picked for one-year terms were Hal J. Shinn, South Carolina; Edgar Hudson, Virginia; Moses Proffitt, Illinois; Humbert S. Betti Jr., New Jersey; Alfred Harper, New Mexico; John Trucano, South Dakota; Sam Weisman, Maryland; Bob Jones, Massachusetts; Charles Marvin, Ohio; Charles Bangimina, Missouri, and H. A. Franz, Texas. All the one-year nominees are new board members.

Of the two-year board nominees, Le Sturgeon, Siedman, Hemple, Franco and Oseroff are new. All the three-year nominees have been MOA officers or directors before.

Help Needed
Wallace said that "between now and convention time, we expect to add a few more board nominees in certain States. Speaking for the nominating committee, we would appreciate the help of any MOA member or any local or State association in making additional suggestions for office or the board."

Wallace noted that only paid up MOA members will be permitted to make nominations from the floor or to participate in the voting.

The nominating committee, besides Wallace, consisted of Bess, Ellis, Hesch, Bishop, Casola, Thorpe, Pierce and Robert Blundred, managing director.

Bess nominated Casola for president. Ellis made the vice-presidential nominations. C. C. Bishop seconded both. Casola nominated Wallace for secretary, Ellis seconded. Bishop nominated Tolisano for treasurer, Bess seconded. Casola nominated Nichols for sergeant at arms, Wallace seconded.


Rosen Rites Held

BINGHAMTON, N. Y.—Funeral services for Hy Rosen, local juke box operator, were held here Monday (8). Rosen, a veteran operator, was 53 years old.

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EUROPEAN NEWS BRIEFS

• Continued from page 40

deduction of membership costs in coin machine trade associations from taxes as a business expense.

Certain types of membership fees continue to be tax-liable, and it is the responsibility of each operator and distributor to establish that organization membership is a direct business af-

fair with social considerations secondary.

German operators have been battling tax authorities on the membership deduction issue for nearly a decade, the operators contending that they are subjected to "confiscatory taxation" but are denied deductions normal for other business fields.

Anti-Radio Drive

BONN—Phonograph operators are studying the possibility of making common cause with the record producers in their battle against broadcast music.

Diskeries are alarmed by plummeting sales, caused, claim the diskeries, by the tape recording of radio broadcast music. The diskeries propose hiking the cost of music to radio stations.

Phonograph operators long have suffered under the com-

petition of radio—and now TV as well—at locations. Some location owners deliberately offer their clientele both juke boxes and radio-TV on the ground that "the customer is king."

Operators aspire to get radios—if not TV—banned from all public places as an entertainment medium, a step which would help disk sales.

Caravelle in Canada

PARIS—General Charles de Gaulle's wooing of French-speaking Canada is providing a springboard for efforts by French coin machine manufacturers to enter the Canadian market via the Quebec back door.

While De Gaulle lays on thick the flattery of Quebec politicians, Caravelle, manufacturer of the film phonograph, is mounting a promising sales drive in Canada's restive French province.

Seventy Caravelle units have just been shipped to Quebec, complete with a library of several hundred "Gay Paree" films. A Caravelle executive explained, "This is a smart move—for us and for the French government. We would come out of this with a big market in Canada, and the French government could acquire, thereby, a medium for diffusing French culture and De Gaulle's own subtle brand of propaganda."

Austrian Castles

VIENNA—Austrian castles are developing as phonograph locations. It is estimated that at least 150 phonographs will be placed this season in castles converted into caravansaries, and the market appears much larger.

Austrian castle owners, many of them facing bankruptcy because of the drain in taxes and repairs to their mouldering ancestral homes, are taking in tourists. To attract the tourist trade, however, the castle owners have had to modernize their ancestral premises—installing juke boxes along with plumbing.

Royalty-Free Music

ROME—Roman phonograph operators are intrigued by the possibility of producing royalty-free Soviet music. The Soviets are turning out an increasing amount of Russian pop, some of which could be used for Western phonograph disks.

Western European copyright organizations have been prodding the Soviets to pay royalties on Western music played behind the curtain. But the Russians, after going through the motions of "considering" the matter, have refused outright.

The idea, as being studied by Roman operator officials, is to "collect royalties in kind" through the royalty-free playing of Soviet music.

BEST RECORDS UP AGAIN IN MOA POLLING

CHICAGO—Operators will once again vote for their favorite artist, record and record company and awards will be made at Music Operators of America's wind-up banquet September 6. Ballots were sent to MOA members last week. Categories are best artist, best record, and record company consistently supplying good records. Last year's awards went to Connie Francis, Decca and "Big Bad John," by Jimmy Dean on Columbia. The initial balloting will narrow the nominees to five in each category. A final ballot will determine the winners.

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United 16-Ft. Dixie	525
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16-Ft. Five Star	525
16-Ft. Gold Crown	775
United Handicap S. A.	100
13 and 16-Ft. Jumbos	275
Niagara S. A.	225
Official Jumbo S. A.	275
13 and 16-Ft. Playtimes	325
16-Ft. Princess	525
6-Game Shuffle Alley	325
Sunny S. A.	325
Variety Rolldown	475

5-BALL GAMES

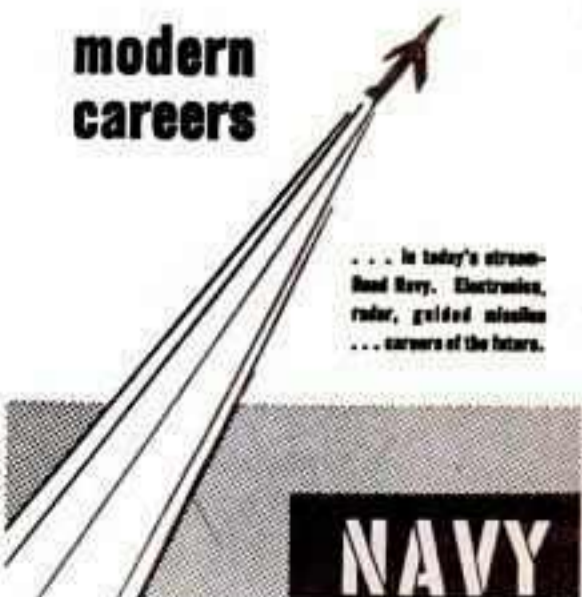
Williams Big Deal	\$375
Williams Derby Day	75
Gottlieb Egg Head	280
Gottlieb Double Action	210
Gottlieb Mademoiselle	210
Gottlieb Sweet Addaline	125
Williams 10-Spot	200
Williams Vagabond	375

MISCELLANEOUS

Atomic Bomber	\$ 75
Carnival Gun	115
11-Col. Rowe Commanders	75
Kiddie Kolor	Write
Midway Pistol Gallery	265
Bally Sharpshooter	250
Whirly Bird	575
Exhibit Shooting Gallery	75
Midway Shooting Gallery	195
Williams Crane	95
Bally Ball Park	245
Williams Shortstop	185
Williams Tital Gun	225
1962 World's Series	350

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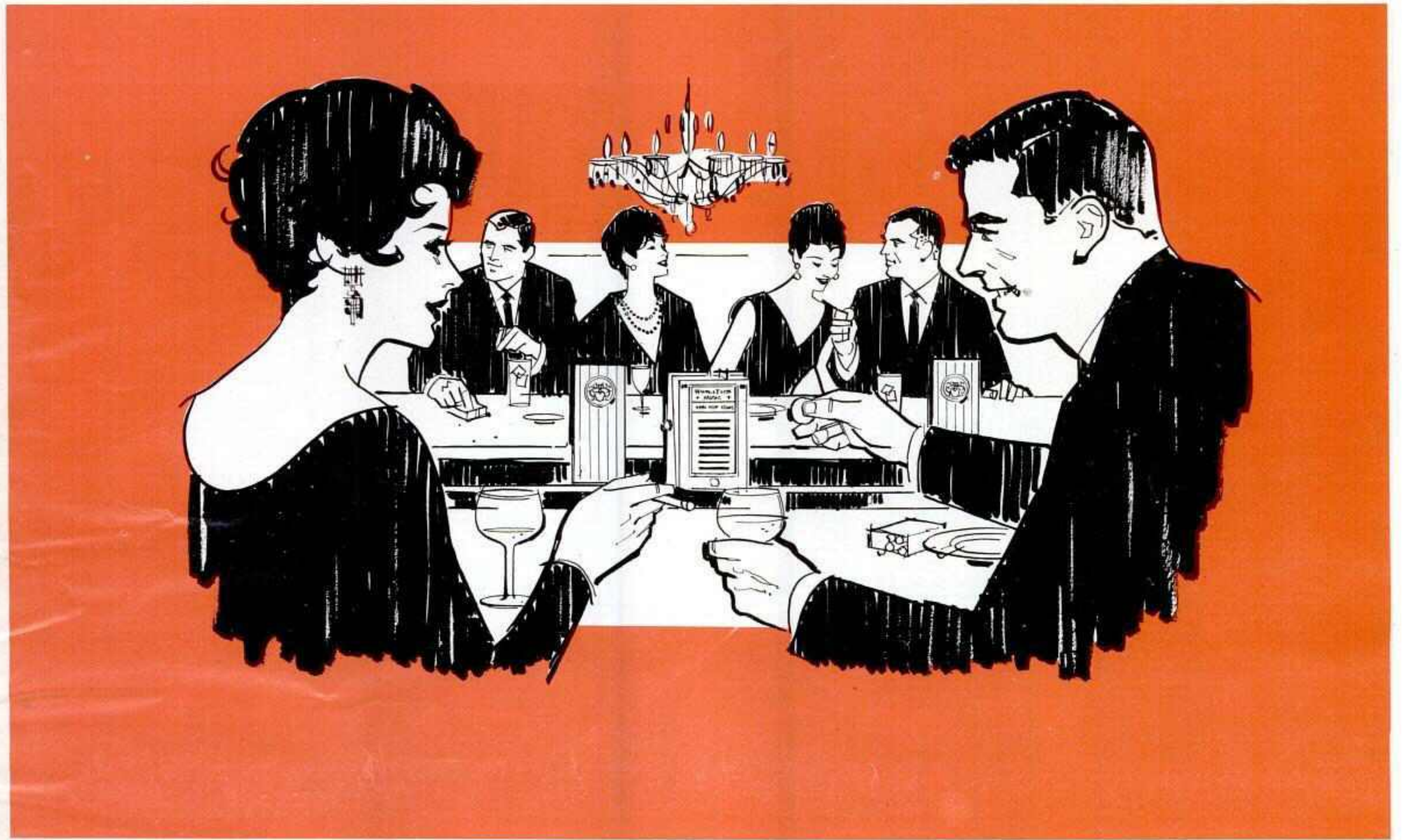
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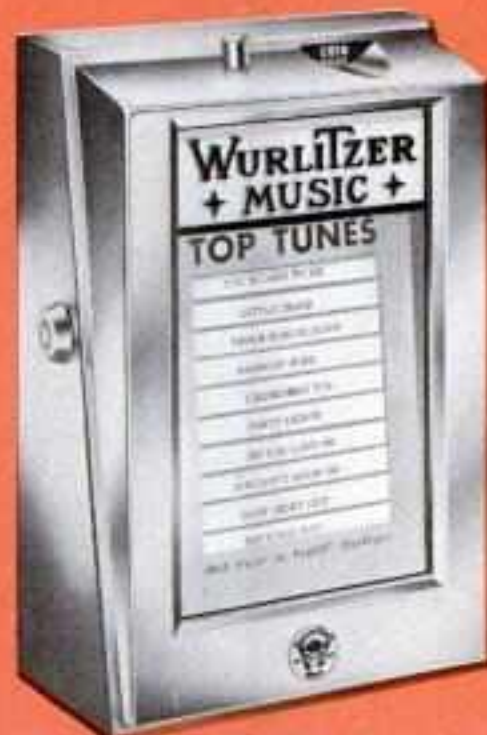
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ADAM IN ATLANTA: Epic recording artist Adam Wade performs his latest single, "Theme From Irma La Douce Look Again," at Funtown Hop sponsored by WPOL in Atlanta.

Billboard

PHOTO GALLERY OF Newsmakers



DINAH WEDS: On July 2 Dinah Washington became Mrs. Dick (Night Train) Lane in Las Vegas. Detroit Lions half-back and vocalist will honeymoon after singer completes various club commitments.



RED LETTER DAY: Executives of Carson-Roberts, Inc., Los Angeles ad agency, discuss promotion campaign for film "Move Over, Darling," which will star Doris Day. Shown with star are (l. to r.) Jack Roberts, Ralph Carson and Ken Sullet.



EASIER DOES IT: Billboard No. 1 Award is presented to Bud Katzel, of Roulette (r.), by editor Gil Faggen for the Essex single "Easier Said Than Done."



MEETS THE COMPOSER: Israeli songstress Esther Ofarim meets Peter Thomas, composer of score to award-winning film, "The Endless Night." Esther recorded theme melody for Philips.



COLUMBIA FEMS: Gwen Jones, office manager of Columbia Records' Hollywood office, calls conference with bevy of secretaries for the benefit of recently hired personnel—and the camera.



OFFICIAL VISITOR: Gov. Grant Sawyer of Nevada (l.) visits Bill Putman's United Recording Corporation studios in Las Vegas during the dedication ceremonies of the Industrial Arts Building.



TOURING TRIO: Kingston Trio dons leis upon arrival in Hawaii for two special concerts at Waikiki Shell. They shared stage with Henry Mancini and his ork.



SINGING HORSE: While Netta Rogers and Johnny Denis were posing for jacket photo of GNP-Crescendo folk album on Nevada ranch, camera-conscious horse joins the act.



AVONS CALLING: Latest group to come out of Nashville are the Avons, who have just completed their first session for Groove Records, the RCA Victor subsidiary label at the firm's Nashville studios.



SESSION GUESTS: Terry Melcher (r.) and Bobby Darin sit during first Columbia session for the Orchids. The group has just signed a five-year contract with the label.

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