

Billboard

The International Music-Record Newsweekly

RADIO-TV PROGRAMMING • PHONO-TAPE MERCHANDISING • COIN MACHINE OPERATING

AUGUST 17, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Hoots the Name of the Game This Year

17,000 Jam Hollywood Bowl

By HUGH CHERRY

HOLLYWOOD—The American musical form which was, a few years ago, limited to the coffee-houses and a few college campuses has moved into the big time. On Friday night (2) more than 17,000 persons paid a gate gross of \$38,100 to see and hear six folk performers play and sing the music that has become an important facet of the pop music scene.

Peter, Paul and Mary, Odetta, and Bud and Travis established an attendance record for the season. The Bowl was sold out before the night of the performance. This topped the season's pre-

vious attendance high set by Allan Sherman who drew 16,285. The Bowl's all-time record was established in 1936 by Lily Pons at 26,417. Since then, the outdoor theater has been remodeled and its capacity reduced to its present near-18,000 level.

Odetta's deep, warm voice gave new life and meaning to such well-known folk classics as "Shenandoah" and "Sara Jane." She very briefly made reference and dedication to thousands fighting for civil rights across the nation when she sang the "Freedom Trilogy."

The multi-lingual Bud and Travis provided a [\(Continued on page 8\)](#)

Sam Chase Resigns; Lee Zhito Editor

NEW YORK—Sam Chase resigned as editor in chief of Billboard this week to establish his own management consultant organization. The new company, Sam Chase Associates, will have offices at 527 Madison Avenue and will provide services to companies in the music, record, radio, television, talent and publishing fields.

Among the clients announced at this time is Television Age magazine. Other clients and personnel of the new firm will be announced later, as their present contractual commitments expire.

Chase joined Billboard in January of 1947. In the nearly 17 years since that time he has served as Radio-TV editor; general manager of the TV division; editor and publisher of TV Availabilities, which was published by the TV division; editorial director and assistant publisher of Billboard; and most recently, editor in chief.

Publisher Hal Cook announced: "It is with regret we accept Sam Chase's resignation. While at Billboard, Sam was responsible for the development of many innovations which today are an integral part of the paper. He has made a major contribution to the planning and placing into effect Billboard's new format the beginning of this year."

Chase said: "I deeply regret leaving Billboard after so long and close an association but personal considerations require me to take on new challenges, many of which I am sure will keep me in close contact with my friends in the music-record industry."

WARNERS GET GERMAN STAR

NEW YORK — The international quality of the record business took on another hue last week when Warner Bros. Records set a special deal with Werner Mueller, star of the West German disk business, to a special recording contract. The contract covers two LP's a year for the next three years. This special pact is exceedingly rare in recording, for Mueller is under contract with the West German Teldec label on the Continent. The contract with WB will not affect his Teldec pact. Besides the LP's, a number of singles will be forthcoming and special merchandising promotions will be employed. As part of them, Mueller will come to Los Angeles in May. Pact marks the first time a name German artist has been signed to a direct agreement with a big name American label.

NEW YORK — Lee Zhito has been named editor-in-chief of Billboard effective immediately. Zhito replaces Sam Chase who has resigned to enter his own business. (See adjacent story.)

In his new position, Zhito takes charge of directing Billboard's world-wide editorial activities.

In making the announcement to the staff, Billboard publisher Hal B. Cook said: "We welcome Lee Zhito to Billboard's management group. Lee brings to us solid in-depth experience through his many years of covering top fast-breaking events in the record, music and entertainment field."

Zhito moves here from Hollywood, where he has served as general manager of Billboard's

[\(Continued on page 8\)](#)

Suddenly Folk Stuff Takes Over Industry

NEW YORK—Hootenannies are the thing this year. There hasn't been anything like it since rock and roll exploded on the music scene a decade ago, for the interest it has stirred up on radio, TV, concert, one-nighter and festival level. Stemming from the folk revival that launched such names as the Kingston Trio; Peter, Paul and Mary; Joan Baez, the New Christy Minstrels, the Limelites, the Chad Mitchell Trio, the Highwaymen and scores of others, it has helped revitalize the one-nighter and concert picture. On TV ABC-TV network's "Hootenanny" seg turned into one of the top shows of the season, and will have twice as much exposure next season.

Another area that hootenannies have brought alive are the coffee houses, those spirit-less dens that have sprung up in large cities all across the nation. It is in the coffee houses that the young folk acts have a chance of getting discovered and where the hootenanny scene is hot and fervid.

A hootenanny in the modern sense of the term is a performance comprising a group of folk acts in which the audience joins in in some manner or other by singing or applauding. Its biggest fans are the college lads and lassies who started the entire folk revival in the first place when they turned their backs on jazz and rock and roll

[\(Continued on page 16\)](#)

ABC Hoot Fans Craze

By GIL FAGGEN

NEW YORK—One of the things that has accelerated the hootenanny craze has been the way the country has responded to ABC television's "Hootenanny," a regular Saturday night show.

The program got off to a slow start, but then it caught the imagination of viewers. Ratings show it is second highest-rated show on the ABC-TV network, topped only by "Ben Casey."

The result is that the show has been expanded to 60 minutes and will be a mainstay of the new ABC-TV fall Saturday night entertainment line-up that includes "Hootenanny" at 7:30; "The Lawrence Welk Show" at 8:30 and the new two-hour "Jerry Lewis Show" at 9:30.

As reported in Billboard (August 3), radio is up to its antennae in hootenannies. New programming segments and promotional outings are being added by the week.

WCPO radio, Cincinnati, the

first radio station to program hootenanny music 24 hours a day, across-the-board, has influenced sister station WCPO-TV to give it a try. The station has begun telecasting a "Zootenanny" originating with singers at the Cincinnati Zoo. The first show, emceed by Bob Smith, was televised in the 7:30 p.m. slot Thursday (1). The TV outlet is planning other hootenanny shows, station officials say.

In Pittsburgh, Group W's KDKA radio and TV have gone [\(Continued on page 16\)](#)

DEPARTMENTS & FEATURES

[Hot 100 Chart . . . Page 24](#)

[Top LP's Chart . . . Page 31](#)

→ Other Music Pop Charts

[Breakout Singles 32](#)
[Breakout Albums 10](#)
[Honor Roll of Hits 34](#)
[Hot Country Singles 20](#)
[Hot R.&B. Singles 22](#)
[Hits of the World 25](#)
[Double-Play Disks 46](#)

→ Record Reviews

[LP Reviews 9](#)
[Singles Reviews 32](#)

→ Music & Record News

[Talent 14](#)
[Country Music 20](#)
[Rhythm & Blues 22](#)
[Folk Music 16](#)

→ Departments

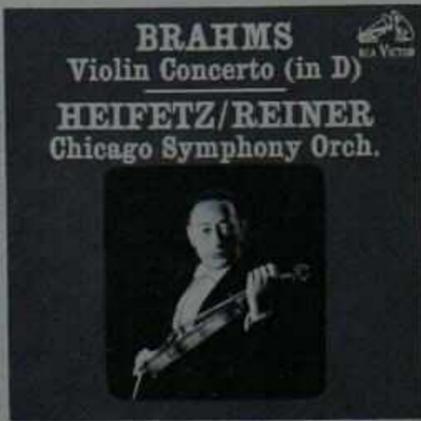
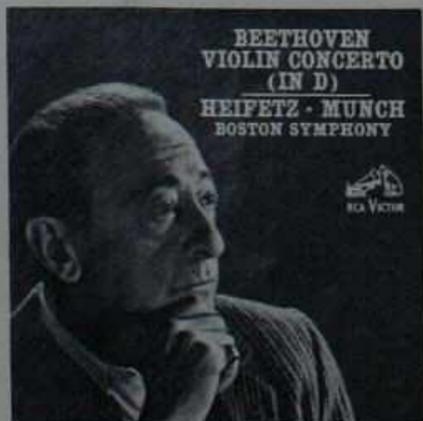
[International Music News . . . 36](#)
[Radio-TV Programming . . . 39](#)
[Phono-Tape Merchandising . 41](#)
[Coin Machine Operating . . . 45](#)
[Bulk Vending 50](#)

Buyers & Sellers

[Classified Mart 43](#)



THE RECORDINGS OF HEIFETZ



Heifetz has recorded virtually every major violin work. A new brochure contains photographs, a biography of Heifetz and an up-to-date discography of the forty-four albums he has recorded for RCA Victor. The first two albums in a series of new editions of performances by Heifetz are Violin Concertos by Beethoven and Brahms. Both albums are in Living Stereo and Mono Hi-Fi and now for the first time on Tape. The new brochure gives your customers a reference to the world's foremost music for the violin, performed by the world's foremost violinist. Contact your distributor for details.



EXCLUSIVELY ON **RCA VICTOR** RED SEAL RECORDS
(RCA) The most trusted name in sound (RCA)

AUGUST 17, 1963

Price Rise Seen Throughout Industry

End Here Finally (7 Months of It) In Columbia Case

By REN GREVATT

NEW YORK — A resolution of problems surrounding the presentation of sales figures of the Reader's Digest package mail-order record business, and the appearance of two witnesses in the government's rebuttal case, characterized the concluding sessions last week of nearly seven months of hearings in the Federal Trade Commission's case against the Columbia Record Club.

The Commission's complaint, originally filed during the summer of 1962, took issue with alleged monopolistic aspects of Columbia's exclusive licensing arrangements for club offers of the product of various indie diskeries and with the pricing structure of the club's offers to the ultimate consumer. Following lengthy pre-trial meetings through last fall, the hearings began last January 16. Since that time, well over 1,000 exhibits have been offered into evidence and approximately 11,000 pages of testimony have been taken on the record.

In respect to Reader's Digest, Columbia had sought, for several weeks, to get into the record sales figures of the Digest's mail-order record sales operation. The Digest filed a motion to quash, which was ultimately denied by hearing examiner, Donald Moore. Moore held that Digest sales figures were relevant in view of Columbia counsel, Asa Sokolow's argument that revelation of these figures would show that Columbia is not, in fact, the dominant factor in the industry alleged by the Government.

Following denial of the Digest's motion, an agreement was worked out between Sokolow and Digest counsel Thomas F. Daly (who had promised an appeal of the decision), whereby the Digest would reveal its sales figures for 1960 and an average of its sales figures for the three years 1960, 1961 and 1962.

Sokolow told the court that this arrangement would be accepted as full compliance with the subpoena, since "it will tend to show the full magnitude of their operation." Also admitted into evidence were a number of letters and other documents of communication between the Digest and RCA Victor, which, according to Sokolow, "show the restrictions placed on both the Digest and the Book of the Month Club with respect to the operation of other record clubs

and the limitations placed on RCA itself as a result of its arrangements with the Digest and Book of the Month Club." A key aspect of the charges against Columbia was the fact that its exclusive licensing arrangements with outside labels tended to be in restraint of trade.

Virtually all of the documents relating to the Digest and the RCA Victor Club and the RCA relationships with the Digest were granted temporary "in camera" status, as had numerous earlier exhibits, by examiner Moore. (This means that the documents and the information contained therein are available to those authorities charged with rendering a decision on the issues in the case, and any later review authority, but they are not on the public record.)

Moore stressed, in granting the "in camera" status, that the ruling was temporary. It is known that Commission interpretation of rules on such matters has varied widely from time to time. Current precedents indicate that only under extraordinary circumstances are exhibits given permanent "in camera" status, though there was no indication in the present case what the decision might be. It was strongly indicated, however, that a final decision would be forthcoming in advance of any decision relating to the issue of the case.

The government's brief rebuttal case featured as witnesses Robert Dudley Kirkpatrick Jr., a vice-president of Market Research Corporation of America (MRCA) appearing for the fifth time, and Thomas Noonan, research director of Billboard. The testimony of both dealt largely with the matter of "share of market" occupied by Columbia Records.

Kirkpatrick testified about certain statistical studies undertaken by his company on behalf of Columbia Records. Particularly, the testimony related to alleged changes in retail

Presley LP Added To Victor Best Buy

NEW YORK — For the first time in RCA Victor history an Elvis Presley album is being added to the firm's Best Buy Program. Never before in the 11-year history of the highly successful Victor sales programs has a Presley LP been included. The new album that is now added to the 1963 Best Buy is called "Elvis' Golden Records, Vol. III." The two previous volumes of "Elvis' Golden Records" are all-time LP best sellers.

Bob Yorke, head of all a.&r. at RCA Victor, who presented the RCA Victor Best Buy Program at the Greenbrier in West Virginia a fortnight ago, said: "Elvis by himself has produced and annual volume during the last eight years that exceeds the total annual volume of all but a handful of our competitors. He is one artist who stands so tall he defies comparison."

In Elvis' new LP are such hits as "Stuck On You," "Surrender," "Are You Lonesome Tonight," "Little Sister" and "Good Luck Charm." According to Victor there have been thousands of requests for this golden records LP.

Victor is putting a major campaign behind the Elvis LP that will cover all media from magazines to TV. It will be highlighted by a special point-of-sale campaign at the dealer level.

In line with this the firm is issuing a substantial quantity of a special four-color, 16-page brochure, replete with pictures of Elvis, a complete listing of his albums and singles, plus a four-color pull-out section in the middle with a full-size picture of Elvis. These brochures will

activity of Columbia classical records in 1955—the year of the start of the club—as against 1956, one year after the start of the club. The government sought to show that the study in question indicated a drop in retail activity of certain classical records of Columbia, as a result of their appearance in the club. The exhibit was rejected by the examiner, because of "the infirmities of the exhibit." With Noonan on the stand, Columbia again was placed in the curious position of attacking LP best selling charts in Billboard on the basis of their allegedly faulty showing of share of market.

On the other hand, Columbia earlier had submitted exhibits of its own incorporating Billboard

(Continued on page 8)

be shipped to distributors and dealers can obtain them for giveaways.

Abner Sets Own Firm

By NICK BIRO

CHICAGO—Ewart G. Abner Jr., former head of Vee Jay, last week set up his own independent recording and distributing company. The firm, known as Dart Record Sales, was formerly operated by Abner under the Vee Jay banner.

Abner said Dart would continue to handle sole distribution of Ace, Avanti, FM, Horizon, Martay, Mohawk, Moon Glow, Oldies "45," Simpson, and TV Gospeltime.

Abner's old post at Vee Jay has not yet been filled. Abner said his quitting was motivated by policy differences and a conflict of personalities. He termed any other reason for his leaving as "ridiculous." He said his relations with Vee Jay executives, Jimmy and Vivien Bracken, had been and were still amicable.

Bill Bunky Sheppard, former a.&r. and promotion man at Vee Jay, joins Dart, as vice-president. Art Sheridan, with whom Abner started in the record business, is secretary of the firm and in charge of Dart International.

Abner said that the fall album program for Dart would consist of nine FM LP's and 18 Horizon LP's.

BILLBOARD ALL-IN-ONE CHART BEST IN TOWN

NEW YORK — A new LP chart is being introduced in Billboard this week. It is an all-in-one album chart of 150 positions that combines both the mono and stereo LP charts.

The chart more accurately reflects the current trend of LP sales today than the separate mono and stereo charts did. Today the ratio of mono sales and stereo sales on hit product, with few exceptions, is much closer to a 50-50 ratio than ever before. (The exceptions are specialty product like country, rhythm and blues and comedy LP's.)

The new chart contains, for every LP listed, both the mono and stereo numbers. It is, we

feel, much more useful as a buying and stocking guide than the separate mono and stereo charts used to be.

In line with the new all-in-one LP chart, Billboard is combining its New Action LP's chart, consolidating the mono and stereo New Action LP's charts.

The new layout and larger type makes the new Billboard all-in-one LP chart much easier to read than heretofore. In addition, new layout and typeface for the Hot 100 Singles chart makes this much easier to read than before, as well. (New LP chart is located on page 31; the new Hot 100 chart is on page 24.)

It's Official—Warner Bros. Buys Reprise

HOLLYWOOD—The merger of Warner Bros. Records and Reprise Records became official last week. (Billboard, August 3.) A joint announcement by Frank Sinatra and Jack L. Warner confirmed the arrangement which calls for the formation of Warner Bros. Records-Reprise Records Company, as well as for additional ties between Sinatra and Warner Bros. Pictures, parent firm of the Warner diskery.

Both labels are expected to continue under their separate identities, with no change contemplated in present distributors, foreign licensees or personnel. Mike Maitland, current Warner Bros. Records head, becomes president of the new record firm. Morris (Moe) Ostin,

who has been in charge of Reprise operations, continues as head of the Reprise division of the new company.

Sinatra, who will serve on the board of the new company, will also be employed by the picture firm as a consultant and is expected to do several pictures for Warner Bros.

The total deal reportedly involves a price approaching \$10 million, including the picture arrangements with Sinatra, with the diskery aspect accounting for a figure in the neighborhood of \$1 million.

Still under discussion, as separate transactions, are deals with Sinatra Enterprises to produce feature pic-

tures to be financed and distributed by Warners. Howard W. Koch will continue as executive producer for Sinatra Enterprises.

Merger of the record firms, which will become a fact early in September, brings under the Warner roof a stellar line-up of talent, in addition to its own impressive current array of hit-makers. Included in the Reprise stable are such names as Sinatra himself, Dean Martin, Eddie Cano, Lou Monte, Sammy Davis Jr., Rosemary Clooney, Nancy Sinatra, Duke Ellington and the current chart-maker, Trini Lopez, among others.

In the Warner Bros. disk stable are hot acts like Allan Sherman; Peter, Paul and Mary; Connie Stevens and Joannie Sommers.

March on Washington Stirs Record People

Birmingham Breaks Line

By BOB ROLONTZ

NEW YORK — History was written in the city of Birmingham last week when Joey Adams' AGVA troupe played before an integrated audience (August 5) for the first time ever. It was performed on the campus of Miles College on a makeshift stage which collapsed during the first part of the performance. It was quickly repaired.

Stars of the show were Johnny Mathis, James Baldwin, Ray Charles, Nina Simone, Al Bernie, and a number of variety acts. Audience totaled more than 10,000.

The show was emceed by William B. Williams, WNEW deejay. He told Billboard that the people had to bring their own seats since the show was held at Miles.

"It was quite a sight to see hundreds of Negroes, too poor to ride, carrying their chairs along the streets of Birmingham on their way to the benefit," he said.

"When the stage collapsed, and all the lights went off, the audience began to sing 'We Shall Overcome' and 10,000 voices roared the message."

Another giant show, at the Apollo Theater in New York at midnight, August 23, is also being held for the "Emancipation March on Washington." Many record people will be on hand.

Tony Bennett, Joan Woodward, Paul Newman, Billy Eckstine, the Golden Chords, Cozy Cole, Johnny Hartmann, Coleman Hawkins, Ahmad Jamal, Quincy Jones and his band, Teri Thornton, Moms Mabley, Herbie Mann and his band, Carmen McRae, Thelonious Monk, Cecil (Alleycat) Thorne, Art Blakey and the Jazz Messengers, Lambert, Hendricks and Bavan and Little Stevie Wonder are among those to be on hand.

Air personalities from across the nation will serve as emcees for the benefit. Among them are William B. Williams, Ralph Cooper, Mercer Ellington, Mort Fega, George Hudson, Hal Jackson, Symphony Sid, Billy Taylor, Jack Walker and Steve Wrangell.

Tickets will be sold exclusively through the N.A.L.C., 217 West 125th Street. Top duets will go for \$100, with \$25, \$12.50, \$7.50, \$5 and \$3 seats available.

5 Para Execs Hit Promo Trail

NEW YORK — Five top ABC-Paramount executives will hit the promotions trail beginning Monday, August 12, for one month.

The team consists of Irwin Garr, covering the West Coast; Al Parker, East Coast; Howard Stark, the South; Marty Goldstein New England; Lenny Lewis, the Midwest. Larry Newton, vice-president in charge of sales, will make flying trips to all territories to supervise promotion operations.

Purpose of the concentrated drive is to push a dozen new LP releases on the label. The five execs will also concentrate on new single releases on all labels.



ILLINOIS GOV. OTTO KERNER congratulates Mrs. Gene Autry and Erwin H. Schlicht, general manager of Gene Autry's Sahara Inn, at grand reopening ceremonies of the \$7,000,000 suburban night spot and hotel. The club had been shuttered following bankruptcy proceedings against the previous owner, Manny Skar. Autry plans a top entertainment policy, which kicked off last week with society-girl folk singer Nancy Ames and the folk-singing New Wine Singers.

Handleman Bros. to Float Stock Issue

DETROIT—The Handleman Company has filed a registration statement with the Securities and Exchange Commission to float a public stock issue. Handleman is the largest independent distributor of phonograph records in the U. S., serving more than 5,500 department, variety and drugstores, supermarkets and other retail outlets.

Pickwick Net Up by 25%

NEW YORK — Pickwick International enjoyed a 25 per cent increase in earnings in 1963, according to a report by President Cy Leslie. Earnings jumped from 48 cents a share last year to 60 cents a share this year. The optimistic current picture set the tone for the firm's national sales meeting, held here last week.

In a series of seminars at the meeting, the firm's executive staff, consisting of Leslie; Ira Moss, newly named executive vice-president; Joe Abend, sales promotion director, and Ralph Berson, executive vice-president in charge of sales, outlined plans for the fall and the sales outlook for the coming months.

In another development, the company won a brief legal skirmish with singer Lou Monte last week. Monte had filed an action seeking to enjoin Pickwick from the distribution and sale of an LP containing performances by both Monte and the Botti Endore Quartet.

In denying the motion, the New York Supreme Court overruled Monte's claim that "production and distribution had not been authorized by him." The Court held that "in the absence of a clear showing of irreparable damage, the drastic relief sought cannot be granted."

NARAS Names 2 New Trustees

LOS ANGELES — Two national trustees were elected and two others were re-elected for two-year terms to the board of governors of the National Academy of Recording Arts and Sciences, Los Angeles chapter.

New to the national board are John Scott Trotter and current L. A. NARAS prexy,

According to the preliminary prospectus (July 29, 1963), Handleman intends to issue 330,000 shares of stock when the registration statement becomes effective. This is expected to take four to six weeks.

According to the prospectus, half of all Handleman sales are accounted for by records, the rest by drugs, pharmaceuticals, vitamins, health and beauty aids and sundries. Total sales for the firm for the fiscal year ended April 30, 1963, amounted to \$30 million, with about half of that, or \$15 million, in records. Firm's net profits in fiscal year ending April 1963 were \$960,000.

The prospectus notes that Handleman bought the businesses, accounts receivable, inventories and other physical assets of three record distributors, Jay-Kay, and Arc in Detroit, and American in Cleveland on August 1 for \$1,200,000. It notes that in fiscal 1963 Handleman purchased about \$1,200,000 worth of records from these distributors. It also says the purchase price represents the accounts receivable, inventories at cost and other physical assets.

Prospectus notes that Handleman's disk business has increased from about \$5 million gross in 1959 to close to \$15 million in 1963. Gross profit margins of the record division of the firm, it says, have been much higher than the drug division.

Officers of Handleman Company, mentioned in the prospectus are Joseph Handleman, president and director; Paul Handleman, executive vice-president and director; David Handleman, secretary, treasurer and director, and Moe Handleman, vice-president and director. Number of employees in the firm is 400.

Les Brown. Re-elected were Sonny Burke and Paul Weston. They join incumbent trustees Van Alexander, Dave Cavanaugh and Mack David. Seven now represent the chapter.

EDITORIAL

It Just Had to Be

The first integrated audience in the history of Birmingham caught a show on the campus of Miles College, a Negro institution, last week. There were no incidents. There will be many more shows in that city with integrated audiences and little attention will be paid to the fact. That is as it should be.

What is interesting to note, before the first integrated show there has passed into history, is that the bringing together of these whites and Negroes was accomplished through music. Not politics, not even religion, but musical entertainment. Musicians and artists have always judged each other by the standard of talent rather than color or religion. It must have given the performers in Birmingham that night a warm feeling to know that through their efforts they had helped break down a barrier that had existed for well over 100 years.

In the struggle now going on for the Negro to obtain his full rights as a United States citizen, music will continue to play a role, a role that it has played for years in breaking down many types of barriers. And our performers, musicians, singers, actors and comics, are continuing to throw themselves in the front of the struggle. That, too, is how it has always been, and should be.

Morris Levy Keeps Moving With New Buy

NEW YORK—Morris Levy of Roulette enlarged his stake in the music business last week when he completed negotiations for the purchase of Jack Gale's interest in United Music along with a.&r. chief Henry Glover. Levy and Glover purchased Jack Gale's 50 per cent of the firm, with both Levy and Glover now owning 25 per cent. The other 50 per cent of United Music is owned by Juggy Gayles, who will now move the United Music operation to Roulette and function as general manager for the firm.

Levy, in addition to his United Music buy, also bought four copyright renewals from Jimmy Van Heusen.

They are: "I Could Have Told You," "Funny Thing," "My Dream Sonata" and "How Can I Replace You." A fifth renewal, "Somewhere Along the Way," has been acquired through Kurt Adams.

According to Levy, the acquisition of United Music is part of an over-all expansion program for his entire Planetary-Nom music firms. Levy recently bought an interest in Figure Music from Jack Hooke, and Jack Hooke is running his firm from the Roulette office. Levy's Planetary-Nom group has also opened firms around the world recently with Chappell Music in England, Germany, Italy, Holland, Australia, and other countries.

Firms now in Planetary-Nom are: Patricia Music, Frost Music, Favorite Music, Diane-Basic Music, Phase Music and Atrium Music. Wally Schuster is general professional manager of Planetary-Nom. Albert Peckover is comptroller.

Right now Planetary holds such hit copyrights as "Easier Said Than Done" and "A Walk-in' Miracle."

Last week Levy also acquired sole control to Foundation Music, and Big Seven Music.

Hansen Music, which handles all of the Planetary-Nom Music group sheet music, will soon issue a new 60-song folio with standards from Planetary-Nom, United and Figure.

Billboard

Published Weekly by
The Billboard Publishing Company
2160 Patterson St., Cincinnati, O., 45214
Tel.: 381-6450

Publisher

Hal B. Cook New York Office

Editorial Office

1564 Broadway, New York, N. Y., 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

Editor-in-Chief Sam Chase

Editors R. Rolontz, A. Sternfield

Associate Editor Ren Grevatt

Managing Editor Jack Orr

Department Editors, New York
Music News Robert Rolontz
Phono-Tape & Special Issues Ren Grevatt
Radio-TV Programming Gil Faggen
International News Jack Maher
Talent Jack Orr
Coin Machines Aaron Sternfield
Editorial Assistant Barry Kittleston

U. S. Editorial Offices

Cincinnati, Exec. News Editor, Wm. J. Sachs
Chicago, Midwest Editor, Nicholas Biro
Hollywood, W. Coast Manager Lee Zilfo
Washington Bureau Chief Mildred Hall
Nashville Manager Mark-Clark Bates

Research Department, New York

Director Thomas E. Noonan

Pop Charts Mgr. Andrew Tomko

Production Department, New York

Art Director Lee Lebowitz

General Advertising Office, N. Y.

Director of Sales Andrew Galda

Advertising Manager Peter Heine

Promotion Mgr. & Int'l. Sales Frank Lupino

Midwest Music Sales Richard Wilson

West Coast Music Sales Kae Algyer

Coin Machine Adv., Chicago

Coin Machine Ad. Mgr. Richard Wilson

Circulation Sales, New York

Circulation Manager Walter F. Gruening

Subscription Fulfillment

Send Form 3579 to

2160 Patterson St., Cincinnati, O., 45214

Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill., 60601, 188 W. Randolph

Area Code 312, CE 6-9818

Hollywood, Calif., 90028, 1520 N. Gower

Area Code 213, HO 9-5831

Nashville, Tenn., 37203, 726 16th, So.

Area Code 615, 244-1836

Washington, D. C., 20205, 1426 G. N.W.

Area Code 202, 393-2580

International Offices

European Office Andre de Vekey, Dir.

15 Hanover Square, London W.1

HYDe Park 3659

Cable: Billboard London

Brazilian Office Mauricio Quadrio, Dir.

Rua Viscondessa de Gavea 125

Rio de Janeiro

Argentine Office Ruben Machado, Dir.

Lavalle 1783, Buenos Aires

Subscription rates payable in advance.

One year, \$15 in U. S. A. (except Alaska,

Hawaii and Puerto Rico) and Canada, or

\$45 by airmail. Rates in other foreign

countries on request. Subscribers when

requesting change of address should

give old as well as new address.

Published weekly. Second class

postage paid at Cincinnati and

at additional entry office. Copy-

right 1963 by The

Billboard Pub-

lishing Company. The company also

publishes Vend, the semi-monthly

magazine of automatic vending; one year, \$7 in

U. S. A. and Canada; Amusement Bus-

ness, the weekly magazine of amusement

management; one year, \$10; High Fidel-

ity, the magazine for music listeners;

one year, \$7, and American Artist; one

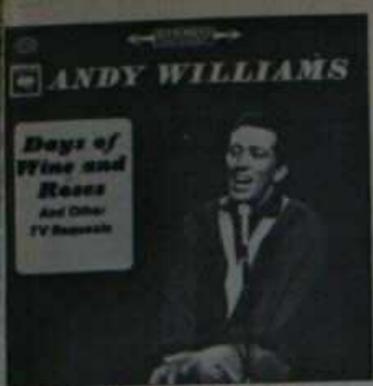
year, \$7. Postmaster, please send Form

3579 to Billboard,

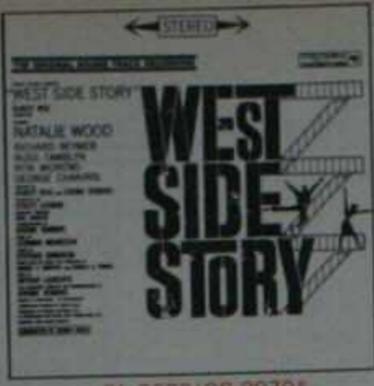
2160 Patterson St.,

Cincinnati, O., 45214.

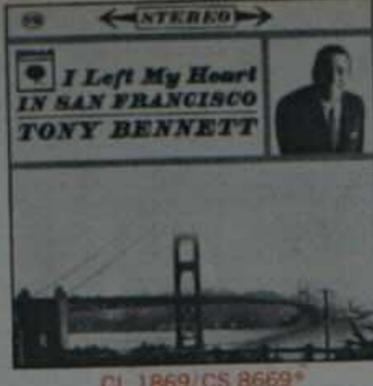
Vol. 75 No. 33



CL 2015/CS 8815*



OL 5670/OS 2070*



CL 1869/CS 8669*



CL 2016/CS 8816*



ML 5596/MS 6196*



CL 2007/CS 8807*



CL 2000/CS 8800*



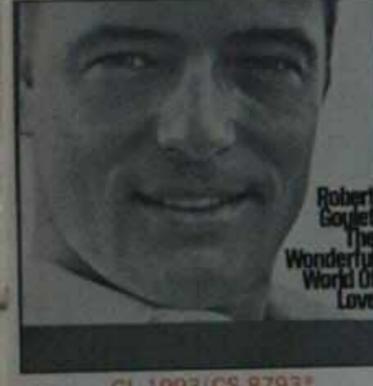
CL 1809/CS 8609*



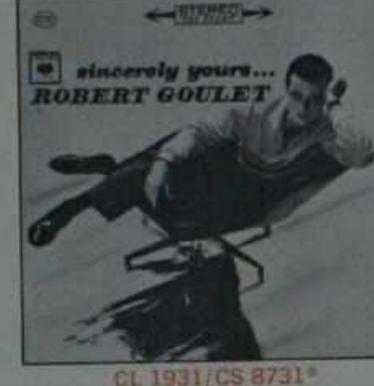
CL 2033/CS 8833*



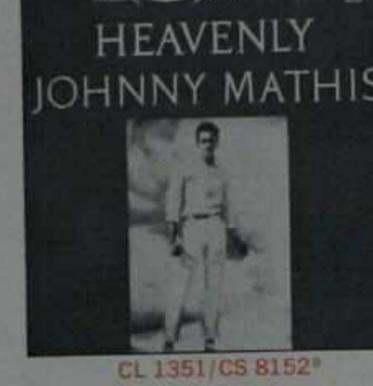
KOL 5450/KOS 2020*



CL 1993/CS 8793*



CL 1931/CS 8731*



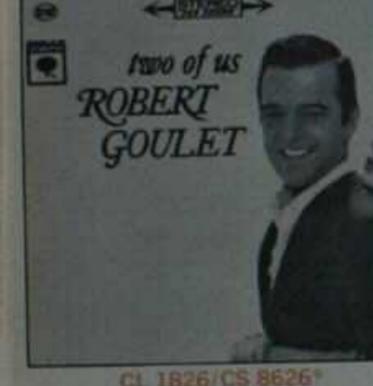
CL 1351/CS 8152*



OL 5230/OS 2001*



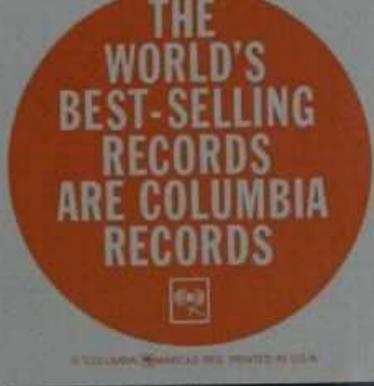
CL 1955/CS 8755*



CL 1826/CS 8626*



CL 2012/CS 8812*



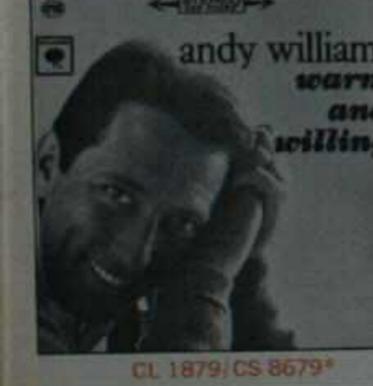
© COLUMBIA RECORDS INC. PRINTED IN U.S.A.



CL 1953/CS 8753*



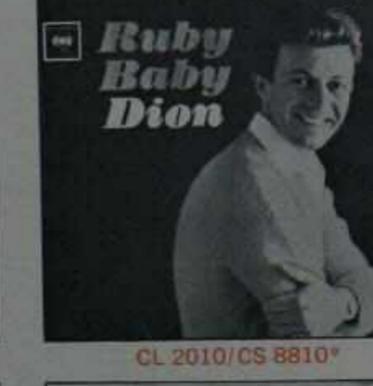
CL 1133/CS 8634*



CL 1879/CS 8679*



KOL 5620/KOS 2031*



CL 2010/CS 8810*



CL 1397/CS 8192*



CL 1797/CS 8597*



CL 1949/CS 8749*



CL 2017/CS 8817*



CL 1946/CS 8746*



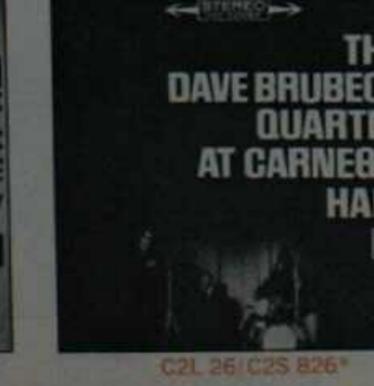
ML 5811/MS 6411*



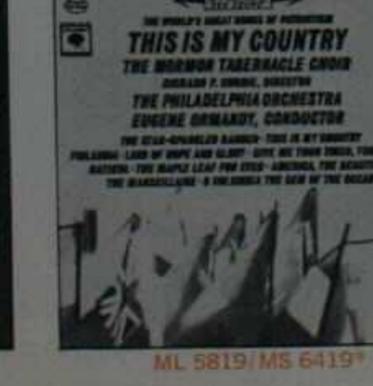
CL 1872/CS 8672*



CL 2053/CS 8853*



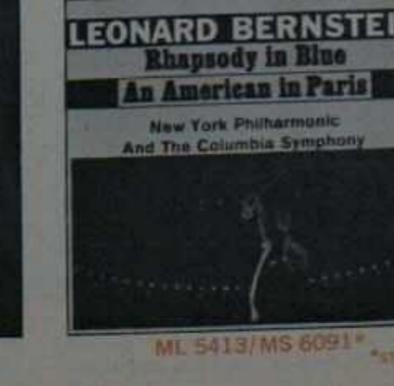
CL 26/CS 826*



ML 5819/MS 6419*



KL 5771/KS 6371*



ML 5413/MS 6091*

Kapp Fall Line in Line

By NICK BIRO

CHICAGO—A slogan of "Sell the Product, Not the Price" key-noted Kapp Records' new sales program which was introduced here last week in conjunction with the firm's fall line.

The program is squarely in line with a recent Columbia Records price stabilization move, which Phil Skaff, Kapp vice-president, stressed his firm had been advocating for two years.

Though announcing no price reduction (as did Columbia), Kapp said it would offer a discount of 10 per cent on its fall plan merchandise. Firm also introduced an austere new singles program that eliminates free goods or extras of any kind.

Skaff noted that "they (Columbia) have their formula and we have ours, but the principle is basically the same—to shift the attention of the buyer to product rather than pricing policies."

Skaff also drew applause from the distributors when he emphasized that "transshipping will not be tolerated by this company."

Skaff later told Billboard he was fully prepared to see volume drop—if necessary—and that he was also prepared to lose distributors if they did not go along with the new policy.

No Loss Seen

A sampling of comment, however, indicated this would hardly be necessary. Despite an undercurrent of caution, distributors seemed solidly behind the move.

In the words of one large East Coast distributor, "We've got to go along with them unless the system doesn't work," and indications were that both the distributors and manufacturers intended to do all in their power to see that it did.

In his talk Skaff told his distributors "You are our partners; your problems are Kapp's problems." In an indirect comment on direct sales to racks or one-stops, Skaff noted that Kapp would never "disregard the interests of its distributors in favor of a superficially attractive blanket distribution set-up."

"We want to know and know today if you (distributors) can again perform the role that gave birth to Kapp Records and independent distribution," Skaff said.

He noted that he was aware that many distributors were in other facets of the business—racks and one-stops—but "when you talk to us, talk as a distributor, otherwise all of you, distributors and sub-distributors alike, take on the same appearance."

He emphasized that Kapp couldn't offer "exclusive rights for an assigned territory if there is nothing exclusive about the distributor."

Commenting on sub-distributors and functional discounts, Skaff told distributors that they were "the boss." He said Kapp did not participate in functionals or any other means of reducing unit costs. "You (the distributor) must carefully evaluate and categorize the nebulous word 'sub-distributor'—but one thing is for sure—you must get more money for Kapp product."

Al Cahn, Kapp sales manager, said that while Columbia referred to their program as the "Age of Reason," Kapp was calling theirs the "return to the age of selling."

He noted that Kapp did not have the same control over its distributors as Columbia did (ownership), but that "in lieu of this control, Kapp intends to do its utmost to insure all trading areas the right to sell our product according to our policies. We will take any and all steps needed to insure this."

Cahn said Kapp expected its

distributors to sit down and re-evaluate their markets, and the re-evaluation must separate the 'retailer' from the so-called 'sub-distributor.'

"I think most agree that racks and one-stops serve a function and therefore deserve some functional benefits. There are some gray areas—that is—some areas where retailers serve dual functions. We leave these accounts to distributors to regulate. You must sell the product and no one knows better than you who deserves what in price concessions," said Cahn.

The meeting started on a quiet note with Dave and Mickey Kapp alternately introducing the firm's new line of 11 albums and six new singles (five by new artists).

Roger Williams headlined the album release which also consisted of LP's by Jose Jimenez, Chad Mitchell, Joe Harnell, Ruby and the Romantics, Kenny Ball, Jack Jones, Robertino, Marc London with Ron Clark in a comedy effort, a Hootenanny Volume II album, and a collection of violin semi-classical works by Nadien.

Singles are by Williams plus a string of new artists including Claudio Villa, the Steel Town Three, the Charmets, the Russell Brothers and Ronnie Self.

Sales Manager Cahn introduced the fall album program, which runs from August 3 through September 30, and includes a 10 per cent discount on new releases and catalog. Dat-

WABC Names Sklar To Holman Post

NEW YORK—Broadcast and music circles were stunned last week by the promotion of Rick Sklar, director of community services at WABC, to program manager of the station replacing Sam Holman.

The announcement was made Monday (5) by the station's newly appointed vice-president and general manager, Walter Schwartz, former assistant general manager of Group W's WINS.

"Sam Holman, who has done so much to bring WABC to its present enviable position in the market, will continue to be a front line piece of talent for us," said Schwartz. Holman is currently doing a 1 to 3 p.m. show on the station.

"With the responsibilities of running a major radio station in the nation's first market and in every large market increasing each day it is necessary that we have a man in charge of the

ing with one-third segments payable in September, October and November, is also available.

Kapp is also offering a series of three floor displays, a sales incentive program for distributor salesmen, a co-operative advertising program in addition to the Kapp national campaign, and a series of consumer catalogs, easel jackets and deejay albums.

program department who would not be faced with the dual responsibility of an air show," Schwartz said.

"Sklar has an excellent track record (he formerly was program manager for WINS and WMGM—now WHN—handling executive responsibility at WABC) and will be given complete authority on all matters involving programming," said Schwartz.

With the changing of the guard at Gotham's No. 1 rated pop music station many representatives of the recording industry expressed the hope that

(Continued on page 8)

DECCA GETS 'WOMEN' FILM

NEW YORK—Decca Records has acquired the sound track of the film "Women of the World." The picture, presented by Joseph E. Levine, is an Italian import produced by Gualtiero Jacopetti. The sound track music is by "More"- "Mondo Cane" team of Riz Ortolani and Nino Oliviero. The record company is co-ordinating its promotional effort with picture company play dates. The flick is reported to be in 100 locations already.

Hertz Hoot To Do Encore

NEW YORK—The American Hootenanny Festival, headed by the Greenbriar Boys and banjoist Bill Faier is doing so well on the road that producer Fred Hertz is readying a second Hootenanny company called "American Hootenanny Festival, Act II," to go out in mid-August with Logan English as headliner and emcee.

The American Hootenanny Festival is booked by Willard Alexander. Hertz and Faier say it is achieving success due to the amateur contest promotion for local talent. Top local talent is allowed to join the performers on stage. Outstanding amateurs can submit their work to a panel consisting of Hertz, music executive Joe Csida and Alexander. Top talent winners will be awarded a record session in New York. Stars of the first AHF show are Faier, the Greenbriar Boys, Joan Meyer, Bob Carey, the Troubadors Three and Dimitri and Daniel.

Cameo Sets Fall Release

PHILADELPHIA—Cameo-Parkway presented a preview of 14 new fall album releases at its recent national distributor meeting in Chicago August 2.

The emphasis was on the teaming of the label's top hit makers on several albums. Featured LP's are "All the Stars Biggest Hits," "The Stars Biggest Hits Vol. 2," "Golden Hits," "Everybody's Goin' Surfin'" and "Twelve Greatest Golden Oldies in the Whole World Ever."

Also scheduled for release are: "Rawhide's Clint Eastwood Sings Cowboy Favorites," "Greetings From the Hofbrauhaus" with Isarspatzen Ensemble, "Twelve Shades of Bluegrass," with Bob Johnson, "Biggest Hits," with Dee Dee Sharp and "Chubby Records Live" with Chubby Checker.

Bernie Lowe, president of Cameo-Parkway Records, also presented awards and cash

Report on Out-of-Town Shows

'Zenda'

SAN FRANCISCO—"Zenda," the new musical which premiered at the Curran Theater here Monday (5), has the potential of being developed into a first-class musical. The book, based on "Prisoner of Zenda" (stage and film) by Anthony Hope, has been smartly updated by book writer Everett Freeman, and the musical score by composer Vernon Duke and lyricists Lenny Adelson, Sid Kuller and Martin Charnin is both rich and melodious. It is a gay, humorous and spirited version of the classic blood-and-thunder drama.

Star of the show, Alfred Drake, gets a chance to show off his considerable talents on the acting and singing level in the dual role of King Rudolf III and cousin Richard (formerly Rudolf) Rassendyl. Ann Rogers, who played the lead in the road company of "My Fair Lady," is a radiant Princess Flavia. She and Drake make a first-rate singing-acting combination. Chita Rivera turns in some fine, exciting and passionate acting as Athena Constantine, the king's jealous mistress.

From a musical standpoint there are many delightful songs, and when sung by stars of the vocal stature of Drake and Miss

prizes at the Chicago meet. Ed Rosenblatt, Mainline Distributors, Cleveland, received a \$1,000 check for his initiative, creative sales programs and foresight as a distributor. Also cited were promotion men Bob Schwartz of Arc Distributors, Detroit, and Paul Maged of Music Supplier of Boston. Both men were given \$300 each for their efforts in behalf of Cameo-Parkway products.

'SUKIYAKI' STAR TO VISIT U. S.

HOLLYWOOD—Capitol Records star Kyu Sakamoto will visit the U. S. in mid-August for a three-day visit. The singer, who had the smash hit "Sukiyaki," will arrive in the U. S. on August 13 and return to Tokyo August 16. He will appear on the Steve Allen TV show, attend a press conference and attend a cocktail party in his honor. He will be accompanied on his trip by Mrs. Masao Manase, his personal manager, and Warren Birkenhead, Capitol Records rep in Japan.

Rogers, it adds much to the music. Outstanding pop songs in the show are Drake's "Let Her Not Be Beautiful" and Miss Rogers' "Born at Last."

Drake also has a great time with the clever "My Royal Majesty" and the bright "Words, Words, Words." Miss Rivera and Earl Hammond come through in stylish fashion with "I Wonder What He Means by That" and Carmen Mathews, playing the queen mother, comes through with a delightful reading of a spirited tune called "Artists" with other members of the cast.

Though the show needs a lot of tightening up, sharp trimming (it ran well past midnight opening night), it seems like a good bet for Broadway. And the wealth of tunes in the show plus the fine voices make it a solid item for original cast wax. Costumes by Miles White and sets by Harry Horner add much visual impact to the show. "Zenda" will run for seven weeks in San Francisco and then move to Los Angeles for another long run. GODFREY LEHMAN

'Apollo'

DALLAS—The new musical "Apollo and Miss Agnes" opened at the Music Hall Theater last week (5) to fairish reviews. There was high praise for the performances of Nancy Dussault, David Wayne and Reginald Gardiner, thumbs up for the music by Marilyn Scott and Keith Textor and lyrics by Alan Scott, and severe criticism of the book by Alice Banner, Alan Scott and Bob Banner.

Banner, producer of the Garry Moore and "Candid Camera" TV shows and producer of the Carol Burnett specials, is the producer, director and co-author of the show, based on Joan Giraudoux' "The Apollo of Bel-lac." Show will run at Dallas' Music Hall until August 18, after which it will go East with plans to open in New York in January.

James Rosenfield, critic of The Dallas Morning News, said: "'Apollo and Miss Agnes' has extraordinarily interesting music by Marilyn Scott and Keith Textor, singable if arcane lyrics by Alan Scott, and a book that is, as yet, an unrecognizable amoeba."

Virgil Miers, critic of The Dallas Times Herald, said: "'Apollo and Miss Agnes'... is splendidly performed by players like Nancy Dussault, David Wayne and Reginald Gardiner. But frequently their antics are engaging despite the material. ... Along the way there are agreeable songs, comical pinches of modern art mania, and pleasant notions about getting the romantic most out of life. But these nuggets of cheerful musical theater must be panned out from amidst the routine. ... Much of the show's comedy seems forced and routine. ... While it is not a score to make the pulse race, the music generally is agreeable."

New Disk Post

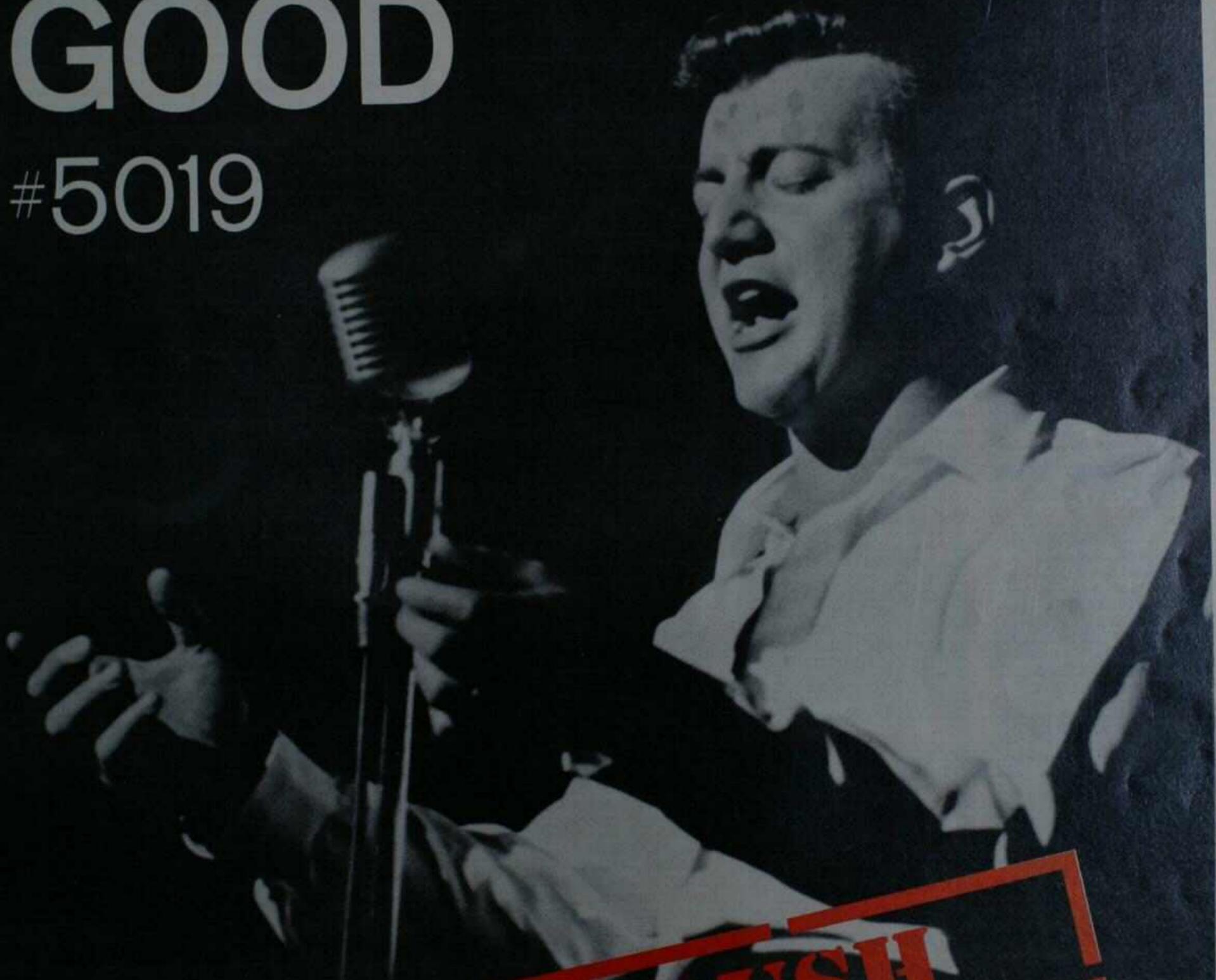


Bill Randle, WCBS, New York, deejay, has been named assistant to special projects at Columbia Records. In simpler English, it means that Randle will supervise special a.&r. projects and will develop new ideas and talent.

TREAT THIS SINGLE GOOD—'CAUSE IT'S A HIT!

BOBBY DARIN
TREAT MY BABY
GOOD

#5019



**RUSH
RELEASE!**

BOBBY'S 4th STRAIGHT HIT SINGLE ON



Price Rise Is Seen Thruout Industry

• Continued from page 3

gram. Last week, Jerry Blaine's Jay Gee label announced an end to discounts after September 30. Decca has maintained all along that it has not deviated from the \$2.47 price for \$3.98 disks.

New additions to this roster of labels may be expected momentarily. Liberty and the Reprise-Warner Bros. combines are among those mentioned most prominently. And when the current fall discount programs run out, the stabilization rush could well become a stampede.

Step Clarified

Similarly, the step from distributor to rack jobber and one-stop now is being clarified around a firmer price line. Furthermore, Kapp's decision that the label no longer will participate in the granting of functional discounts sets a new pattern which places the responsibility squarely on distributors.

Quite a few distributors who have been giving rack jobbers and one-stops an extra 10 per cent beyond the functional discount are known to be re-studying the advisability of this policy. As one commented: "I did it because I felt they were doing a job for me that I was supposed to do. But maybe I'll do that job myself now and keep the difference."

The determination expressed by Columbia and other labels to see that only legitimate rack jobbers and one stops get the functional discount, and that

these rack jobbers may not use this price advantage for their own retail operations, similarly is seen as helping put each level of the industry into clearer perspective.

For their part, some key rack jobbers now are known to be re-examining their own price structures. At the recent NARM convention, there were two main groups, in terms of price policy. Most seemed to be charging their accounts \$2.35 to \$2.65 for \$3.98 albums which retailers could get for \$2.47. A smaller group of large rack jobbers are known to go as low as \$2.10 on a regular basis.

Obviously, it is these latter rack jobbers who were most concerned about the Columbia program, which calls for them to buy their disks at \$2.02, based on a 10 per cent functional discount from Columbia's new \$2.25 dealer price. These rack jobbers now are seriously pondering Columbia's admonition to hike their own wholesale prices and to get a full return for the services they provide.

Finally, on the retail level, a general rise in the price to the consumer is in the making by the large discount outlets, leading inevitably to parallel rises by smaller discounters and other retailers. This week, a general move upward was discerned at leading discount operations in the New York area, with Korvette generally moving upward from the \$2.27 to the \$2.54 area for \$3.98 list disks, and with Liberty and others moving upward from the \$2.54 to the \$2.98 area.

In sum, it looks very much as if all elements have decided that Dave Kapp was right at the recent ARMADA convention, when he chided the industry for operating in a "profitless prosperity." Members of each segment seem separately to have decided to insist upon an adequate return for merchandise sold, and henceforth to concentrate on profits as well as volume. Most observers believe this is all to the good.

17,000 Jam Hollywood Bowl

• Continued from page 1

unique international flavor to the evening. Their renditions of "Malaguena Salerosa" and "Guadalajara" had the fire and authenticity of performers who know and understand the songs of Mexico. Bud and Travis is a slick, fast act whose rapid clever patter gives humorous continuity to their performance.

Peter, Paul and Mary's song renditions have beauty, humor, pathos and conviction. Their recent hit "Puff, the Magic Dragon" brought a

sing-along reaction from the thousands in the Bowl. This almost childlike song of adult allegory was one of the sleeper hits of this year, and it appeared that every person in attendance knew the lyrics. Their performance of their current hit recording, Bob Dylan's "Blowin' in the Wind" spurred almost the same reaction.

The program was presented as a part of the regular Hollywood Bowl season and was packaged by Al Grossman's Trio Concerts, Inc.

Nero Kills The People

HOLLYWOOD—Peter Nero has been racking up a list of impressive one-night concerts between visits to Hollywood where he is composing, scoring and appearing in the forthcoming flick "Sunday in New York."

An SRO audience of 6,000, the season's largest, crowded into the outdoor amphitheater at Chautauqua, N. Y., recently for the two-hour concert which was a part of Chautauqua Institute's summer series.

The following night in Cleveland's public auditorium, Nero, as guest star with the Cleveland Summer Orchestra, pulled 7,000 presons.

On July 31, at the Kalamazoo Parking Stadium, Nero and his trio drew a standee crowd of 4,000, eclipsing the previous record of 3,000 set by Jose Iturbi several years ago.

Nero is slated to appear at the Hollywood Bowl on August 24, and then will head East for a concert at the Carter Barron Theater in Washington, August 26.

Grand Award Issues 3 Language LP's

NEW YORK—Three foreign language albums in Italian, French and Spanish, designed for the tourist and traveler, have been released by Grand Award. The albums were produced by Enoch Light with Lyle Engel as executive director and Julie Klages producer-director.

The Italian package was supervised by Olga Ragusa, associate professor of Italian at Columbia University; Michael Riffaterre, also on the staff of Columbia University supervised the French album, and Professor Guillermo Brown supervised the Spanish.

Meanwhile, Command Records announced that it has widened its foreign distribution set-up. Enoch Light noted that Command is now being handled throughout the Near and Far East, Africa, Europe, Australia and Islands of the Southwest Pacific.

CLASSICAL UP AT COLUMBIA

NEW YORK—At Columbia's convention in Puerto Rico last week, Peter Munves, product manager of the label's Masterworks line, said that classical sales for Columbia were up 33 per cent in 1962 over 1961. Charles Schicke, national promotion manager for Masterworks, said that there was a rise of 26 per cent in sales during 1962 of the 55 albums in the Masterworks masterplan, covering albums kept in stock at all times by participating dealers.

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.

ATLANTIC-ATCO—Expires August 31, 1963. Started July 24, 1963. Special 15 per cent discount on new Atlantic and Atco releases and catalog material.

COTTONTOWN JUBILEE—Expires August 31, 1963. Started July 20, 1963. Bluegrass LP by Cousin Jake and Uncle Josh: One free with every three purchased.

STARDAY—Expires August 31, 1963. Started July 15, 1963. Fourth annual Country Music Sales Spectacular. Buy 10, get two free on entire Starday catalog of 150 LP's and 20 EP's in color jackets.

BLUE NOTE—Expires August 31, 1963. Started July 29, 1963. A 10 per cent discount on entire catalog, including new releases by Art Blakey and Freddie Roach.

TAMLA-MOTOWN-GORDY—Expires September 15, 1963. Started July 15, 1963. Buy six, get one free, on all new releases and entire catalog of all three labels.

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.

COLUMBIA—Expires September 25, 1963. Started July 22, 1963. On all purchases during this period, dated billing will be available to qualified accounts. Newly announced year-round prices of \$2.25 for \$3.98 LP's and \$2.81 for \$4.98 LP's, with 10 per cent quarterly exchange privilege starts at once.

EPIC—Expires September 27, 1963. Started July 15, 1963. A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.

ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12½ per cent discount.

JAY-GEE—Expires September 30, 1963. Started June 24, 1963. Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

RCA VICTOR-VICTROLA-CAMDEN—Expires September 30, 1963. Started July 29, 1963. A 12 per cent discount on all new releases and catalog of the three labels for both disks and tape. Dating privileges also available.

COLPIX—Expires September 30, 1963. 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.

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.

COMMAND—Expiration indefinite. Started June 24, 1963. One-free-for-six-purchased deal on seven new releases and entire catalog.

WARNER BROS.—Expiration indefinite. Started July 29, 1963. Buy 100, get 15 free on all new releases, plus 130 LP catalog. Ninety-day deferred billing, with one-third payments due October, November and December. Regular 10 per cent return privilege applies.

Columbia Case

• Continued from page 3

charts purportedly showed that a record's retail sales increased following its appearance in the club. Through intensive questioning of the witness, Columbia counsel Stewart Robinowitz, attempted in many ways to cast doubt on the validity of the Billboard chart operation.

Throughout the lengthy and frequently pointed cross examination, Noonan held his ground effectively. In the end, a motion to strike the testimony from the record, by Robinowitz, was denied.

At presstime, whether the respondents would undertake a brief sur-rebuttal was in doubt.

The next step lies in the hands of the examiner, who is expected to render a ruling on the "in camera" status of a number of key exhibits. Following this, and within an expected period of three months, attorneys for both sides will file briefs incorporating "proposed findings of fact and conclusion of law." These briefs take the place of oral summations. Fol-

Editor Lee Zhito

• Continued from page 1

West Coast office since the first of the year. Prior to that he was Billboard's Hollywood news editor.

He is a graduate of the Journalism School of the University of Missouri, and worked on various daily newspapers in the Midwest and on the Coast before joining Billboard. He started with Billboard's Hollywood office in 1945, covering the music, radio-TV and night club fields. In 1953 he was transferred to its New York editorial headquarters as indoor editor where he remained for two years. He then returned to the Coast to pursue Billboard's expanded editorial activities there.

Following this, the examiner is expected to go into seclusion for several months to sift through the mountains of evidence and testimony. Earliest date for a decision is seen as sometime next winter. Following this, both sides have the right of appeal to the full Federal Trade Commission.

LOST TOUCH WITH THE INDUSTRY?



Get the most authoritative coverage of the entire international music-record scene the convenient, economical way

Get **BILLBOARD** every week

Mail Sub Order Today

BILLBOARD, 2160 Patterson St., Cincinnati, Ohio, 45214.

Please enter my subscription to BILLBOARD for

1 Year \$15 New Payment Enclosed
 2 Years \$25 Renew 2 EXTRA Issues for Cash
 3 Years \$35 Bill Me

Above subscription rates are for Continental U. S. and Canada.

Overseas rates on request.

721

Company _____

Name _____

Address _____

City _____ Zone _____ State _____

Type of Business _____ Title _____

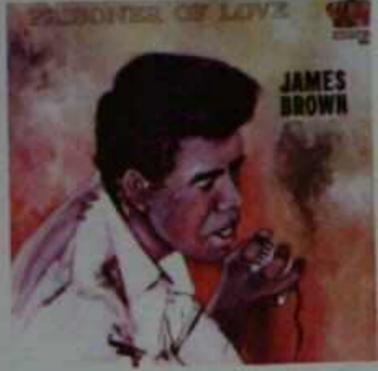
ALBUM REVIEWS



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.

POP SPOTLIGHT
PRISONER OF LOVE
 James Brown, King 851

James Brown, now riding high with "Prisoner of Love," has a smash album here which contains some sock sides by the singer, including his current single hit. Here is Brown singing "Waiting in Vain," "Again," "Signed, Sealed and Delivered," "How Long Darling" and a jazz track called "The Thing in G." Mighty attractive listening all the way.



POP SPOTLIGHT
SOUNDS UNLIMITED
 Marty Gold & His Ork.
 RCA Victor DPM 2714 (M); LSP 2714 (S)

Marty Gold should have another hit LP with this intriguing "sound" set. The Gold arrangements shows off Dynagroove's remarkable recording techniques, and yet the music itself is mighty listenable. These versions of such standards as "Ballerina," "The Donkey Serenade," "Canadian Sunset" and "Alone Together" should flip stereo fans.



POP SPOTLIGHT
3 GREAT BANDS
 Henry Mancini, Al Hirt, Perez Prado, RCA Victor LPM 2722 (M); LSP 2722 (S)

Here's a triple-header that should have great appeal for dance band music buffs. It displays the arranging and conducting talent of three dissimilar bands, Henry Mancini, Al Hirt and Perez Prado. They come through with four tracks each of top-styled arrangements of standard tunes, and the set offers a wide variety of music for dancing or just listening.



POP SPOTLIGHT
WONDERLAND OF GOLDEN HITS
 Andre Kostelanetz, Columbia CL 2039 (M); CS 8839 (S)

The arrangements here are nothing short of superb. Andre Kostelanetz delivers unexcelled tonal quality while never sounding stuffy or overformal. Included in his notable assemblage are maestro Kostelanetz's richly orchestrated versions of Academy Award winners by Mancini and other fine film greats.



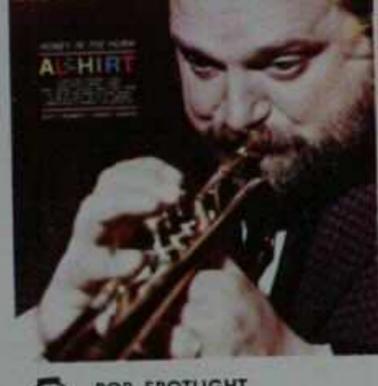
POP SPOTLIGHT
SAY WONDERFUL THINGS
 Patti Page, Columbia CL 2049 (M); CS 8849 (S)

Here's Patti's first album with her new label and that could help a lot in generating trade interest. Beyond that, there's plenty of good Patti Page thrashing here with the help of solid Bob Mersey orkings. Her most recent chart single is the title tune, and there are many other goodies, some of them borrowed from other Columbia artists.



POP SPOTLIGHT
THE NEW SOUND OF THE STARS
 Various Artists, RCA Victor SP-33-223 (M); SPS 33-223 (S)

A better value than this will be hard to find. It consists of 12 tracks from new Victor pop releases with stars like Eddy Arnold, Chet Atkins, Sam Cooke, Floyd Cramer, Al Hirt, Jim Reeves and Perry Como. Retail price will be as low as 99 cents and as high as \$1.29. Should sell like hot cakes.



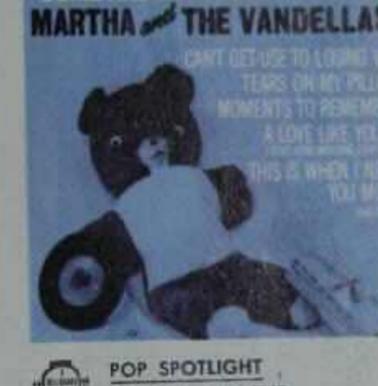
POP SPOTLIGHT
HONEY IN THE HORN
 Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)

When Al Hirt is at his best he's one of the top trumpet men in the country, and he's at his best on this sweet and sugar-filled new set. It's a pretty and warm Al Hirt style on this album, aided by a vocal chorus behind him. The Hirt trumpet rings out on "I Can't Get Started," "Man With a Horn," "Night Theme" and "Fly Me to the Moon." A goodie.



POP SPOTLIGHT
PETER NERO IN PERSON
 RCA Victor LPM 2710 (M); LSP 2710 (S)

This is Peter Nero's first live concert recording, and a mighty exciting one it is. Here is Nero doing a 13-minute version of a "West Side Story" medley that gets a standing ovation from the audience. Also are bright versions of standards like "Button Up Your Overcoat," "It's All Right With Me," etc. Strong wax here by Nero and combo.



POP SPOTLIGHT
MARTHA AND THE VANDELLAS
 Gordy 902

Hot on the heels of a recent hit, "Come and Get These Memories," Martha and the Vandellas are out for a hit LP to go along with their current chart climber single, "Heat Wave." The over-all theme of the LP is broken love affairs. Among the romantic titles are "Moments," "I'll Have to Let Him Go," "Tears on My Pillow" and their recent hit. The tunes are given the upbeat, but gentle treatment.

POP SPOTLIGHT
THE INTERNATIONAL
 Jim Reeves, RCA Victor LPM 2704 (M); LSP 2704 (S)

Reeves has been quite a traveler of late and the selection of tunes here highlights that idea, with a taste of a little something from many lands. "The Old Kalahari," for instance, stems from his South African visits, while "White Cliffs of Dover," "Blue Canadian Rockies" and "Hawaiian Wedding Song" all speak for themselves. It's warm and mellow all the way.



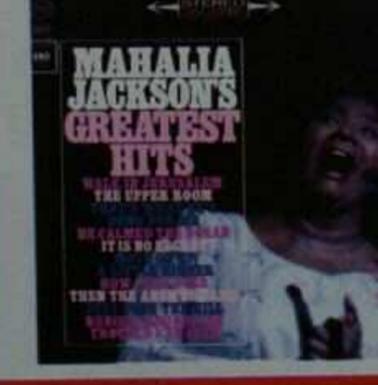
POP SPOTLIGHT
THE SONGS I LOVE
 Perry Como, RCA Victor LPM 2708 (M); LSP 2078 (S)

Como has his first album in a lengthy spell here and it's filled with a fine collection of recent pop hits, done in Perry's own relaxed but persuasive style. "I Left My Heart in San Francisco," "Days of Wine and Roses," "In Other Words," "Hawaiian Wedding Song" and "I Wanna Be Around" are all included. Cover motif provides a strong tie-in with his NBC-TV activities. Good wax.



POP SPOTLIGHT
MAHALIA JACKSON'S GREATEST HITS
 Columbia CL 2004 (M); CS 8804 (S)

Mahalia Jackson has re-recorded all of her great hits of many years ago in this new album. They include "In the Upper Room," "Move On Up a Little Higher," "How I Got Over," "Walk in Jerusalem," "He Calmed the Ocean," "Just Over the Hill" and "That's What He's Done for Me."



POP SPOTLIGHT
BE EVER WONDERFUL
 Ted Taylor, Okeh OKM 12104 (M); OKS 14104 (S)

Ted Taylor is a young man, with a lot of feeling, and he pours this feeling into a flock of tunes that range from ballads to rhythm songs on this impressive new LP. He comes through with sock readings of "Close Your Eyes," "I'll Release You," "Him Instead of Me" and "Don't Lie." The backing is strong too. Lad could go far. Set could sell in both r.&b. and pop markets.



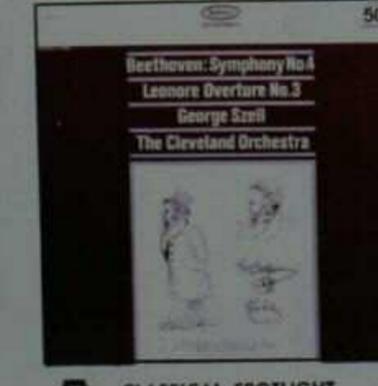
POP SPOTLIGHT
ORIGINAL GOLDEN HITS OF THE GREAT BLUES SINGERS
 Various Artists, Mercury SR 60826 (S); MG 20826 (M)

This collection of oldies but goodies should appeal strongly to the teen collectors. Featured here are Brook Benton singing "Kid-dio," Ray Charles' "I'll Draw in My Own Tears," and such stars as Clyde McPhatter, Chuck Jackson, Billy Bland, Chuck Willis, Chuck Willis, Ivory Joe Hunter and Lee Dorsey with their old hits. Solid wax.



CLASSICAL SPOTLIGHT
BERNSTEIN CONDUCTS TCHAIKOVSKY
 New York Philharmonic (Bernstein), Columbia ML 5877 (M); MS 6477 (S)

There are versions galore to choose from in the case of the venerable "1812" including one which constitutes one of the biggest classical disk sellers of all, but if there is anyone who can challenge the other time-tested versions, it's the Bernstein-New York Philharmonic combination, which result here in a solid performance.



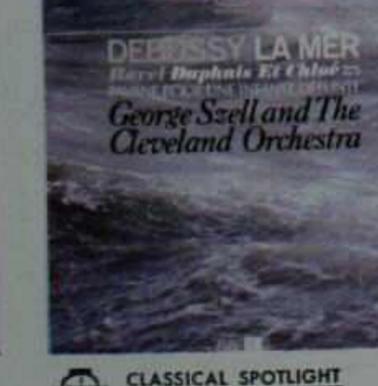
CLASSICAL SPOTLIGHT
BEETHOVEN: SYMPHONY NO. 4
 Cleveland Orchestra (Szell), Epic LC 3864 (M); BC 1264 (S)

This is maestro Szell's 50th anniversary on the podium and the label is putting a hefty push behind all of the conductor's current product, of which this is the latest. One of the Beethoven symphonies with perhaps the smallest number of current recordings, this is a masterful performance and will be a worthy addition to any collection.



CLASSICAL SPOTLIGHT
BEETHOVEN: FIFTH SYMPHONY
 New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)

Although there have now been a score of Beethoven Fifth Symphony recordings, the name of Leonard Bernstein and the Fifth should mean solid sales for this striking new and complete recording. The Philharmonic plays it with depth and intensity under the baton of the maestro.



CLASSICAL SPOTLIGHT
DEBUSSY: LA MER
 Cleveland Orchestra (Szell), Epic LC 3863 (M); BC 1263 (S)

George Szell, celebrating his 50th year as a conductor, brings his brilliant and virtually unexcelled Cleveland Orchestra to play on Debussy's "La Mer" (one may literally feel the sea on this cut); Ravel's story of the love of the shepherd, Daphnis, for the shepherdess Chloe, and one of Ravel's early piano pieces filled with innocence, tenderness and solemnity, "Pavane Pour Une Infante Defunte."



CLASSICAL SPOTLIGHT
STRAVINSKY CONDUCTS OEDIPUS REX
 Chorus & Orchestra of the Opera Society of Washington, Columbia ML 5872 (M); MS 6472 (S)

The unorthodox creative genius of Stravinsky again shines through this work, which is performed entirely in Latin from a text by Jean Cocteau. Featured are splendid vocal performances by George Shirley, Shirley Verrett and Donald Gramm.

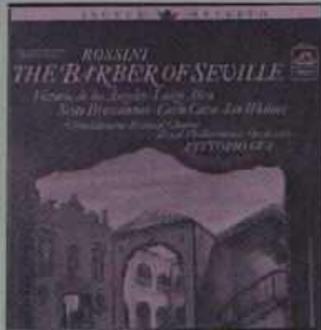
ALBUM REVIEWS (continued)



CLASSICAL SPOTLIGHT
SAINT-SAENS ORGAN SYMPHONY

E. Power Biggs; Philadelphia Orchestra (Ormandy). Columbia ML 5869 (M); MS 6469 (S)

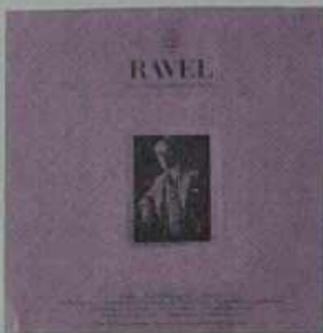
One of the great showpieces of the repertoire for sheer brilliance of sound, the St. Saens Symphony gets an outing that puts all previous versions in the shade, including a fine rendition by her same soloist and orchestra made a few years ago. Mr. Organ, E. Power Biggs, rolls forth the thunderous phrases to the mighty accompaniment of the Philadelphia Orchestra in a disk that ranks high in the decibel derby as a demo item.



CLASSICAL SPOTLIGHT
ROSSINI: THE BARBER OF SEVILLE (3-12")

Various Artists. Angel 3638 C/L (S)

An artful production of one of the most popular works in the operatic repertoire. The performance rings true with Victoria de Los Angeles as a convincing Rossina, supported by Luigi Alva (tenor), Carlo Cava (bass), Ian Wallace (baritone) and Sesto Bruscantini (baritone). The package should take its proper place as one of the very few stereo versions and one of much merit. Packaging includes neatly illustrated librettos with notes about the work and the recording.



CLASSICAL SPOTLIGHT
RAVEL: THE COMPLETE ORCHESTRAL WORKS (4-12")

Paris Conservatoire Orchestra (Cluytens). Angel S 3636 D (S)

Angel has come up with a splendid idea in packaging the complete orchestra works of Ravel (also available in individual disks). While most record collectors will have copies of the more familiar works in their library ("Bolero," "La Valse"), owning the complete set will entice many buyers. Andre Cluytens provides fine interpretations here, and the package is handsomely executed.



CLASSICAL SPOTLIGHT
MELODIES DE FRANCE

Victoria De Los Angeles
Angel 36105 (S)

The popular Spanish soprano provides a tasty program of French music which will delight her many fans. The major entry is Ravel's "Sheherazade," which she performs beautifully. Other selections, by Duparc and Debussy, round out the program. Conductor George Pretre provides a sensitive backing with the Paris Conservatoire Orchestra. Disk should match sales of the artist's previous releases.

(Continued on page 12)

ALBUM REVIEW POLICY

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

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MY SON, THE NUT

Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)

SUNNY SIDE!

Kingston Trio, Capitol T 1935 (M); ST 1935 (S)

IN DREAMS

Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)

HOLLYWOOD—MY WAY

Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)

★ NEW ACTION LP's

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

JACK THE RIPPER . . .

Link Wray & His Ray Men, Swan LP 510 (M); (No Stereo)

LOU CHRISTIE . . .

Roulette R 25208 (M); SR 25208 (S)

FRANK FONTAINE SINGS LIKE CRAZY . . .

ABC-Paramount ABC 460 (M); ABCS 460 (S)

IRMA LA DOUCE . . .

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

JOHNNY . . .

Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)

RAY CHARLES STORY, VOL. 3 . . .

Atlantic 8083 (M); (No Stereo)

THIS IS ALL I ASK . . .

Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)

SHAKE A HAND . . .

Jackie Wilson & Linda Hopkins, Brunswick BL 54113 (M); BL 745113 (S)

CHUCK BERRY ON STAGE . . .

Chess LP 1480 (M); (No Stereo)

IF YOU NEED ME . . .

Solomon Burke, Atlantic 8085 (M); SD 8085 (S)

THE FREEWHEELIN' BOB DYLAN . . .

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

THE STAR-SPANGLED BANNER . . .

Pat Boone, Dot DLP 3520 (M); DLP 25520 (S)

PRISONER OF LOVE . . .

James Brown, King 851 (M); (No Stereo)

COME BLOW YOUR HORN . . .

Nelson Riddle, Reprise R 6071 (M); R9-6071 (S)

18 YELLOW ROSES & 11 OTHER HITS . . .

Bobby Darin, Capitol T 1942 (M); ST 1942 (S)

OFF SHORE . . .

Santo & Johnny, Canadian-American CALP 1011 (M); SCALP 1011 (S)

IT'S BIGGER THAN BOTH OF US . . .

Dave Gardner, RCA Victor LPM 2761 (M); LSP 2761 (S)

THE LETTERMEN IN CONCERT . . .

Capitol T 1936 (M); SP 1936 (S)

ETTA JAMES TOP TEN . . .

Argo LP 4025 (M); SP 4025 (S)

LONG, LONG AGO . . .

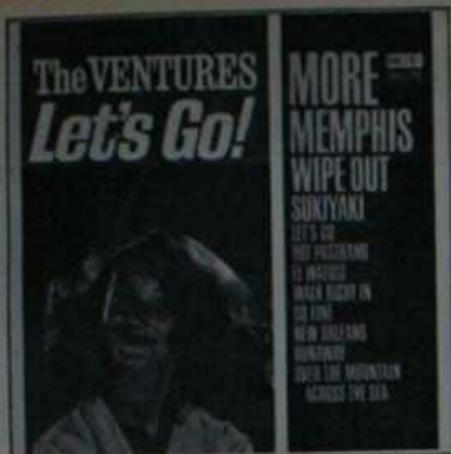
Tennessee Ernie Ford, Capitol T 1875 (M); ST 1875 (S)

THIS YEAR'S NEW SOUND IN JAZZ IS FROM THE EAST... FAR, NEAR, AND MIDDLE. VERVE INTRODUCES IT WITH "SEVERAL SHADES OF JADE" (V/V6-8507) BY CAL TJADER



THE SOUND IS FRESH AND EXOTIC. THE RHYTHMS ARE BRIGHT AND PROVOCATIVE. THE JAZZ OF AMERICA IS FIRST ON VERVE. (LAST YEAR VERVE GAVE YOU BOSSA NOVA, REMEMBER?)

THE NEW JAZZ OF AMERICA IS ON VERVE



LET'S GO
The Ventures
BLP-2024 / BST-8024



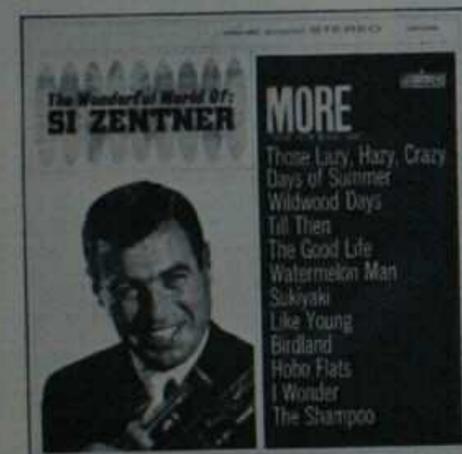
GOODNIGHT MY LOVE
The Fleetwoods
BLP-2025 / BST-8025



COLOR HER GREAT
Vikki Carr
LRP-3318 / LST-7318



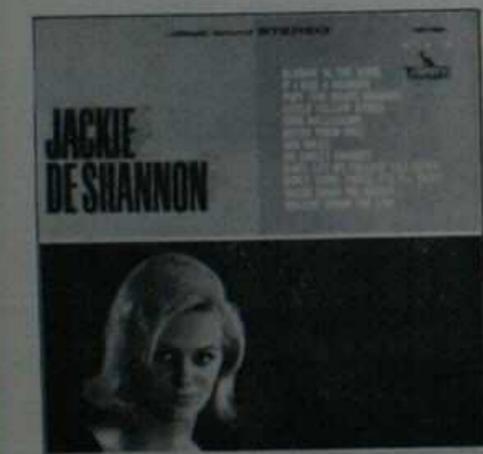
TALKIN' FROM THE HEART
Walter Brennan
LRP-3317 / LST-7317



MORE
Si Zentner
LRP-3326 / LST-7326



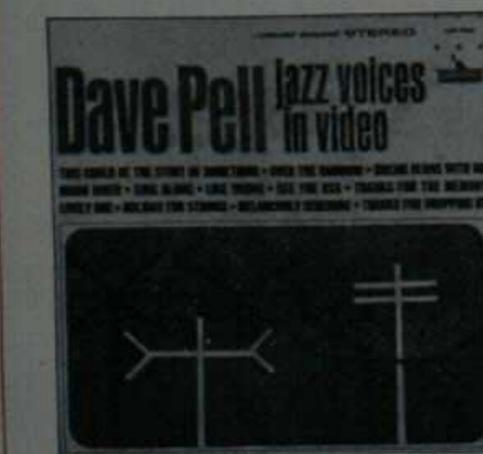
CANADIAN SUNSET BOSSA NOVA
Eddie Heywood
LRP-3313 / LST-7313



JACKIE DE SHANNON
LRP-3320 / LST-7320



NOT SO GREAT SONGS WHICH WERE LEFT OUT OF GREAT MOVIES FOR OBVIOUS REASON
Kay Stevens
LRP-3309 / LST-7309

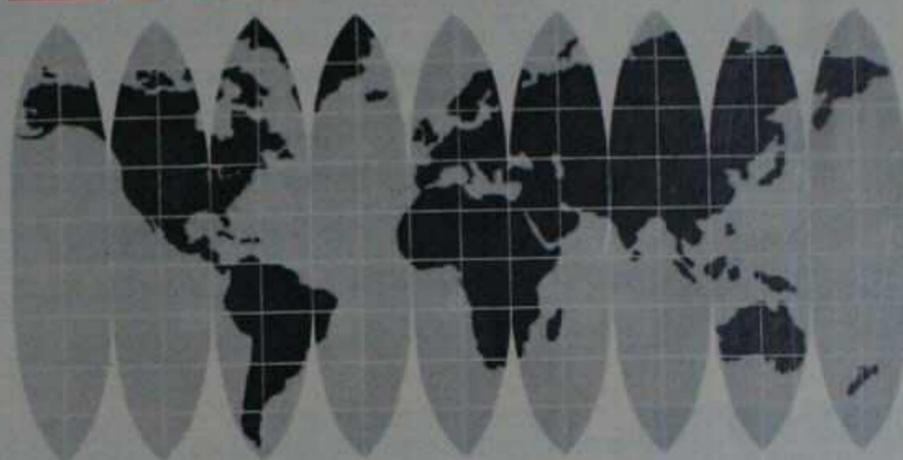


JAZZ VOICES IN VIDEO
Dave Pell
LRP-3321 / LST-7321



COMIN' HOME BABY
Ernie Freeman
LRP-3331 / LST-7331

THE WONDERFUL WORLD OF LIBERTY



FALL PROGRAM '63

100% EXCHANGE PRIVILEGE

DEFERRED PAYMENT:

1/3 NOV. 10,

1/3 DEC. 10,

1/3 JAN. 10,

SEE YOUR LOCAL LIBERTY SALESMAN FOR FULL DETAILS ON TERMS, DISPLAY MATERIALS, AND CO-OP ADVERTISING



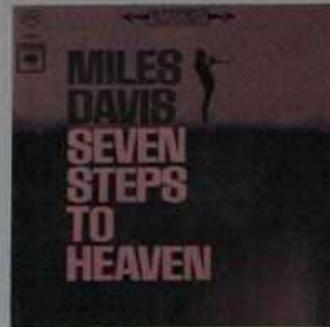
A SUBSIDIARY OF AVNET ELECTRONICS CORP.

LIBERTY RECORDS



CLASSICAL SPOTLIGHT
SCHUBERT: THE TROUT QUINTET; BEETHOVEN; PIANO QUARTET, OP. 16

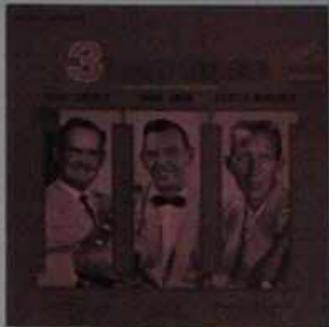
Members of Budapest String Quartet, with M. Horszowski, piano; J. Levine, bass. Columbia ML 5873 (M); MS 6473 (S)
It isn't often that a chamber music recording has commercial success, but this one should do very well indeed. From the standpoint of sheer quality it is a winner, pairing two major works where the Trout is usually offered alone. Qualitatively, the performances are outstanding, in the great tradition of the old Budapest renditions. And it offers the best selling ensemble in Schubert's most popular works, a genuine staple. It all adds up to sales.



JAZZ SPOTLIGHT
SEVEN STEPS TO HEAVEN

Miles Davis. Columbia CL 2051 (M); CS 8851 (S)

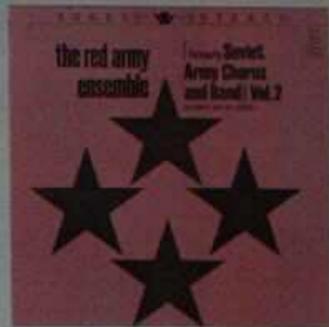
Six tunes by the Davis ensemble here, half cut in California, the balance in New York. Oddy enough, the California grouping is what might be called the slow stuff—the typical thoughtful, reflective Davis, while in New York there was swinging going on, particularly on the title tune of the set, a Davis composition. In each location a quartet of piano, bass, drums and tenor worked with Davis. Of the West Coast dates, "Baby, Won't You Please Come Home" gets the most intriguing treatment. BT: Seven Steps to Heaven (Musical Frontiers, BMI) (6:24).



COUNTRY SPOTLIGHT
3 COUNTRY GENTLEMEN

Hank Locklin, Hank Snow, Porter Wagoner. RCA Victor LPM 2723 (M); LSP 2723 (S)

Here's the smartest kind of multi-artist packaging, bringing together three of the label's strongest country acts, with four tunes from each. Among the ditties are "It Keeps Right on A-Hurtin'" and "Ivory Tower," by Locklin; "I Went to Your Wedding" and "Call of the Wild," by Snow, and "East, Drink and Be Merry" and "False, True Love," by Wagoner. A powerful program.



INTERNATIONAL SPOTLIGHT
THE RED ARMY ENSEMBLE, VOL. 2

Angel 36143 (S)

The first collection by the Soviet Army Chorus & Band has been the all-time best seller on Angel, and this new LP, recorded in London earlier this year, is a worthy successor that should ring the cash registers just as merrily. It contains two of the great Russian favorites, "Meadowland" and "Kalinka," as well as "Annie Laurie" sung in English.



CHILDREN'S SPOTLIGHT
ADDITION + SUBTRACTION

Jiminy Cricket & Rica Moore. Disneyland ST 1922.

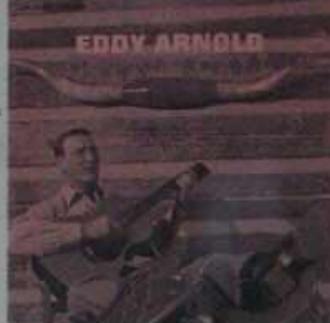
An entertaining introduction to the basics of adding and subtracting, presented in a manner which will hold the attention of the small fry. A variety of musical rhythms are paired with amusing yet instructive lyrics to illustrate such matters as adding by ones and twos, adding combinations, and simple problems of subtraction. Painless education.



CLASSICAL SPOTLIGHT
BRAHMS: VIOLIN CONCERTO

Zino Francescatti; New York Philharmonic (Bernstein). Columbia ML 5871 (M); MS 6471 (S)

Brahms' lovely violin concerto is played here in brilliant fashion by Zino Francescatti, with the New York Philharmonic under Leonard Bernstein. Outstanding, as well, is his masterful performance of the Joachim first movement cadenza. The sound is excellent. Attractive cover should aid sales, which should be very good for this LP in the months to come.



COUNTRY SPOTLIGHT
CATTLE CALL

Eddy Arnold. RCA Victor LPM 2578 (M); LSP 2578 (S)

Here's the fine country balladeer, Eddy Arnold, with a neat collection of western-styled tunes, all of which seem to fit his warm and meaningful croon style mightily well. Among the spinnable tracks are "Streets of Laredo," "Sierra Sue," "Old Faithful," "Cool Water" and "Wayward Wind." A little off the usual Arnold track, but good just the same.



LATIN AMERICAN SPOTLIGHT
LOVE SONGS OF THE TROPICS

Trio Los Panchos. Columbia EX 5102 (M); ES 1802 (S)

The Trio Los Panchos does a fine job in this new album, with the love songs of Rafael Hernandez, one of Latin America's best-known composers. Set contains such attractive Hernandez tunes as "Mi Guajirita," "Silencio," "No Me Quieras Tanto" and "Ahora Seremos Felices." Strong item for the Latin market. B.T.: "Mi Guajirita."



BAND SPOTLIGHT
PAUL LAVALLE AND THE BAND OF AMERICA PLAY BROADWAY SHOW STOPPERS

MGM E 4148 (M); SE 4148 (S)

Lovers of music provided by brass band will be drawn to this release, which combines one of the best-known groups of our era with a crop of top Broadway show tunes. The band romps through its fresh-sounding arrangements with verve. The result also should grab fans of Broadway show music. Among the top items are "Consider Yourself," "Great Day," "Hey Look Me Over" and "Get Me to the Church on Time."



LOW PRICE CLASSICAL SPOTLIGHT
THE NEW SOUND OF THE STARS

Various Artists. RCA Victor SP-33-224 (M); SPS-33-224 (S)

Here's a solid sampler edition that's sure to sell. It's packed with excerpts from key product in the new Victor red seal release and the set is designed to sell in the range of 99 cents to \$1.29. There are 10 tracks in all, featuring Erich Leinsdorf, Van Cliburn, Leontyne Price, Leonard Pennario, Arthur Fiedler, Sergio Franchi, Fritz Reiner, Erick Friedman, the Robert Shaw Chorus and Lorin Hollander. What more could the collector ask?

SPECIAL MERIT PICK **SPECIAL MERIT PICKS**

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

POP SPECIAL MERIT
SEPTEMBER SONG

Jimmy Durante. Warner Bros. W 1506 (M); WS 1506 (S)

The Schnozz assays something of a new role for him, that of the sentimental balladeer. Durante has already become identified (like the late Walter Huston) with "September Song," and using that as a springboard here, he launches into "I Believe," "Count Your Blessings," "You'll Never Walk Alone," "Look Ahead Little Girl," and a heart-warming ditty called "One-Room Home," which has all the Durante flair for simply comedy lines, a great melody and a softshoe beat. Roy Bargy's arrangements are tops. This set could grab a lot of play.

POP SPECIAL MERIT
SURFIN' 'ROUND THE WORLD

Bruce Johnston. Columbia CL 2057 (M); CS 8857 (S)

There are many surfing albums to choose from and it takes a special touch to get something new going. Here, though, that just could happen, because this fine, rocking, pounding West Coast group (produced here by Terry Melcher) have a great sound on both instrumentals, and where vocals by the leader Johnston and assorted shouting backgrounders are heard. Seems to be an attempt to broaden the surf horizons with such titles as "Jersey Channel Islands," "The Hamptons," "Virginia Beach," etc. One of the best is "Maksha at Midnight."

POP SPECIAL MERIT
MEMORIES OF PARIS

Paul Smith. MGM E 4057 (M); SE 4057 (S)

The sensitivity and sophistication of Paul Smith's piano projects farther than just Paris. The flavor is actually more American than Parisian. Smith and his piano grace such tunes as "Can't Help Lovin' That Man," "Angel Eyes" and "On the Street Where You Live." Fine, listenable wax.

POP SPECIAL MERIT
EDDY HOWARD SINGS AND PLAYS THE GREAT BAND HITS

Mercury SR 60817 (S); MG 20817 (M)

It's a showbiz truism that a performer and his music live on long after the individual has gone. This album is the late Eddy Howard as we would like to remember him, and how he would best like to be remembered. Howard salutes his big band colleagues and their hits with his own personal touch. A set that could get good play.

POP SPECIAL MERIT
THE SINGING RAGE PATTI PAGE

Mercury SR 60819 (S); MG 20819 (M)

This album comes out almost simultaneously with the singer's first on Columbia, and the two could have a sharp battle for dealer space. This one has some fine efforts, evidently taken from different periods, since the backings differ considerably. Among the best are a previous single, "A City Girl Stole My Country Boy," "Marty Robbins' "Don't Worry," and "Too Late to Cry" and "Let's Cry Together," two tunes by Margie Singleton. A number of spinnable sides here.

CLASSICAL SPECIAL MERIT
BACH FLUTE SONATAS (Complete) (2-12")

Jean-Pierre Rimpal. Epic SC 6045 (M); BSC 145 (S)

The eight flute sonatas by Bach (three of which are of disputed authorship) are given fresh new recordings by Jean-Pierre Rimpal, with accompaniment by Robert Veyron-Lacroix on harpsichord and Jean Huchot on cello. The same artists produced a fine mono set some years ago which was released on London. It, and all its competitors, are long gone from the catalog, so this new set is all the more welcome.

CLASSICAL SPECIAL MERIT
NICOLAI GEDDA SINGS GREAT TENOR ARIAS FROM FRENCH OPERA

Angel 36106 (S)

As cosmopolitan as Gedda's repertoire is, there are few who can challenge him in the French repertory. The program assembled here is a sure-fire package, including arias from Massenet's "Werther" and "Manon"; Thomas' "Mignon," plus some rare treats—arias from Gounod's "Merzelle," and Adam's "Le Postillon de Lonjumeau." Gedda is in excellent voice and his rare comprehension of the French style is musically rewarding. The album could be one of his biggest single LP efforts to date. Georges Pretre conducts.

CLASSICAL SPECIAL MERIT
BRAHMS: PIANO QUINTET IN F MINOR, OP. 34

Leon Fleisher; Juilliard String Quartet. Epic LC 3865 (M); BC 1265 (S)

Brilliant music making and one of the finest chamber music recordings of the year. Leon Fleisher and the Juilliard String Quartet are admirably partnered in a memorable version of one of the great Brahms masterpieces. The initial stereo recording of the work, it's up against potent competition from the older versions featuring Curzon with the Budapest Quartet and Richter with a Russian ensemble.

CLASSICAL SPECIAL MERIT
SINGERS OF IMPERIAL RUSSIA

Various Artists. Angel COLH 129

Here is another fine addition to Angel's catalog of Great Recordings of the Century. Recorded between 1904 and 1924, these operatic selections are a fine testament to the vocal arts of sopranos Olimpia Boronat, Lydia Lipkova and Antonina Nezhdanova; tenors Dmitri Smirnov and Leonid Sobinov, and bass Feodor Chaliapin. While some of these selections are available elsewhere, collectors will be impressed with the fidelity here.

JAZZ SPECIAL MERIT
5 O'CLOCK SHADOWS

Pete Jolly Trio. MGM E 4127 (M); SE 4127 (S)

Pete Jolly is a jazz pianist of ability and taste, and he is shown to good advantage on this set, on which he has the assistance of Ralph Pena on bass and Nick Martinis on drums. Besides more than usually interesting versions of "Say Si Si" and "Cabin in the Sky," Jolly also turns in sensitive as well as virtuosic performances throughout. A unique track features Pena in an unaccompanied bass solo of "Ill Winds."

JAZZ SPECIAL MERIT
IMPRESSIONS OF CLEOPATRA

Paul Horn. Columbia CL 2050 (M); CS 8850 (S)

The ancient sound of the music of Cleopatra's Egypt is swiftly updated by Paul Horn and some most hip flute and bass flute improvisations on the music from the motion picture. Aiding Horn are Emil Richards, vibes; Victor Feldman, piano; Chuck Israels, bass; Colin Bailey, drums, and Larry Buncker, percussion. Good programmable tracks here.

JAZZ SPECIAL MERIT
REMEMBER CLIFFORD

Clifford Brown. Mercury SR 60827 (S); MG 20827 (M)

Clifford Brown's death was an irreparable loss to the jazz world. He died at the age of 25, at a time when he was being touted as one of the outstanding young trumpeters. This album features Brown in two different settings: as a lyric interpreter of ballads, from his "Clifford Brown With Strings" LP; and as a member of the swinging Brown-Max Roach combo. All of the tracks show off his imaginative and tasteful trumpet work, plus his own warm, individual sound. The tracks on this LP were recorded in early 1955, just a few months before Brown was killed in an auto accident.

COUNTRY SPECIAL MERIT
BRIGHT LIGHTS AND HONKY TONKS

Various Artists. Starday SLP 239

Here's an album that's packed with the kind of songs that dramatize the tawdry side of life in honky tonks and juke box joints. There's a salable line-up of talent too, including Jimmie Skinner, the late Cowboy Copas, Red Sovine, Justin Tubb, the Willis Brothers, Mylo Brown, Benny Martin, Johnny Bond, Moon Mullican, Leon Payne, and for the female side of the picture, Dottie West. Great cover, taken in Nashville's Printer's Alley, should grab attention.

COUNTRY SPECIAL MERIT
ORIGINAL GREATEST HITS OF THE GREAT COUNTRY & WESTERN STARS

Various Artists. Mercury SR 60825 (S); MG 20825 (M)

A collection of country goodies spanning about a dozen years of Mercury product, and the fans are likely to go for it. Included are Benny Barnes' "Poor Man's Riches," Faron Young's "I Miss You Already," "The Auctioneer," by Leroy Van Dyke; "No Help Wanted," by the Carlises; James O'Gwynne's "House of Blue Lovers," and Jimmie Skinner's "I Found My Love in the USA." Good wax that could draw country business.

SEVEN SMASH SINGLES!

NOW MAKING SUMMMER SALES HISTORY!

CONNIE FRANCIS
DROWNIN' MY SORROWS
AND MALA FEMMENA
MGM K 13160

KAI WINDING
MORE (THEME FROM "MONDO CANE")
VERVE VK 10295

BILL EVANS & HIS ORCH.
THEME FROM "THE V.I.P.s"
VERVE VK 10296

BEN COLDER
STILL NO. 2
MGM K 13147

BILL McELHINEY
DOWN YONDER
MGM K 13156

BILLY MURE
MARIA ELENA
MGM K 13161

RONNIE RICE
I KNOW
MGM K 13153



**SUMMER'S HOT WITH
MGM & VERVE SIZZLING SINGLES!**



MGM RECORDS AND VERVE RECORDS ARE DIVISIONS OF METRO-GOLDWYN-MAYER, INC.

RECORDING SESSIONS

Pros Get Into Profumo Act

By BARRY KITTLESON

NEW YORK—The public has had ample opportunity to circulate its jokes on the Profumo scandal "which rocked the Empire," and now it's time to let the professionals get into the act.

Last week (6), 'round about midnight, an invited audience gathered to witness the taping of an album which will appear very soon on London Records, entitled, "Fool, Britannia."

The cast was headed up by writers Anthony Newley and Leslie Bricusse, who co-authored the series of sketches (they are similarly responsible for "Stop the World — I Want to Get Off!"). The rest of the cast included Peter Sellers, Joan Collins, Daniel Massey (star of "She Loves Me") and Michael Lipton.

The album will be released first in England, hopefully with-

in the next week while the subject is still hot. It will be issued in this country, too, within 10 days, producers say.

The skits are generally based upon the effect the scandal has had on various factions in the United Kingdom. Last names of the persons involved are carefully avoided, with the exception of Khrushchev, Ivanov and Macmillan. Characteristic of the skit titles were "The House That Mac Built," "Whatever Happened to John and Marcia?" and "Countess Interrupting."

The audience, which included such prominent British celebrities as Vivien Leigh, Sybil Burton, the majority of the cast of "Stop the World" as well as Roddy McDowell, Orson Bean and Sammy Davis Jr., seemed to be enjoying the antics of the performers.

TALENT TOPICS

MEMPHIS

George Klein, WHBQ deejay and pal of Elvis Presley, who vacationed with Presley in California recently, reports Jerry Lee Lewis wowed the customers at his August 2 opening at the Thunderbird Hotel in Las Vegas. Reports from Hollywood are that Liberty Records President Alvin S. Bennett seeks to sign Lewis, has offered a five-year contract with \$10,000 a year guarantee. Lewis' manager, Frank Casone, is holding out for a \$25,000 a year guarantee. Lewis' contract with Sun Records expires in September.

Ace Cannon, Hi Records sax star, made a recent appearance on Buddy Bean's top TV show in Baltimore to play his hit "Cottonfields." . . . RCA Victor is promoting Charlie Rich, pianist-singer-composer, formerly under contract to Sun Records. Rich was one of three singers, plus the Page Seven, picked to entertain at the RCA Victor Record Division convention recently at the Greenbriar, White Sulphur Springs, W. Va.

Bill Black, Hi Records top instrumental group, recently cut a single under his own newly formed Louis label. Black used his sax-clarinet man, Marty Willis, for an instrumental of "It Is No Secret." London Records is distributing it.

ELTON WHISENHUNT

SAN FRANCISCO

SAN FRANCISCO — The Jazz Crusaders start the new month at the Jazz Workshop. . . . Dick Contino is new current entertainer at Frenchy's in Hayward. . . . The Fairmont Hotel announces its artist schedule for the balance of the year at the Venetian Room. Keely

Smith will sing nightly from August 8 through 28; the Mills Brothers for the following three weeks; followed by a return engagement of Phyllis Diller through October 9. Then in turn come Sammy Davis Jr., Kitty Kallen, Ella Fitzgerald and Pat Suzuki, who winds up on Christmas Day, with the Gaylords entertaining for the change of year through January 17. The Ernie Heckscher ork provides the background and dancing music. . . . The British satirical revue, "The Establishment" will begin a four-week engagement at the hungry i on August 12. Many of the skits are accompanied by a jazz musical score. . . . Fack's has reopened after a dark interval, with Earl Fatha Hines bringing on the lights, followed next week by Arthur Lyman.

GODFREY LEHMAN

Cassius Clay Cuts Record in Eight

NEW YORK — Heavyweight Cassius Clay, claiming he has a record that's a gas, put it down last week (8) at a Columbia Records sessions before more than 200 people at 30th Street Studio. It is a one-joke "I Am the Greatest" record, in which Clay submits he is the jolliest, handsomest and most adorable man in town. He is backed up by people from the Second City troupe. P.S.: Clay says he'll beat Sonny Liston in eight, which happens to be the number of sides on the record.

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

On August 12 Erroll Garner brings all his talent to the Westbury Music Fair. . . . Paul Anka and the Ralph Marterie ork will be featured this weekend at Freedomland. . . . The jazz concert this week (16-17) at Basin Street East will offer the Ahmad Jamal Trio with Carmen McRae and the Herbie Mann Sextet. . . . Damita Jo opens (18) in Spring Lake, N. J., at the Royal Manor. . . . The Dave Brubeck Quartet will play at the Convention Center, Virginia Beach, on Saturday night. . . . Charlie Ventura is at the Half Note through Sunday. . . . Guest artists at the Berkshire Music Barn this week include Joan Baez (14), Carlos

Montoya (17) and George Shearing (18). . . . Peter, Paul and Mary will be on stage this week in Hampton Beach, N. H., at the Casino. . . . Phyllis Diller will be at the Manor Hotel in Wildwood, N. J., from August 16-22.

MIDWEST

Earl Wrightson will play the leading role in the "Vagabond King" at the Melody Top in Chicago for two weeks beginning August 13.

WEST

Billy Storm is currently headlining at Ye Little Club in Beverly Hills. . . . Ella Fitzgerald plays the Red Rocks, Denver, on August 16.

'... UNQUOTE'

Comic Orson Bean (pinch-hitting as New York deejay): "That record, 'Wait 'til My Bobby Gets Home' sounds like Ethel threatening the kids."

Remo Capra (describing a trip to Las Vegas): "It's one place where you can get tanned and faded at the same time."

Rose Marie (telling how it's all relative): "Why, to Bobby Vee, Fabian is the grand old man of show business."

Bob Hope (on THAT fight): "It wasn't so bad Patterson's losing the fight, but how about getting that offer from the Mets afterwards? . . . Patterson says he's gonna continue to fight if he can find the right opponent. Well, there's always Shirley MacLaine."

Dicky Goodman (on the same thing): "Well, they timed it perfect for air play . . . 2 min. 10 sec."

Colpix artist Charles K. L. Davis (on television): "O.K., they've made the cigarets less irritating, now how about the commercials?"

Roland Kirk (on the sound of music): "I think so much about things when I lie down that I actually dream about music and I hear the things I'd like to do in dreams. The sound of playing instruments together came in a dream."

WMCA "Good Guy" (during softball game with the Playboy Bunnies): "Here someone's bound to pinch a no-hitter."

TV GUEST APPEARANCES BY RECORD TALENT

AUGUST 12-18

(All Times Eastern Daylight Saving)

MONDAY 12—PHIL SILVERS, POLLY F'RGEN

"Just Polly and Me" is the title of this musical variety show on "The Comedy Hour Special" (CBS-TV, 9-10 p.m.). The duo will perform a series of sketches, songs and dances.

MONDAY 12—LENA HORNE, JANIS PAIGE

Along with Jack Benny and Laurence Harvey, Lena Horne and Janis Paige will be the guest stars on the Milton Berle show (NBC-TV, 9:30-10:30 p.m.).

MONDAY 12—MEL TORME

Jazz vocalist will be a guest on the Westinghouse tape-syndicated Steve Allen show, along with Allen's regulars, and composer Sammy Cahn.

TUESDAY 13—SMOTHERS BROTHERS, GENE McDANIELS

Folk duo and McDaniel will be seen tonight on the Steve Allen show.

WEDNESDAY 14—EDIE ADAMS, BOB HOPE, SMOTHERS BROTHERS, GARY CROSBY

All will be featured on the Bing Crosby show (NBC-TV, 10-11 p.m.). Instrumental backing will be by Pete Fountain.

WEDNESDAY 14—SMOTHERS BROTHERS

The boys will return to the Steve Allen show.

THURSDAY 15—MEL TORME, FRANCES FAYE, CHARLIE BARNET, EDDIE CANO

Top talent will share the limelight with Vic Damone on The Lively Ones (NBC-TV, 9:30-10 p.m.).

THURSDAY 15—ROSEMARY CLOONEY

Clooney will partner with her host Steve Allen in song.

SATURDAY 17—LIMELITERS, JOSH WHITE, ELAN STUART, NEW LOST CITY RAMBLERS

Folk talent will appear tonight on the ABC-TV Hootenanny program, emanating from the University of Michigan. Jack Linkletter is series host.

SUNDAY 18—JOAN SUTHERLAND, DELLA REESE, STAN KENTON, MATT MONRO

Ed Sullivan plays host to a variety of musical talent tonight, including the above (CBS-TV, 8-9 p.m.).

SUNDAY 18—BOB HOPE, JAMES DARREN

Comic and young singer will be guests of Jo Stafford on a one-hour special tonight (CBS-TV, 9-10 p.m.).

The national network TV guest appearances listed above 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.

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.



THE ANGELS
(Smash)

NAMES: Barbara, Jiggs and Peggy. Barbara and Jiggs are sisters. HOME TOWN: New York. BACK-GROUNDS: Barbara and Jiggs were singing as a duo until they met Peggy, at which time they recorded their first record, "Til." Jiggs planned to be a teacher and was attending college when the group first started recording.

She likes sports cars and auto racing. Barbara attends Juilliard School of Music and hopes to be an arranger and producer. She arranged both "Til" and "Cry, Baby, Cry" for the group. She likes horses and owns an Arabian filly named Angel. Peggy is a songwriter and did many promos and commercials for Murray the K (WINS, New York). She had appeared on Broadway in the musical "Do-Re-Mi." The group hopes to become a top night club attraction and all share the ambition to become world travelers. They have been together for two years now and have traveled coast to coast with a night club act.

LATEST SINGLE: "My Boyfriend's Back" hit the Hot 100 with a leap and a bound.

LATEST ALBUM: "And the Angels Sing."

MEL CARTER
(Derby)

BORN: April 22, 1943. HOME TOWN: Cincinnati. HOBBIES: Buying clothes and collecting phonograph records. BACKGROUND: Carter has been active as a singer since he was four years old. By the time he was 16 he had performed with Lionel Hampton and Jimmy Scott as well as with Paul Gayton's Big Band. At 16 he left the Raymond Rasberry Male Gospel Group to join the Air Force. While in service, Carter joined the Robert Anderson Singers and also won a scholarship to the Cincinnati Conservatory of Music. He then became leading soloist and assistant director of the Greater Cincinnati Youth and Young Adult Choral Union. In 1957 Mel won an award as the nation's top tenor in the gospel field. In 1959 he formed his own gospel group called the Carvets. When he moved to California in 1960 he began singing at a variety of clubs, large and small, and by January 1962 had been a guest on the Ed Sullivan Show. He enjoys writing songs and teaching young people to sing.

LATEST SINGLE: "When a Boy Falls in Love" has been on the Hot 100 for seven weeks.



Unsurpassed in Quality at any Price

GENUINE 8"x10"

GLOSSY PHOTOS

7¢ EACH
IN 1,000 LOTS

\$9.88 per 100

POST CARDS
\$32.00 per 1,000
Copy Negatives \$1.95

MOUNTED ENLARGEMENTS
Size:
20"x30" \$4.85
20"x40" \$7.50

Plaza 7-0233

JJK COPYART Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St. NEW YORK 36, N. Y.

Roulette's #1 Record Makers do it again!

THE ESSEX

"A
WALKING
MIRACLE"

c/w

"WHAT I DON'T KNOW
WON'T HURT ME"

R 4515

CLIMBING THE LP CHARTS



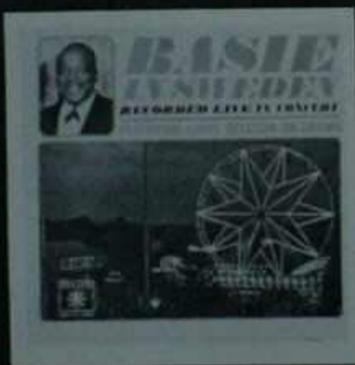
EASIER SAID THAN DONE
(S) R 25234



ROULETTE'S ALBUM MONEY MAKERS!



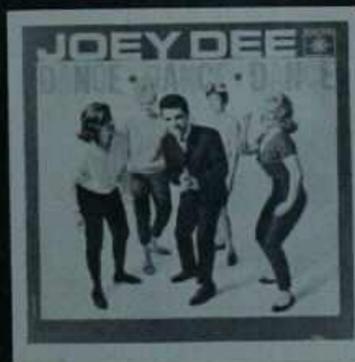
LOU CHRISTIE
(S) R 25208



BASIE IN SWEDEN
(S) R 52099



DINAH '63
(S) R 25220



JOEY DEE
DANCE, DANCE, DANCE. (S) R 25221



THE BARRY SISTERS IN ISRAEL
RECORDED LIVE (S) R 25198

GOLDEN GOODIES BUSTIN' ON ALL THE CHARTS!



VOL. 4: R 25209



VOL. 2: R 25210



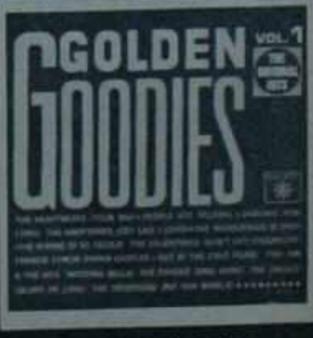
VOL. 5: R 25215



VOL. 6: R 25216



VOL. 3: R 25218



VOL. 1: R 25207



ROULETTE

New Folk Breed Spells 'Meat'

By BARRY KITTLESON

NEW YORK—The folk craze that is engulfing the country, as witness the many hootenannies, has given vent to a couple of "hollers" as well with an upsurge of protest songs going pop. This new breed of popular song offers "meat" in place of "beat," and roots its growing appeal in human compassion rather than the long-popular form of self-pity.

The commercial champions of the musically thought-provoking theme are Peter, Paul and Mary. In the past year, this popular act has had two singles, "If I Had a Hammer" and "Blowin' in the Wind," reach Top 10. The lyrical theme in both these hits has been brotherhood and human understanding. Indicatively, both of these songs pose unanswered questions, but invite personal commitment. The "If" in the first, and the repetition of the phrase "How many times..." in the second, lay the responsibility on each individual to answer for himself.

The most talked about—and perhaps ultimate influence in the current movement—is composer-singer Bob Dylan. What places Dylan in a class by himself is his absolute commitment to what he believes in. Since earlier this year, when he made a triumphant appearance at Town Hall, Dylan has brought on an intensity in the folk world bordering on worship.

He has walked away from all the major folk festival as unchallenged champion. His composi-

tions (among them "Blowin' in the Wind"), are being more and more recorded and performed and his position as present-day spokesman for folk people is getting to be increasingly secure.

Dylan's material is primarily topical—nuclear war, racial equality, and his protest is grounded in any loss of dignity. He is incensed with complacency, and questions the lip service of authority.

But his lyrics are riddled with compassion, such as in one of his latest songs, which recounts the story of slain Negro leader Medger Evers. He dismisses the murderer as being "Only a Pawn in Their Game." Dylan's particular genius is an honest attempt to look a situation square in the eye and call it by its rightful name.

The market has been readied for people like Dylan. Several months ago the Kingston Trio had a semi-hit in "Where Have All the Flowers Gone?", which raised its eyebrows at nuclear testing and the consequent fallout. Purist Joan Baez offers a similar appeal in "What Have They Done to the Rain?" The satirical offering of the Chad Mitchell Trio, "The John Birch Society," was similarly treated to public acceptance—but still the most consistent voice is that of Dylan.

It would be incorrect to refer to Dylan and the others as being merely anti or contrary. The meat of his protest is simply man's inhumanity to man—and endless theme with inexhaustible possibilities. His lyrics are frequently sprinkled with references to God, Jesus Christ and the Bible.

Hoots Name of Game This Year

• Continued from page 1

in the 1960's in favor of the folk flavored idiom.

Right now a package booked by Willard Alexander called "American Hootenanny Festival," and without a really big name in the cast, has been playing to capacity audiences in a one-nighter tour that started on July 17. Show, which is produced by Fred Hertz, will run through Labor Day. And in another week another unit of the show called "American Hootenanny Festival, Act II," will go out headlined by Logan English. First show stars the Greenbriar Boys.

Tim Gale, creator of the "Biggest Shows" of a few years back, and formerly with GAC-Feld, before leaving to start his own agency again, is also readying a hootenanny package. His will be called "Hootenanny USA" and will star Glenn Yarborough, formerly with the Limeriters, now split-up—temporarily at least, plus a host of other acts.

There will also be another hootenanny show produced by Hal Zeiger. It will be called "Hootenanny '63" and will play one-nighters in many sections of the country.

FOLKWAYS First in Folk Music

IMPORTANT ANNOUNCEMENT
NEW LIST PRICES

Effective September 1st, 1963

- FA 2300-2999 (Americana Series—12") \$4.98
- FC 7500-7900 (Children's Series—12") \$4.98
- RBF and BR Series—12" \$4.25

FOLKWAYS RECORDS

121 West 47th St. — NYC 36

In New York a 10-day hootenanny festival will be held at Roosevelt Raceway as part of the Long Island Fair. It will be produced by Al Wilde and Morty Curtis. Oscar Brand will emcee and supervise the show. On the bill are the Highwaymen, the Tarriers, Judy Henske, the Dillardes, the Grandison Singers, the Realists, and Casey Anderson. There will be amateur contests every night before the show, and the winners will be given a chance to perform with the professional folk acts.

Disk Firms Baby

Meanwhile the record companies, who of course, pioneered the entire folk revival—perhaps unknowingly—when the Kingston Trio made its first waxing for Capitol in the late 1950's, has not been idle in issuing hootenanny disks. As of now almost a dozen recordings with the word hootenanny in the title are out or coming out. They feature all types of folk acts, both old and new, sometimes with a whole flock of folk names. There are hootenanny LP's on Crestview, MGM, Battle, United Artists and Kapp. And there are hoot sets coming out on Camden and many other low price labels.

Of course the acts selling the most records are the folk names who make it so big on the concert and one nighter trail—names like Peter, Paul and Mary, the Kingstons and Joan Baez. Every so often a new name like Bob Dylan starts to get attention in the folk-filled arenas, and he looks like a comer not only as a writer (he penned "Blowin' in the Wind"), but also as a performer.

With every college campus filled with folkknicks and folk acts (the Kingstons and the Highwaymen started on campus) there should be a lot more names coming from Harvard Square and other campuses as the hootenanny shows keep going as lucrative college one nighters.

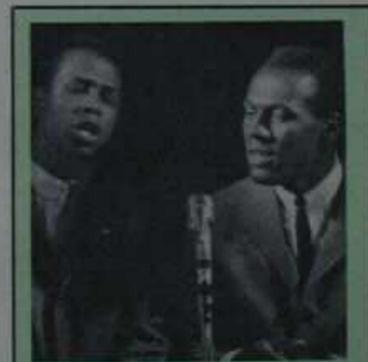
Newport Fest Spark to Hoots At All Levels

NEWPORT, R. I.—The 1963 Newport Folk Festival has written a sterling new chapter in the saga of the folk-pop movement and one which trade sources believe will pave the way for new interest in the hootenanny movement at all levels.

The simple arithmetic is impressive. The Newport Folk jamboree, a non-profit operation sponsored by the Newport Folk Foundation, played to a total audience of 46,000 over the course of three evening performances and a series of daytime workshop affairs. Its big brother, the Newport Jazz Festival, three weeks before, drew 36,000 for four evening concerts and various daytime events.

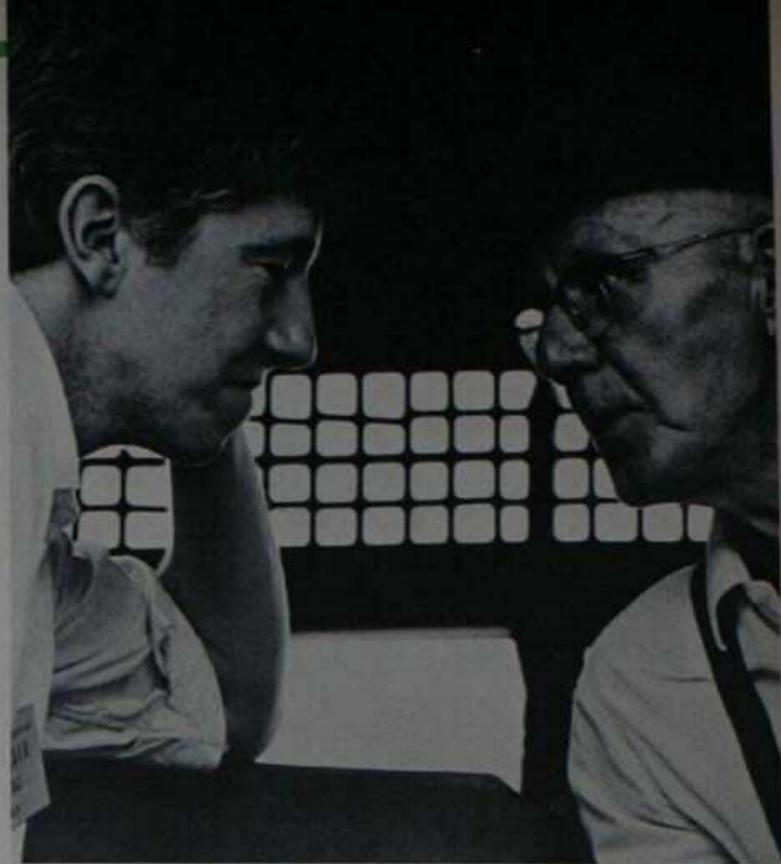
One direct result of the success of the Newport affair is the scheduling by producer George Wein of an afternoon folk concert at the upcoming Ohio Valley Jazz Festival in Cincinnati on Saturday (24).

In connection with the New-
(Continued on page 18)



JOE AND EDDIE as they appear at one of many sell-out concerts. This exceptional vocal duo has received national acclaim this year due to their two appearances on the Jackie Gleason TV show and their very successful album, "There's a Meatin' Here Tonight," on GNP Crescendo Records. Joe and Eddie's fans acknowledge the fact that this talented pair is perhaps the finest on the American Hootenanny scene today.

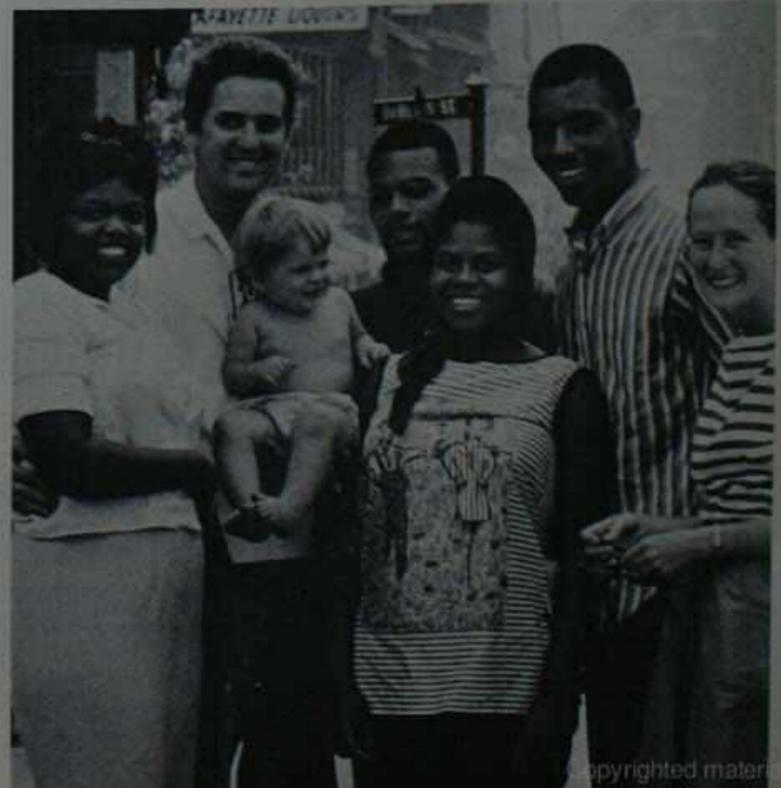
(Advertisement)



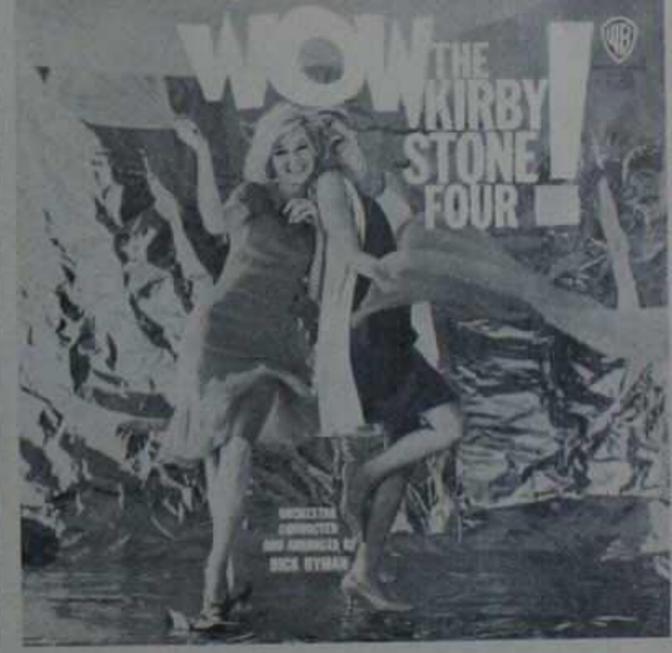
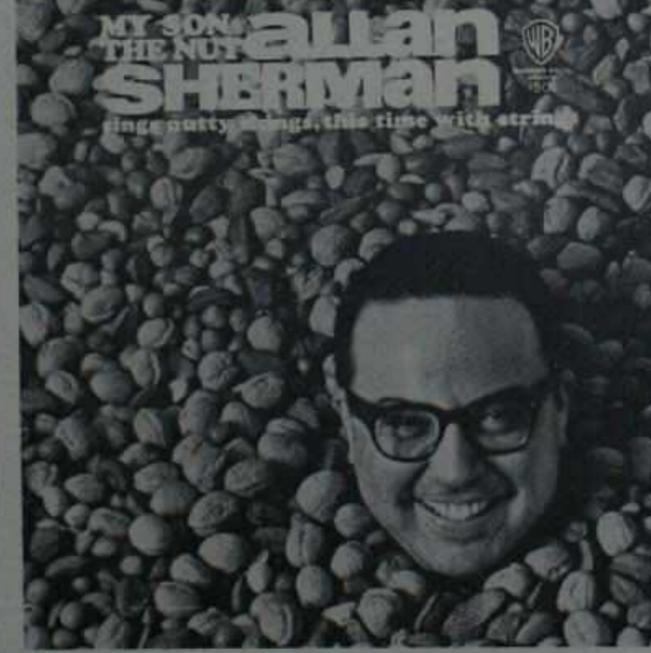
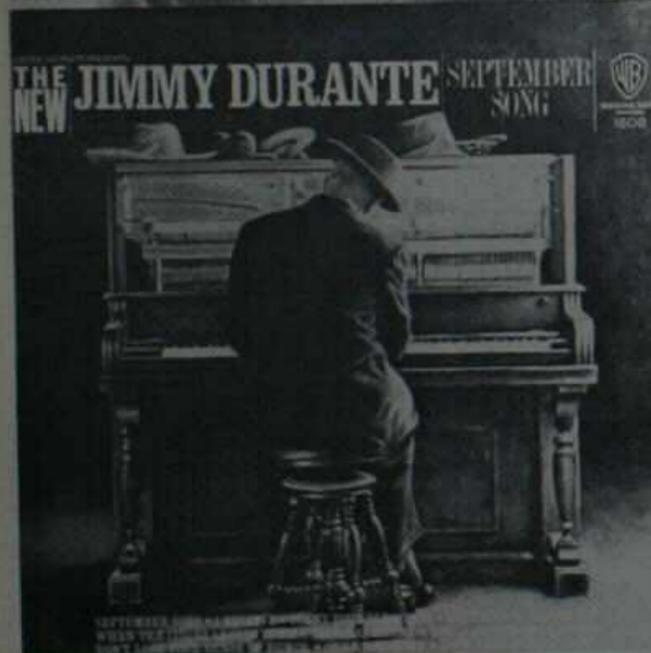
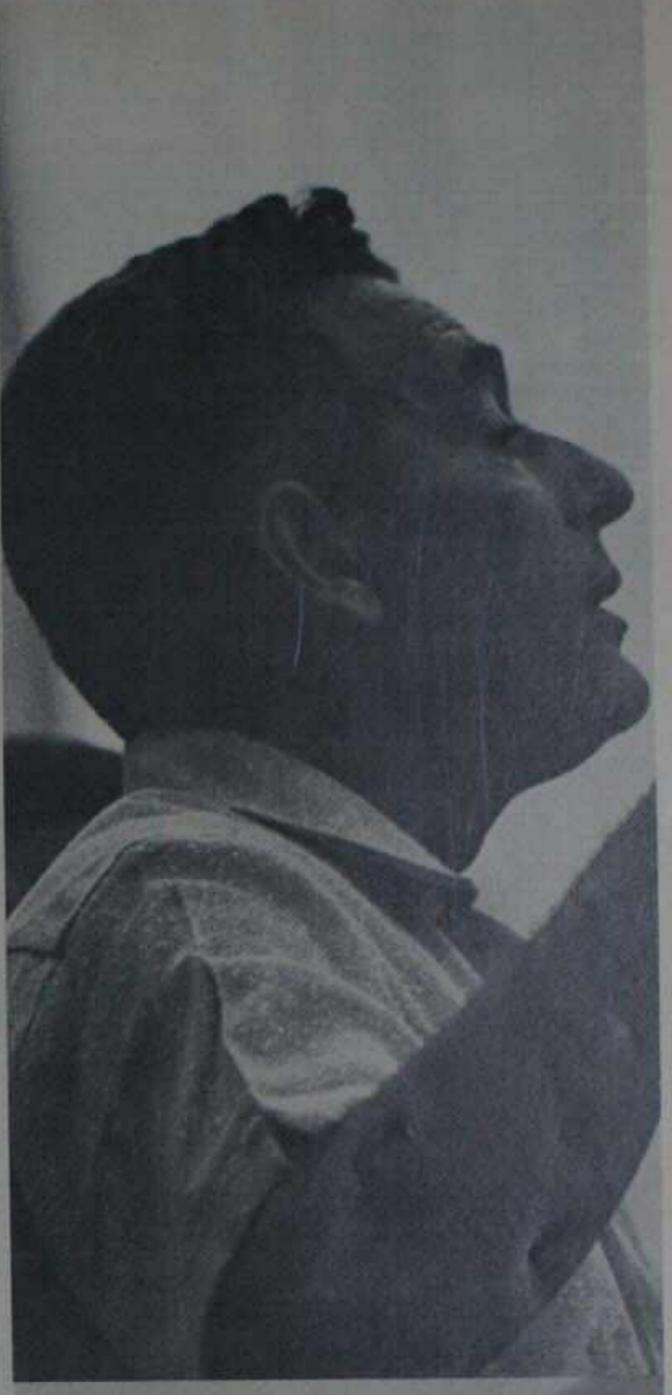
HOOTENANNY!

SHOWN HERE ARE scenes at the recent, record-breaking Newport Folk Festival, held in the Rhode Island city July 26-28. At top (left to right) are Britisher Bob Davanport and Clarence Ashley. At right top (left to right) Raun McKinnon, Jean Ritchie, Clarence Ashley (back to camera) and Doc Watson (with guitar and harmonica). At right bottom is a scene caught at a banjo workshop event. Directly below, a group of performers and fans engage in folk chatter, while at bottom are the Freedom Singers shown with Guy Carawan, his wife and infant child.

—All photos by David Gahr



Copyrighted material



**From
Durante...**

**to
Sherman...**

**to
Stone...**

You're in!

Durante is pure emotion; he'll put a lump in your throat with his rendition of "I Believe," "Bluebird of Happiness" and "September Song." And stout lad Allen Sherman will regale you with laughter as he wanders through "Rat Fink" (née "Rag Mop"), "Hello Muddah, Hello Faddah" ("Dance of the Hours"), "I See Bones" (C'est Si Bon") and nine udders, all in one volume appropriately titled "My Son, The Nut." As for go, you'll GO with the new Go Sound of Kirby Stone in "WOW!" Look for these albums on the charts.

On Warner Bros. Records, the first name in sound.



Newport Fest Spark to Hoots at All Levels

• Continued from page 16

port affair, Wein said the first night folk festival audience was the biggest for any Newport opening since the jazz festivals started in 1954. The opening night performance carried the dramatic highlight of the affair as well. It fell to Columbia's fast-rising young singer-writer Bob Dylan to produce this episode.

Reaching close to the finish of his closing spot on the bill, Dylan called to the stage Peter, Paul and Mary, Pete Seegar, Theo Bikel, Joan Baez and the Freedom Singers from Albany, Ga., all of whom lent a choral backup to Dylan's rendition of "Blowing in the Wind," written

by himself and a smash for Peter, Paul and Mary. Following this, Dylan stepped back into the semi-circle of celebrated performers and joined them in an inspiring reading of "We Shall Overcome," which has come to be a sort of national anthem of the integration movement. In this rendition, Cordell Reagon, of the Freedom Singers, lined out the lyrics.

On Saturday evening (27) another 13,000 fans turned out for the concert highlighted by the Rooftop Singers. Sunday (28), another sellout of 13,000 plus watched Joan Baez perform by herself and later with Bob Dylan in a rendition of

"With God on Our Side." Pete Seeger, who had performed the day before at the afternoon's children's concert, wrapped up the Sunday nighter.

An interesting side fillip to the doings was the presence at the rear of the Freebody Park enclosure of two tents occupied by two local record dealers, Charles Lasky and Moss Music. Both were well stocked in the albums of all performers on the various programs with the exception of Bob Dylan. The rapid sellout of available Dylan albums prompted Lasky to note, "I just didn't know how big he was." Also present in other

ABC Hootenanny Fans Craze

• Continued from page 1

into the hootenanny business in a big way. In addition to "Leeny's Hootenanny" with folk singer Ailene Goodman aired as a part of "Program PM"—the stations have been using the hootenanny as a promotional hooker.

tents was a display of Guild New York.

The success of the Newport Folk Festival has produced a distinctly bullish attitude on the part of a number of other producers of folk festivals. It's also expected that next summer a rash of new Festivals and Hoots is likely to break out. There is now some speculation that folk concerts may well take their place as an integral part of many summer outdoor concert series which have traditionally dealt in classical and jazz material. The tent theater field, which has been invaded during the past two seasons by a number of prominent jazz and pop names, is also seen as a likely setting for expansion of the folk movement.

The more prominently mentioned summer hoot scenes this season include the third annual Mariposa (Ontario) Folk Festival, featuring a number of leading Canadian folk lights held last weekend; the Goya Folk Festival to be held at Grosinger's Country Club in the Catskill Mountains of New York, August 18-22, and a series of Wednesday night hoots at Palisades Amusement Park, Palisades Park, N. J. Guitars and one handled by Israel G. Young's Folklore Center from Greenwich Village,

The Pittsburgh Pirates, reeling under losses at the ticket windows turned to the stations for help. In a campaign to get new fans interested in baseball the KDKA stations staged three events at Forbes Field. Using the hootenanny theme for the first promotion, with local folk singers and 50-cent price for teenagers as the draw, the stations succeeded in attracting 4,622 additional fans to the ball park.

The final event, billed as "the world's first Kazootenanny," overwhelmed the promoters as 8,089 youngsters struggled to get one of the 5,000 kazoos which were issued to the fans. After tooting in unison under the direction of white-tie-and-tailed Rege Cordic, KDKA radio's early morning deejay, before the game, the Kazooters hummed the Pirates to a resounding 9-3 victory over the Chicago Cubs.

HOOTS SELLOUT IN AUSTRALIA

NEW YORK — The hoot-craze is certainly not confined to this country. Stanley Park, home of Theater Under the Stars, was the scene of CHQM Vancouver's first "Hootenanny Under the Stars" recently with a sellout crowd of 5,300 and 2,000 turned away. The station conceived the two-hour folk singing festival, carried a two-week spot schedule, and more than 7,000 hootenanniks responded.

Coming Next Week in August 24 Billboard

Special Articles,
Features
and Lists
That Spotlight
Profit Opportunities
in . . .

BUDGET RECORDS

Part of Billboard's continuing editorial aim—to spotlight for buyers, sellers and broadcasters the most profitable ways to order, merchandise and program records in all categories.

Aug. 31: Jazz • Sept. 7: Classical • Sept. 14: Folk



NOW AVAILABLE! MAJOR LANCE'S SENSATIONAL NEW ALBUM

OKeH

THE ORIGINAL

THE MONKEY TIME

MAJOR LANCE

OKeH

THE MONKEY TIME
LAND OF A THOUSAND DANCES
THE BIRD
JUST ONE LOOK
WHAT'S HAPPENING
KEEP ON LOVING YOU
MAMA DIDN'T KNOW
HITCHHIKE
PRIDE AND JOY
SOLDIERBOY
DELILAH
WATUSI

OKM 12105 | OKS 14105 (Stereo)

A HOT FOLLOW-UP TO HIS SMASH SINGLE THAT HIT ALL CHARTS! THE ORIGINAL RECORD THAT CAUSED THE TEEN WORLD'S FABULOUS NEW DANCE CRAZE!

© "Okeh," Marcus Reg. T.M. Printed in U. S. A.

AN HISTORIC FIRST IN THE RECORD INDUSTRY!

 **LITTLE STEVIE WONDER** 

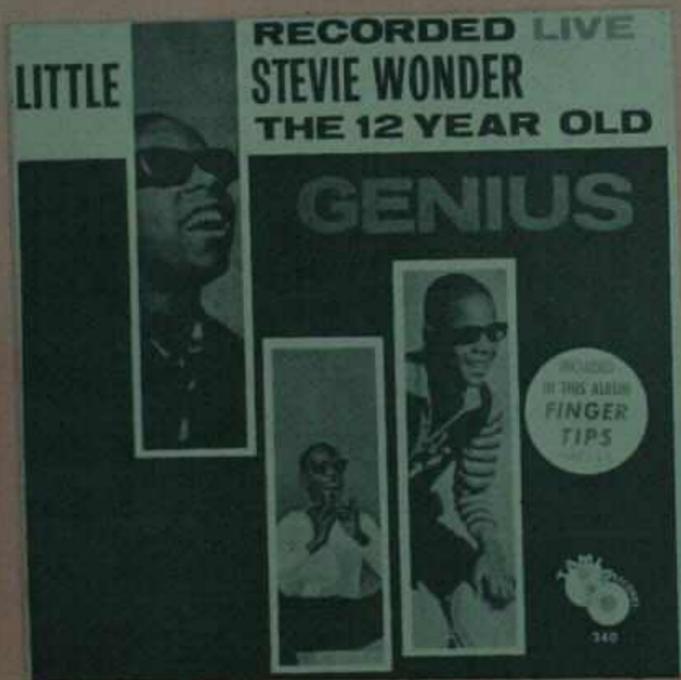
with

"FINGERTIPS"

#1 SINGLE!

#1 ALBUM!


**BUY
6
STEVIE WONDER
ALBUMS
and
GET
1
FREE!**



#240



#232



#233



TAMLA / MOTOWN RECORDS

• 2648 West Grand Blvd. • Detroit, Mich.

Copyrighted material

COUNTRY MUSIC CORNER

By BILL SACHS

Larry Sunbrock, veteran rodeo and thrill show promoter, is back in action again, this time as promoter of country music specs through the South. A recent promotion at Columbus, Ga., featuring Ferlin Husky, Skeeter Davis, the Carter Family and other "Grand Ole Opry" personnel, attracted in excess of 5,000 paid at Municipal Auditorium, a record for the house. He has other shows coming up soon in the South and Midwest. In recent years, Sunbrock has been operating his own motor speedway in Orlando, Fla. He has since leased the speedway to another operator but still maintains his home in Orlando.

Lee Moore, deejay at WWVA, Wheeling, W. Va., and a regular on the station's Saturday night show presented from the stage of the Rex Theater, Wheeling, is set for a return engagement at Lake Compounce, Bristol, Conn., September 8. He played there July 28 to a crowd estimated at nearly 5,000. On September 7, Lee displays his talents at Coventry, Conn. Moore reports that WWVA's "World Original Jamboree" has adopted the policy of importing country music acts from Nashville to augment the "Jamboree" regulars like Doc Williams, Big Slim and the Vandergrift Brothers.

Al Rogers, who spins the c.&w. wax at KBUY, Amarillo, Tex., takes his Rocky Mountain Boys on tour of Oklahoma City August 16; Clinton, Okla., 17; Fort Worth, 23; Childress, Tex., 24, and Altus, Okla., 31. Dates were set by Don Campbell, Amarillo, Tex. Smokey Stover, deejay at KMOP Radio, Tucson, Ariz., who has been making records under that name since 1950, says another c.&w. artist using the name of Smokey Stover has invaded the field, causing no little confusion among deejays and fans. Smokey's newest release on the Toppa label couples "Sometimes You Just Can't Win" and "On the Warpath." He has another release coming up in a month or so.

After a two-month tour of Wisconsin and Minnesota, gospeling evangelist T. Texas Tyler and wife last week entered Mayo Clinic in Rochester, Minn., for a check-up before resuming

their road trek. . . . C.&w. singer and songwriter Jerry Tyler has been engaged to handle the platter-spinning chores at WEEE, full-time c.&w. station in Glenmont, N. Y. . . . Eddie Zack, whose "Hayloft Jamboree" disk show is heard seven hours each day over WRIB, Providence, R. I., starting at 12:30 p.m., is also promoting live shows in the area, with Bob Luman slated to fly in from Nashville for an August 13 date. Among other names signed by Zack for future bookings are Webb Pierce, Red Foley, Skeeter Davis and Don Gibson.

"Grand Ole Opry" regular Curly Fox has signed to work under the personal management of John C. Kerr, of Kerr Promotions, Greenwood, S. C. Curly works Denver August 16; Portland, Ore., 17, and Oakland, Calif., 18. Kerr, who has been promoting r.&b. and "Top 40" records and booking artists in that field, plans to move his operation to Nashville in the near future to enter other areas of the c.&w. music field. . . . Earl Scott, whose initial Mercury release, "Loose Lips," is getting a good ride on the charts, jetted into Nashville last week for another Mercury session, after completing a 10-day swing through Southern California, booked by the Steve Stebbens office through the Wil-Helm Agency, Nashville.

Curtis Artists Productions, Goodlettsville, Tenn., announces the following bookings: Ernest Tubb and His Texas Troubadours, Robins Air Force Base, Georgia, August 15-16; Angola, Ind., 18; West Liberty, Pa., 20; Hutchinson, Minn., 21; Nisland, S. D., 23; Edgemont, S. D., 24; Pueblo, Colo., 27; Phoenix, Ariz., 29, and Salt Lake City, 31; Buck Owens and the Buckaroos, Las Vegas until August 14; Phoenix, Ariz., 15; Amarillo, Tex., 16; Tulsa, Okla., 17; Dallas, 21; San Antonio, 23, and Temple, Tex., 24; Leon McAuliffe and the Cimarron Boys, Oshkosh, Neb., August 24; Portsmouth, N. H., 30; White Horse, N. J., 31; Linda Manning, West Liberty, Ia., August 20; Hutchinson, Minn., 21; Nisland, S. D., 23; Edgemont, S. D., 24; Dave Dudley, Dallas, August 31; Rusty Adams, Decatur, Ill., August 9-18.

Claude Gray last week embarked on a 21-day tour of California and Oregon for the Jim Denny office, Nashville. He's due back in Music City September 15. . . . Norman Mackey, Greenlay, Que., reports that he has arranged a three-week tour of Saskatchewan, Alberta, Manitoba and Northwestern Ontario during October for Doc and Chickie Williams and the Border Riders, with Marion Martin on accordion; Willis Wade, five-string banjo and fiddle, and Smokey Pleacher, comedian, all of WWVA's "World's Original Jamboree," Wheeling, W. Va. Deejays in the above-mentioned provinces who have not received the Doc and Chickie Williams albums are urged to write Mackey on their station letterhead.

Johnnie Wright and Kitty Wells show their wares at Trenton, N. J., August 16; Lowville, N. Y., 17; West Grove, Pa., 18, and Greenville, Ill., 20. . . . The Carter Family is routed for Yuma, Neb., August 13; Russell, Kan., 15; Kansas City, Kan., 18; Broken Bow, Neb., 19, and Grant, Neb., 20.



BUDDY KILLEN (right), executive vice-president of Tree Publishing Company, Inc., Nashville, greets Chips Moman on the doorstep of Tree's new offices. Killen last week announced the signing of an exclusive writer contract with Moman. He'll be writing and producing for Tree and will be living in The Music City permanently.

Flatt and Scruggs On Net TV Aug. 21

CINCINNATI — Lester Flatt and Earl Scruggs and their bluegrass gang, the Foggy Mountain Boys, are carded to appear on the CBS-TV network show, "The Beverly Hillbillies," Wednesday night, August 21.

The Flatt and Scruggs aggregation recently performed at The Nashville Tennessean's Centennial Park Concert in Nashville, drawing the biggest crowd for the event in 10 years. On July 27, the sound of Flatt and Scruggs was heard for the first time at the Music Barn in Massachusetts, where they were again greeted by a full house.

Other performers who have appeared or are scheduled to appear at the summer concerts there are Pete Seeger, Louis Armstrong, Herbie Mann, Ray Charles, Sabicas, Dave Brubeck, Al Hirt, the Weavers, Duke Ellington, Joan Baez, Carlos Montoya, George Shearing, Theo Bikel and Miriam Makeba.

Bilmac to Offer Taped Packages

FORT WORTH—Bilmac Productions, founded in 1957 as a country jingle firm by Bill Mack, of KCUL Radio here, is expanding into the taped country music package field. The shows will be hosted by Mack, with special name guests on each program, and will be made available to radio stations in various lengths, ranging from 15 minutes to three hours on a daily, weekly or bi-weekly basis.

Mack says he has more than 40 country names already taped for the series and is negotiating with several other prominent deejays to become associated with him in the project. The shows, Mack reports, will feature the latest top country records, classics and special interviews with guest artists.

Oscar Davis on the Mend

SILVER SPRING, Md. — Country music impresario Oscar Davis, who entered Holy Cross Hospital here two weeks ago after suffering a mild heart attack while on a business trip in New York, is mending rapidly and is expected to leave the hospital this week. He will return immediately to his home, 2108 Hayes Street, Nashville, where he will spend several weeks recuperating.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/17/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE Johnny Cash, Columbia 42788	11
2	3	ABILENE George Hamilton IV, RCA Victor 8181	10
3	2	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	12
4	5	GUILTY Jim Reeves, RCA Victor 8193	6
5	4	ACT NATURALLY Buck Owens, Capitol 4937	19
6	7	DETROIT CITY Bobby Bare, RCA Victor 8183	7
7	6	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artist 575	16
8	9	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	9
9	8	YOU COMB HER HAIR George Jones, United Artists 578	7
10	12	STILL Bill Anderson, Decca 31458	25
11	15	SANDS OF GOLD Webb Pierce, Decca 31488	9
12	11	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	23
13	13	TIPS OF MY FINGERS Roy Clark, Capitol 4956	7
14	10	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	22
15	18	OLD SHOWBOAT Stonewall Jackson, Columbia 43765	13
16	19	LOVING ARMS Carl Butler & Pearl, Columbia 42778	7
17	21	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	2
18	14	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	5
19	—	HEY LUCILLE! Claude King, Columbia 42833	1
20	24	MY BABY'S NOT HERE Porter Wagoner, RCA Victor 8178	5
21	17	THE OTHER WOMAN Loretta Lynn, Decca 31471	11
22	20	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	4
23	26	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	2
24	—	I GAVE MY WEDDING DRESS AWAY Kitty Wells, Decca 31501	1
25	16	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	15
26	22	SWEETHEARTS IN HEAVEN Buck Owens & Rose Maddox, Capitol 4992	2
27	30	WE'RE THE TALK OF THE TOWN Buck Owens & Rose Maddox, Capitol 4922	3
28	—	HEART, BE CAREFUL Billy Walker, Columbia 42794	1
29	23	LOOSE LIPS Earl Scott, Mercury 72110	4
30	25	DOWN TO THE RIVER Rose Maddox, Capitol 4975	9

WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Here is an idea that we are going to put into effect here," writes Mike Oatman, program director of KHEY, El Paso, Tex. "One of the biggest problems in country music seems to be the lack of record sales of a pure country record as opposed to the sale of a pop country record. The contributing factors to this lack of sales is that the country radio stations and local record dealers do not co-operate effectively. It's a chronic problem of the industry that many times a radio station plays music that the record dealer knows nothing about. When the customers ask for the record, they get a blank look. We are inaugurating a promotion whereby we will pick a pure country record and play it extra heavy for

a week. Each time it is played, the disk jockey will tell the audience that it is available at such and such a record store. The dealer will have been notified in advance and have ample time to order copies of the record. I just can't buy the story that country records won't sell. Good country music has an even bigger audience than the so-called pop country song."

C.&w. star Rex Allen has acquired Station KHIL, Willcox, Ariz., with six hours of its 10-hour programming day devoted to c.&w. music. Rex puts in a plea for spinning material—old and new. . . . Jimmie Skinner and Estel Lee, of the Jimmie Skinner Music Center in down-

(Continued on page 23)

"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.

THE MOST
TALKED OF SONG
OF THE YEAR!

Ernest Ashworth's

TALK BACK
TREMBLING
LIPS

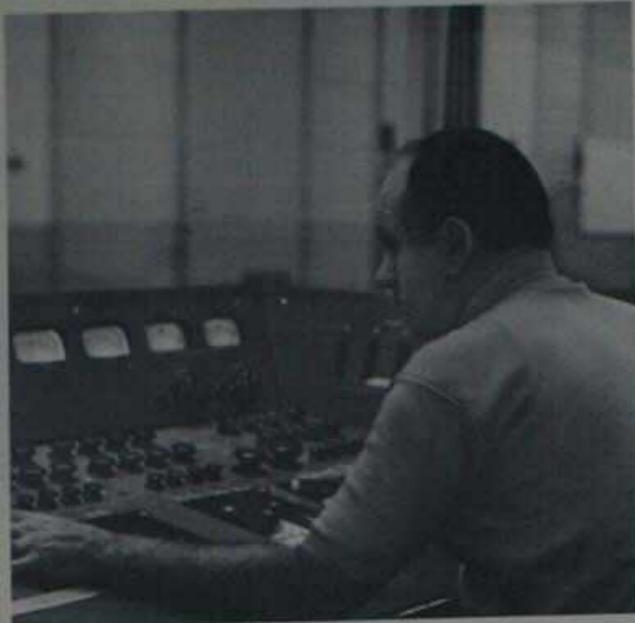
Hickory 1214

"Who looks after you at RCA Custom?"



YOUR SALESMAN

(His business is your business! Does Macy's tell Gimbeis? No sir, his integrity is above reproach.)



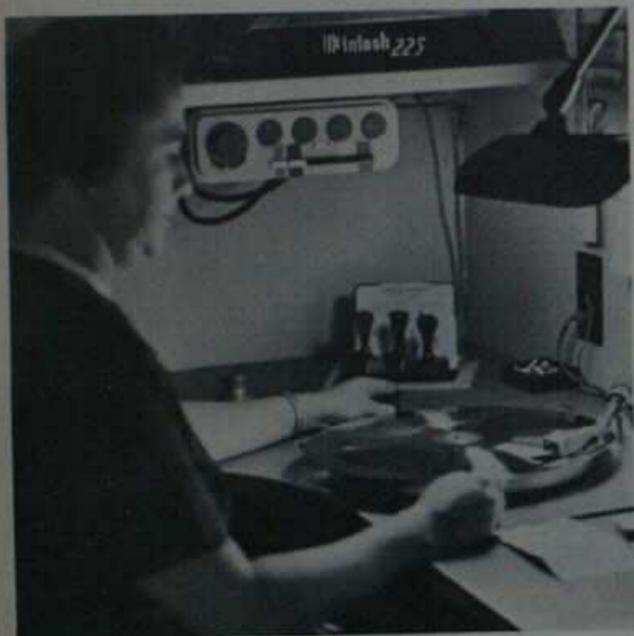
YOUR ENGINEER

(The best is assigned to you—we don't have any other kind. Your wish is his command.)



SKILLED HANDS

(Hands guided by years of experience treat your records with know-how from master to final product.)



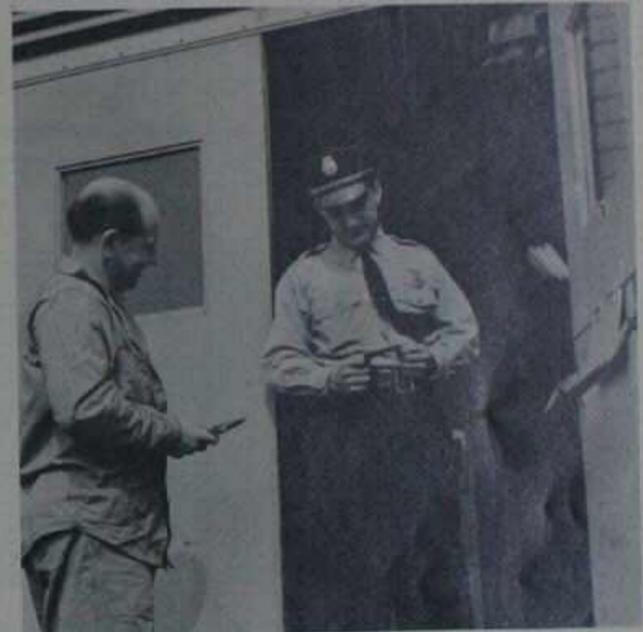
INSPECTORS

(Sharp ears check your record every step of the way. Nothing passes but perfection!)



PACKAGERS

(Even at the very last minute your record is visually inspected before it's slipped into its package.)



GUARDS

(Policemen on our payroll protect plants and warehouses around the clock.)



SHIPPERS

(There's a U.S. Post Office Sub-station right at the Rockway plant. Could shipping be faster?)



ACCOUNTANTS

(The inevitable bill follows the invoice—but we do all the paper work. Makes it almost nice to pay!)



EVERYBODY!

When we say "Custom," we mean "custom"—right from our up-to-the-minute recording facilities to your finished product, shipped overnight to your distributors in all major markets! Next time you need anything in recorded sound, for instant personal attention, just give us a call!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

155 East 24th St., New York 10, N. Y., MU 8-7200 ■ 445 N. Lake Shore Dr., Chicago 11, Ill., WH 4-3215 ■ 800 17th Ave. S., Nashville 3, Tenn., AL 5-5781 ■ 1510 N. Vine St., Hollywood 28, Cal., OL 4-1860



ANOTHER
FIRST
from
Billboard

THIS
WEEK
•
THIS
ISSUE

NEW
ALBUM
CHART!

Now, one
chart!

150 positions
150 albums

MONO AND STEREO
COMBINED

New Layout
More
information

Easier to read.

Easier to use.

The ultimate buying
guide for dealers.

Only Billboard has the
chart with 150
best-selling albums.

ANOTHER
FIRST
from
Billboard

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

Veteran ASCAP writers Pete Mellan and Lou Douglas have formed the Rocket label. Their first release is "Stop Rockin' the Boat" by the Staccatos, a take-off on surfing. Mellan and Douglas wrote the tune . . . Tamla's Barney Ales tells us that Little Stevie Wonder's "Twelve Year Old Genius" album, recorded live, is the biggest LP to date in Tamla-Motown history. And if the Little Stevie LP and single ("Fingertips") weren't enough, the label is also getting excellent action on "Heat Wave" by Martha and the Vandellas on Gordy; "Mickey's Monkey," the Miracles on Tamla; "My Daddy Knows Best," Marvlettes, also on Tamla; and "A Breathless Guy," Supremes, on Motown . . . Mary Wells, Little Stevie and Marvin Gaye appeared at the annual U. S.-Canada Emancipation celebration in Windsor, Ontario, Canada, recently.

McKinley Mitchell, currently hot with "Bit of Soul," cut some

live tapes with the Du-Ettes at Chicago's Club Madison. It's for the One-Derful and M-Pac labels . . . The Five Duttones are slated for the Coliseum in Columbus, Ohio, this week, then to Pittsburgh . . . Wayne Osborne, chief announcer at WOPA here, led the field in the recent Chicago public links tournament, only to lose out in the quarter finals to a youngster less than half his age. The temperature was in the high 90's, and after four rounds in two days, Osborne noted he was "just plain tired." The veteran Oak Park radio staffer is a former National League pitcher who played with the Pittsburgh Pirates, Boston Braves and Brooklyn Dodgers. Later, he was official announcer for the Chicago Cubs before he joined WOPA, where he's been chief announcer since 1950. He won the trophy last year in the Oak Park Chamber of Commerce golf tournament and will be trying for a repeat in this year's tournament starting Tuesday (6). Here's luck.

WITH THE COUNTRY JOCKEYS

• Continued from page 20

town Cincinnati, are doing a country platter show, Monday through Friday, 6-6:30 a.m., by remote from the store, via WPFB-AM, Middletown, Ohio. The lads ask record help from the artists and diskeries. Their address: Jimmie Skinner Music Center, 124 E. Sixth Street, Cincinnati 2. . . B-W Music, Inc., Box 337, Wooster, Ohio, is currently promoting releases by Judy Kaye, Fonda St. Paul, Andy Sommers, Don Kirkland and Wayne Barnes, and invites deejays to write in for samples. Put your request on your station letterhead.

Nate Street, formerly for five years at WCKY, Cincinnati, as pop deejay under the name of Stan Street, is now spinning country wax, mornings, on WKRM, Columbia, Tenn. He also does a pop session on the station. . . Sgt. Jack Hall, stationed at Redstone Arsenal in Alabama, infos that he has a new release on Unicom Records and that deejay samples are available writing to the diskery at P. O. Box 1643, Huntsville, Ala. . . Ron Jay, of WARI radio, Abbeville, Ala., has just

kicked off a new show which he dubs "Ron Jay's Album of the Day" which, as the title implies, features a different album each day. Says he needs help from the record companies to keep the programming alive.

Kalo Records, Route 3, Box 389, Kutztown, Pa., has available deejay copies of "Crying Lonely Tears" b.w. "Please Don't Treat Me as a Stranger," new release by 14-year-old country singer Karen Louise Sawyer. Put your request on your station letterhead. . . Deejays missed in the mailing on Danny Harrison's "A Bigger Fool Than Me," which appears in Judy Lynn's new United Artists album just out, may obtain a copy by writing to Joanne Harrison, Box 27, Man, W. Va., 25635. . . Deejay samples are also available on Ott Stephen's new release, "Somebody Left the Gates of Heaven Open" b.w. "Desperately," by writing to Teresa Simpkins, Route 4, Box 670, Lafayette, Ga.

Jocks missed in the mailing on "We're the Talk of the Town" b.w. "Sweethearts in Heaven," by Rose Maddox and Buck Owens on Capitol, may obtain copies by writing on their station letterhead to Jimmy Brogdon, P.O. Box 294, Oceanside, Calif. . . Russell Sims, of Sims Records, P.O. Box 6308, Nashville 12, offers the same service on "She Looks Good to the Crowd," by Bobby Barnett; "Lonely Street," by the Plainsmen, and a hootenanny swinger, "Vigah" b.w. "The Legend of Uncle Jim," by Hillous Butram. . . Also available to jocks are two new releases on the Kippo label, "I Could Never Live Without

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/17/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	8
2	2	EASIER SAID THAN DONE Essex, Roulette 4494	8
3	3	PRIDE AND JOY Marvin Gaye, Tamla 54079	12
4	5	MEMPHIS Lannie Mack, Fraternity 906	5
5	6	JUST ONE LOOK Doris Troy, Atlantic 2188	9
6	4	SO MUCH IN LOVE Tymes, Parkway 781	8
7	13	MOCKINGBIRD Inez Foxx, Symbol 919	9
8	9	SURF CITY Jan & Dean, Liberty 55580	7
9	11	(You're the) DEVIL IN DISGUISE Elvis Presley, RCA Victor 8188	4
10	16	THE MONKEY TIME Majar Lance, Okeh 7175	3
11	7	MY TRUE CONFESSION Brook Benton, Mercury 72135	7
12	10	WIPE OUT Surfaris, Dot 16479	5
13	20	JUDY'S TURN TO CRY Lesley Gore, Mercury 72143	2
14	27	HEAT WAVE Martha & Vandellas, Gordy 7022	2
15	12	NO ONE Ray Charles, ABC-Paramount 10453	7
16	14	NOT ME Orlans, Cameo 257	8
17	17	CANDY GIRL 4 Seasons, Vee Jay 539	3
18	8	HELLO STRANGER Barbara Lewis, Atlantic 2184	13
19	22	IT'S TOO LATE Wilson Pickett, Double L 717	2
20	23	IT WON'T BE THIS WAY (Always) King Pins, Federal 12484	5
21	24	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	2
22	25	I (Who Have Nothing) Ben E. King, Atco 6267	3
23	29	HEY GIRL Freddie Scott, Colpix 692	3
24	26	MAN'S TEMPTATION Gene Chandler, Vee Jay 536	3
25	30	THESE FOOLISH THINGS James Brown & the Famous Flames, Ding 5767	2
26	-	PART TIME LOVE Little Johnny Taylor, Galaxy 722	1
27	19	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic 9596	5
28	28	SOMETIMES YOU GOTTA CRY A LITTLE Bobby Bland, Duke 366	2
29	21	SHAKE, SHAKE, SHAKE Jackie Wilson, Brunswick 55246	4
30	-	WHEN A BOY FALLS IN LOVE Mel Carter, Derby 1003	1

You," by Ronnie Murray, and "Orbit," by Johnny and Joe. For service on the pair write to Tom Reeder, Ree-Bee Talent Enterprises, Inc., 726 16th Avenue, South, Nashville.

Vern Terry is now doing a two-hour stint, 2-3 p.m., Monday through Saturday, on WADC, Akron, while continuing with his regular twice-daily shots, 10-11 a.m. and 5-6 p.m., on WWIZ, Lorain, Ohio. "Country music never had it so bad, ho, ho," chuckles Vern. Terry says he has almost completely recovered from injuries sustained in the auto accident several years ago, which kept him in the hospital for many months, but he still has a bit of trouble talking in a crowd. . . The gospel singing Bailes Brothers, Walter and Kyle, offer deejays copies of their release. Contact them at Box 586, Birmingham, Ala. . . Jim Hall has just launched a new Saturday morning platter show on KAOL, Carrollton, Mo. Jim and the Radio Pals have a new

release coming up soon on Boney Records, "Funny Face" b.w. "I Traded Roses for a Thorn."

Deejay samples of Bill Anderson's new Decca release, "8 x 10" b.w. "One Mile Over—Two Miles Back," may be obtained by jotting a request on your station letterhead to Hubert Long, 806 16th Avenue, South, Nashville 4. . . Ole Slat's Jackson, last of the Sprattleax Boys, scribbles that he's still spinning the country and gospel stuff at WMVG, Milledgeville, Ga., and that he'd like to hear from artists and diskeries with records that need spinning. . . Jerry Smith! Lost your address in Cedar Rapids, Ia. Let me have it again, please. . . Uncle John Brunell is operations manager in charge of c.&w. music at WVTR, White River, Va., which has risen from the ruins of the former Station WWRJ. "Still drastically need c.&w. releases for my 'Country Corner' show," typewrites Uncle John.

WATCH THIS ONE GO
JUNIOR PARKER'S
"YONDER'S WALL"
AND
"THE TABLES HAVE
TURNED"
DUKE 367

DUKE AND PEACOCK RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS
ORchard 3-2611

By All Means Listen to This Great Side!

"WOMAN"

b/w "My Little Honey Bee"

by Joy Russell—Nasco 7008

Nashboro Record Co. 177-3rd Ave., N.
Nashville, Tenn.



"CRY BABY"

UA 629

BY

GARNET MIMMS

AND

THE ENCHANTERS

IS

A RUNAWAY HIT!

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: 33-65, 66-100, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33 through 100.

Table with columns: A Breath Taking Guy, Abilene, Be Careful of Stones That You Throw, etc. Lists songs 101-150.

Table with columns: I Want to Stay Here, I Will Love You, I Who Have Nothing, etc. Lists songs 101-150.

BUBBLING UNDER THE HOT 100

Table with columns: 101, 102, 103, etc. Lists songs 101 through 150.

Dot® the nation's best selling records

BEST-SELLING ALBUMS

LAWRENCE WELK
 TE ME KANGAROO DOWN, SPORT
 TIPS OF MY FINGERS • SUIZYAKI
 THREE LAZY, HAZY, CRAZY DAYS OF SUMMER
 PUFF (The Magic Dragon) • THE GOOD LIFE
 PIPELINE • CAN'T GET USED TO LIVING YOU
 IN YELLOW ROSES • I LOVE YOU BECAUSE
 • BREAKWATER • SCARLETT O'HARA •

SCARLETT O'HARA • Lawrence Welk
 DLP 3528

GRAVY WALTZ
 AND IS CURRENT HIT!
STEVE ALLEN
 RINKY DINK • PREACHERMAN
 THEME FROM LAWRENCE OF
 ARABIA • BOSS GUITAR • LOVE
 FOR SALE • CAST YOUR FATE
 TO THE WIND • REBEL • ROUSER
 GRAVY WALTZ • YANZTY SAX • WHISTLE DAIT
 YOUR THEME • THE ROSE AND THE BUTTERFLY

GRAVY WALTZ • Steve Allen
 DLP 3515

**TIE ME KANGAROO
 DOWN SPORT**
PAT BOONE

TIE ME KANGAROO DOWN SPORT
 Pat Boone
 DLP 3534

LAWRENCE WELK PRESENTS
Greatest Organ Hits
 BY JERRY BURKE

GREATEST ORGAN HITS • Jerry Burke
 DLP 3450

BLUE HAWAII
BILLY VAUGHN and His Orchestra

BLUE HAWAII • Billy Vaughn
 DLP 3165

THE ORIGINAL HIT!
WIPE OUT
THE SURFARIS
 WIGGLE WOBBLE • GREEN ONIONS
 TORQUAY • YOU CAN'T SIT DOWN
 TEEN BEAT • TEQUILA • MEMPHIS
 WIPE OUT • YEP • WILD WEEKEND
 SURFER JOE • WALK DON'T RUN

WIPE OUT • The Surfaris
 DLP 3535

THE ORIGINAL HIT...
HOT PASTRAMI!
THE DARTELLS
 HOT PASTRAMI • DARTELL STOMP • DADDOY'S
 HOME • SWISS CHEESE • DILL PICKLES
 NIGHT TRAIN • I SCREAM • THE HAPPY
 ORGAN • ONE DEGREE NORTH • ST. JAMES
 INFIRMARY • SURF DREAMS • FANNY MAE

HOT PASTRAMI • The Dartells
 DLP 3522

JIMMIE RODGERS
HONEYCOMB
 & KISSES SWEETER THAN WINE

HONEYCOMB & KISSES SWEETER THAN
 WINE • Jimmie Rodgers
 DLP 3525

MOON RIVER
LAWRENCE WELK
 TONIGHT • MOON RIVER • EXODUS
 AROUND THE WORLD • THE SOUND OF MUSIC
 TIL THERE WAS YOU • YOU'VE HAD YOUR TIME
 YOU SAID HE WENT • SOME ENCHANTED EVENING
 WASH YOU WERE HERE • YOU'LL NEVER WALK ALONE
 LOVE IS A HAZY • SPLENDORED THING

MOON RIVER • Lawrence Welk
 DLP 3412

THE MILLS BROS.
GREAT HITS

THE MILLS BROTHERS' GREAT HITS
 DLP 3157

MORE
 THEME FROM MONDO CANE
STEVE ALLEN
 DANKE SCHOEN MEMPHIS
 RING OF FIRE WIPE OUT
 CUANDO CALIENTA EL SOL
 TEQUILA • EL WATUSI
 LEAVE IT TO ME MISTER
 MOON I LOVE YOU TODAY
 AFTER A WHILE • MORE

MORE • Steve Allen
 DLP 3538

Waltz Time
Lawrence Welk

WALTZ TIME • Lawrence Welk
 DLP 3499

CALCUTTA!
LAWRENCE WELK

CALCUTTA • Lawrence Welk
 DLP 3559

STEREOPHONIC
WHEELS
ORANGE BLOSSOM SPECIAL
BILLY VAUGHN

ORANGE BLOSSOM SPECIAL &
 WHEELS • Billy Vaughn
 DLP 3366

BILLY VAUGHN
SAIL ALONG SILV'RY MOON

SAIL ALONG, SILV'RY MOON
 Billy Vaughn
 DLP 3100

SUKIYAKI
 BILLY VAUGHN
 MY TUNE • MARCHING • LOVELY BLUE BANGS • SUKIYAKI
 TO YOU SWEETHEART ALMA • ON THE BEACH AT MIDNIGHT
 BOY IS THE WORD • THE WARD OF ANAZACON • KALISA
 SWEET SOMEBODY • Pagan Love Song • ANGEL REVENANT

SUKIYAKI • Billy Vaughn
 DLP 3523

1962's GREATEST HITS
 BY BILLY VAUGHN
 TELSTAR • THE STRIPPER • STRANGER ON THE SHORE
 MOON RIVER • THE LONELY GULL • DANIEL'S ROSE
 BORN TO LOSE • RELEASE ME • GO AWAY LITTLE GIRL
 I CAN'T STOP LOVING YOU • DEAD LONELY HEARTS
 ROSES ARE RED

1962's GREATEST HITS
 Billy Vaughn
 DLP 3497

A SWINGIN' SAFARI
BILLY VAUGHN

A SWINGIN' SAFARI • Billy Vaughn
 DLP 3458

BEST-LOVED CATHOLIC HYMNS
The Lennon Sisters

BEST-LOVED CATHOLIC HYMNS
 The Lennon Sisters
 DLP 3250

the Golden Instrumentals
Billy Vaughn

THE GOLDEN INSTRUMENTALS
 Billy Vaughn
 DLP 3016

PIPELINE
THE CHANTAYS
 THE LONESOME ROAD • TRAGIC WIND •
 HOWARD • BLUEBERRIES • SANDY • SLEEP
 WALK • HIGLET THEME • WYWOOD
 MILE • EL CONDORINHO • RIVERS IN
 THE SKY • LAST NIGHT • PIPELINE

PIPELINE • The Chantays
 DLP 3516

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 TIGHT IN
 DAYS OF WINE AND ROSES • BLAME IT ON
 THE BOSSA NOVA • RHYTHM OF THE RAIN
 THEY REMIND ME TOO MUCH OF YOU • I REALLY
 DON'T WANT TO KNOW • ALICE IN WONDERLAND

1963's EARLY HITS • Lawrence Welk
 DLP 3510

LAWRENCE WELK'S
BABY ELEPHANT WALK
 THEME FROM THE BROTHERS GRIMM

BABY ELEPHANT WALK
 Lawrence Welk
 DLP 3457

RAGTIME PIANO GAL
Jo Ann Castle

RAGTIME PIANO GAL • Jo Ann Castle
 DLP 3249



BEST-SELLING SINGLES

- #16479 WIPE OUT / SURFER JOE 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
- #16509 PRETTY GIRLS EVERYWHERE / BABY BABY Arthur Alexander
- #16507 CUANDO CALIENTA EL SOL (When The Sun Is Hot) / LEAVE IT TO ME Steve Allen
- #16493, TORQUAY TWO / PEG LEG The Fireballs
- #16484 SUKIYAKI / THEME FROM A SUMMER PLACE Billy Vaughn
- #16487 SUGAR SHACK Jimmy Gilmer & The Fireballs
- #16506 I'VE BEEN EVERYWHERE / MULE SKINNER BLUES Lucky Starr
- #16468 FIREBALL / GOOD & BAD Jim Doval & The Gauchos

ALBUM REVIEWS

Continued from page 12

BLUES SPECIAL MERIT

BIG BILL BROONZY MEMORIAL

Mercury MG 20822 (M); SR 60822 (S)

Five years ago Big Bill died in Chicago, and it's high time a collection like this came along. It captures the familiar wailing, haunting, lament quality that fans of the true blues find so inspiring. The great and somewhat unique guitar picking of Broonzy is his only accompaniment on these tracks which include "Trouble in Mind Blues (Richard Jones)," "Southbound Train," "Willie Mae" and "Tomorrow." Not for the mass trade, but a worthwhile set for aficionados.

FOLK SPECIAL MERIT

NO DOLLY NO AND OTHER RARE FOLK SONGS

Marais & Miranda
MGM E 4143 (M); SE 4143 (S)

The couple have just as much charm and warmth of performance as ever in this newest album, which, after an excursion into European cultures in an earlier MGM set, marks their return to their own South African milieu. The songs here are rooted in both the Flemish and the Afrikaans tongues and include "I Want to Stay in Ceres," "Hold Your Head Up High," "Pity the Poor Patat," the title tune of the album and a full re-creation of their famous signature, "The Old Transvaal."

SEMI-CLASSICAL SPECIAL MERIT

FAVORITE MELODIES FOR ORCHESTRA

Hollywood Bowl Symphony Orchestra
Capitol P 8591 (M); SP 8591 (S)

This package captures the feeling of a summer concert in the Hollywood Bowl, with the orchestra offering a typical "pop" type concert of lighter material. It's well recorded and the material serves eloquently as restful background music. Carmen Dragon and the late Felix Slatkin were the conductors with Leonard Pennario (piano) and Michael Rabin (violin) featured soloists. "Sabre Dance," "Songs My Mother Taught Me," "Flight of the Bumblebee" and "On the Trail" are samples.

RELIGIOUS SPECIAL MERIT

KOL NIDRE IN MOSCOW

MGM E 4157 (M); SE 4157 (S)

A unique document has been released by MGM, a recording made surreptitiously in the central synagogue of Moscow of the most important service in the Jewish religion. The recording is more dramatic because of the failure of the voice of the cantor who led the service, and the substitution of an untutored worshipper to complete the service. Four other services complete the disk.

COUNTRY LOW PRICE SPECIAL MERIT

GREAT ORIGINAL RECORDINGS BY THE CARTER FAMILY

Harmony HL 7300

Carter Family collections from the vaults continue to turn up and here is the latest in the Harmony series, pairing the immortal A. P., Sara and Mother Maybelle in 10 fine tunes from the early days, including "Buddies in the Saddle," "Heaven's Radio," "Bear Creek Blues" and "It's a Long Road to Travel Alone." In the proper areas, this can draw its share of coin.

★★★★

FOUR-STAR ALBUMS

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

POPULAR

BOBBY HACKETT PLAYS HENRY MANCINI
Epic LN 24061 (M); BN 26061 (S)

SURFER'S SLIDE
Richie Allen & the Pacific Surfers.
Imperial LP 9243

IT HAPPENS HERE
John Gilberto Trio, Imperial LP 9241

WE GOTTA SHOUT!
Dukes of Dixieland, Columbia CL 2042 (M); CS 8842 (S)

THE FABULOUS BESSIE GRIFFIN & THE GOSPEL PEARLS
Epic LN 24065 (M); BN 26065 (S)

BUD AND TRAVIS NATURALLY
Liberty LRP 3295 (M); LST 7295 (S)

SWINGIN' JAZZ IN HI-FI
Dorothy Donegan, Regina R 285 (M)

MORE (MONDO CANE)
Ricky Alan & His Ork, 20th Century-Fox FXG 5012 (M); SXG 5012 (S)

GOSPEL MISSION
Shorty Rogers, Capitol T 1960 (M); ST 1960 (S)

TREASURED MOMENTS OF MELODY
Franck Pourcel & His Concert Orchestra, Capitol P 8592 (M); SP 8592 (S)

WARM SOUL
Roy Hamilton, MGM E 4139 (M); SE 4139 (S)

THE SAN FRANCISCO BAY BLUES
Halifax Three, Epic LN 24060 (M); BN 26060 (S)

GEORGIA GIBBS' GREATEST HITS
Epic LN 24059 (M); BN 26059 (S)

THE MANY GUITAR MOODS OF ROY SMECK
ABC-Paramount ABC 452 (M); ABCS 452 (S)

FROM DAKOTA WITH LOVE
Dakota Station, United Artists UAL 3292 (M); UAS 6292 (S)

A VERY GOOD YEAR FOR GIRLS
Adam Wade, Epic LN 24056 (M); BN 26056 (S)

SOMETHING NEW
Tex Beneke, Ray Eberle, the Modernaires, Warner Bros. W 1505 (M); WS 1505 (S)

GOSPEL HOOTENANNY
Various Artists, Imperial LP 9240

LET'S LIMBO
John Greenwood & the Islanders, United Artists UAL 3289 (M); UAS 6289 (S)

CRAZY OTTO PLAYS CRAZY TUNES
MGM E 4150 (M); SE 4150 (S)

LATIN CARNIVAL
Monte Carlo Light Symphony Orchestra, MGM E 4142

CLASSICAL

BECAUD: OPERA D'ARAN (3-12")
Georges Pretre Conducting, Angel 3637 C/L

CONCERT PROMENADE
Franck Pourcel & His Concert Orchestra, Capitol P 8593 (M); SP 8593 (S)

BERLIOZ: HAROLD IN ITALY
Yehudi Menuhin; Philharmonia Orchestra (Davis), Angel 36123 (S)

JAZZ

TERRY GIBBS PLAYS JEWISH MELODIES IN JAZZTIME
Mercury SR 60812 (S); MG 20812 (M)

TWO-NOTE SAMBA
Lou Blackburn, Imperial LP 9242

COUNTRY

JIMMIE SKINNER, THE KENTUCKY COLONEL
Starday SLP 240

IN PERSON . . . THE ARTHUR SMITH SHOW
Starday SLP 241

LATIN AMERICAN

CAMINOS DE AYER
Cuco Sanchez, Columbia EX 5101 (M); ES 1801 (S)

LOW PRICE CHILDREN'S

WALT DISNEY PRESENTS A CHILD'S GARDEN OF VERSES
Frances Archer & Beverly Gile
Disneyland DQ 1241

★★★

THREE-STAR ALBUMS

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

POPULAR

VERA LYNN'S GOLDEN HITS
London LL 3294

FOLK SONGS
Eddie Layton, Mercury SR 60814 (S); MG 20814 (M)

FINGERTIPS
Bill Doggett & His Combo, Columbia CL 2082 (M); CS 8882 (S)

VIC SUMMERS SINGS ALASKA AS IT WAS . . . AS IT IS
Big Country V 2001

A SCOTTISH SOLDIER
Andy Stewart, Epic LF 19027 (M); BS 19027 (S)

CLASSICAL

BEETHOVEN: QUARTET NO. 12 IN E FLAT, OPUS 127
Fine Arts Quartet, Concert-Disc CS 233 (S)

COPLAND: Piano Sonata; ROEM: Three Barcarolles; KIRCHNER: Piano Sonata; SESSIONS: From My Diary. Leon Fleisher, piano
Epic LC 3862 (M); BC 1262 (S)

MUSIC AS WRITTEN

Mills Opens in Italy

Mills Music is opening its 10th foreign office with the setting up of an office in Italy this month. Edizioni Curci of Milan, managed by Gramitte Ricci, will function as Mills Italian office. Simultaneously, Jack Mills said that Mills has arranged a five-year extension of an arrangement whereby Mills Music represents the catalog of Carisch of Milan in the United States and Canada. Mills accomplished all the above on his last trip abroad which took place a few weeks ago, and during which he visited Mills offices in London, Paris, Madrid and West Berlin.

NEW YORK

Dave Gordon, head of Gordon Music, has just been presented with his fifth grandchild by his daughter, Mrs. Irving Bied. Boy's name is Gregory Alan. Father is general manager of Associated Coin Amusement Company. . . . Title of the new Ray Charles LP is "Ingredients in a Recipe for Soul." . . . Erroll Garner will appear at the Westbury Music Fair in Westbury, L. I., New York, August 12. . . . E. S. Isaac is the distributor for Warner Bros. Records in Singapore and Malaya. . . . John S. Newman, secretary of Southern Music in the U. S. for many years and prior to that manager of Southern Music in Canada, died last month. He was with Southern Music for 16 years. He is survived by his widow, Rona; his son, Roger, and a brother. . . . Murray P. Grabhorn, former vice-president of the American Broadcasting Company, also with the Hearst Broadcasting stations, with John Blair & Co., Edward Petry & Co., and twice president of the Radio Executives Club, died last week at the age of 62. He was assistant director of the Multiple Sclerosis Society. He is survived by two daughters and a brother.
BOB ROLONTZ

COUNTRY & WESTERN

JUST JOSHING
Cousin Jake & Uncle Josh, Cotton Town Jubilee LP 101

JAZZ

THE GREAT HAMP AND LITTLE 'T'
Lionel Hampton & Charlie Teagarden, Coral CRL 57438 (M); CRL 757438 (S)

AMERICANS IN EUROPE, VOL. 2
Various Artists, Impulse A 57 (M); AS 57 (S)

AMERICANS IN EUROPE, VOL. 1
Various Artists, Impulse A 36 (M); AS 36 (S)

SPIRITUAL

SPIRITUALS
Frank Boggs, Word WLP 3161

CHILDREN'S

BONNIE DOBSON SINGS A MERRY-GO-ROUND OF CHILDREN'S SONGS
Prestige INT 13064

WALT DISNEY PRESENTS ALL THE SONGS FROM THE SWORD IN THE STONE
Disneyland DQ 1236

CHILDREN'S BIBLE STORY-TIME
Jimmie Dodd, Word WLP 3241

LOW PRICE COUNTRY & WESTERN

THE UNFORGETTABLE MOLLY O'DAY AND THE CUMBERLAND MOUNTAIN FOLKS
Harmony HL 7299

SEMI-CLASSICAL

JOHANN STRAUSS WALTZES
Alfred Sholz, cond. Mozarteum Orch. Festival LP 3500 (M); LP 4500 (S)

INTERNATIONAL

RHYTHM OF THE BULL RING
Band of the Plaza de Toros, Decca DL 4372 (M); DL 74372 (S)

SONGS OF SERBIA
Nada Spasojevic, Balkan BLP 5010 (M)

OTHER ALBUMS REVIEWED

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

POPULAR

YOU'RE INVITED
Eddie Garrett, Zen 711
BEN TATE/JUDY JAMISON
Ronnie 2062

"RECORDS-AS-GIFTS" FOUR COLOR CATALOG ORDER FORM

PRICE SCHEDULE

Quantity	Price Per Copy	
	Without Imprint on Cover	With Imprint on Cover
1000 or more	10¢	10¢
750 to 999	12¢	14¢
500 to 749	14¢	16¢
250 to 499	16¢	Not Avail.
100 to 249	18¢	Not Avail.

100 copies minimum quantity.

Please accept my order as completed below:

- Quantity: _____
- Total Cost: \$ _____
(see schedule)
- Amount of Payment herewith (minimum of 50% required with order, balance will be shipped C. O. D., shipping costs included:)
Shipping costs will be absorbed by publisher on fully prepaid orders.
\$ _____
- Balance of payment due:
\$ _____
- No imprint on cover.
 Imprint cover as follows (please print or simply attach letterhead):

Store Name _____

Slogan, if any: _____

Address and Phone: _____

6. Ship to: _____

7. Send invoice for balance, if any, to attention of: _____

Signed by: _____

For the Store _____

MAIL ALL ORDERS TO:
BILLBOARD DEALER SERVICES
1564 Broadway, New York, N. Y., 10036

a new dealer service
from Billboard

RECORDS-AS-GIFTS FOUR-COLOR CATALOG

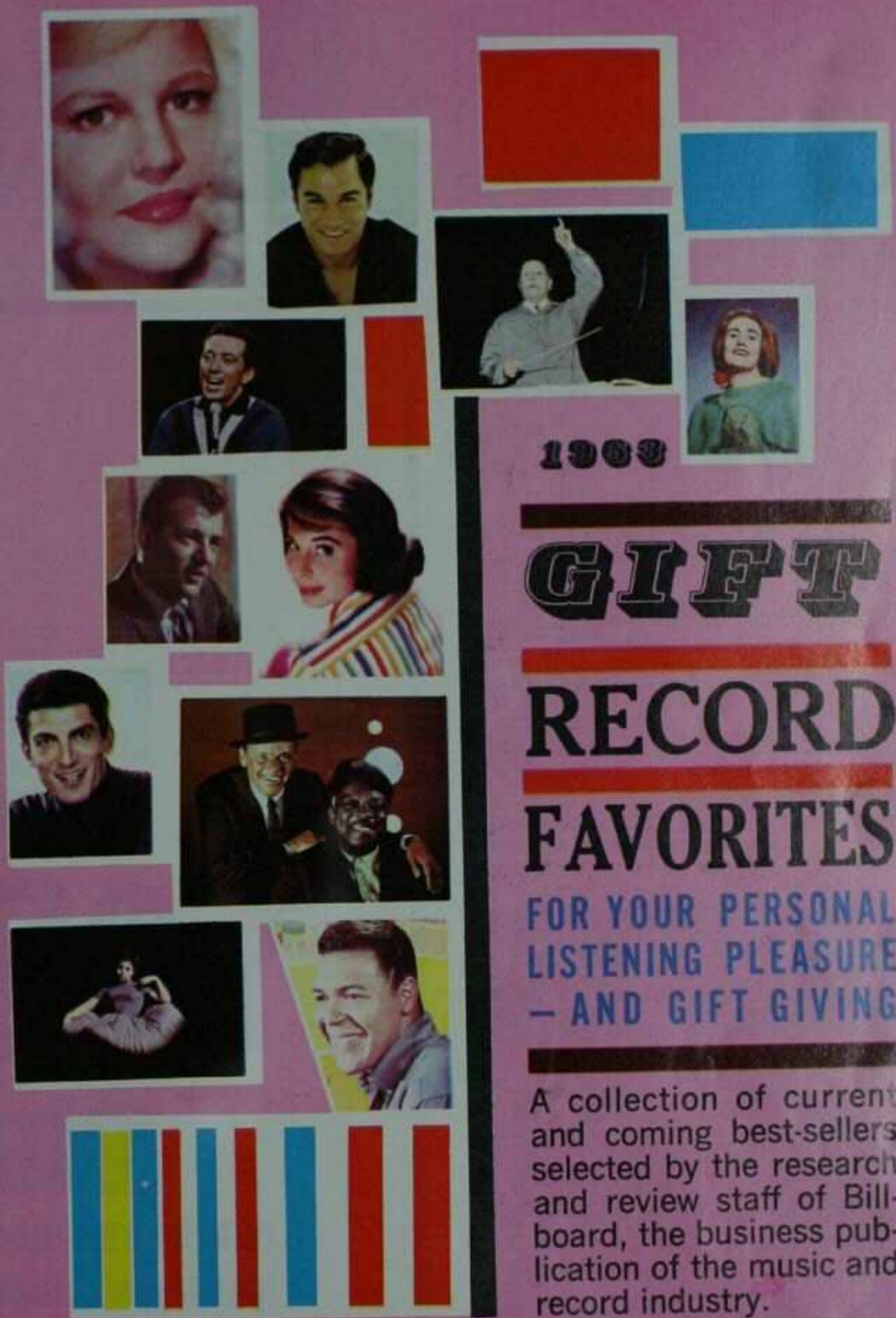
CATALOG DELIVERY DATE TO DEALERS—OCTOBER 15—FOR
USE DURING THE PEAK FALL & WINTER SELLING SEASONS.

Here is a unique and long-needed new service designed to stimulate customer interest in "Records-As-Gifts" ...and personalized for your store.

TOP PRODUCT—IN FULL COLOR

Approximately 200 of the very best of the current LP releases—right off the Billboard charts—will be reproduced in four colors with a brief description below each LP, and the suggested list price.

IMPORTANT Press time is coming soon—and the quantity of catalogs to be printed is strictly limited...so **PLACE YOUR ORDER NOW!**



1968

GIFT

RECORD

FAVORITES

FOR YOUR PERSONAL
LISTENING PLEASURE
— AND GIFT GIVING

A collection of current and coming best-sellers selected by the research and review staff of Billboard, the business publication of the music and record industry.

JONES MUSIC STORE

110 Main Street, New Rochelle, N.Y. • Phone: NEW Rochelle 6-8790

EASY-TO-USE FORMAT

The catalog shown here in actual size will run between 24 & 32 pages... printed on top grade glossy stock.

- Handy bound-in self-mailing order form
- Catalog designed for both counter use and direct mail
- Albums categorized by musical interest for fast easy reference: Original Cast—Motion Picture Sound Tracks—Jazz—Classical—Popular—Vocals—Instrumentals—Children's Records—Folk—Comedy—Country and Western

AND—on all orders of 1,000 or more;

FREE DEALER IMPRINT on both the front of the catalog and the self-mailing order form.



TOUR DE FORCE Three favorite tone poems by the Chicago Symphony, one of America's finest orchestras. The conductor is Fritz Reiner, one of the world's foremost. MONO VIC-1025; STEREO VICS-1025.



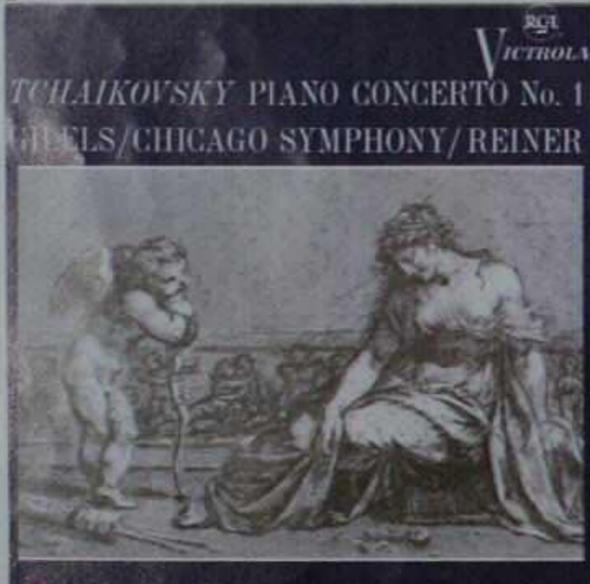
INSPIRED Pierre Monteux has led virtually every great orchestra in the world! A champion of Berlioz, he leads the Vienna Philharmonic in a passionate "Symphonie Fantastique." MONO VIC-1031; STEREO VICS-1031.



PRIZE-WINNING Henryk Szeryng, the celebrated violinist was awarded the French Grand Prix du Disque for this recording! One of the best-loved concertos ever written. MONO VIC-1028; STEREO VICS-1028.



ACCLAIMED Two of the best-loved romantic violin concertos. The artist is young, Bolivian-born, Jaime Laredo. He's internationally acclaimed as one of today's most gifted virtuosos. MONO VIC-1033; STEREO VICS-1033.



WORLD'S MOST POPULAR The eminent Soviet pianist, Emil Gilels has made only two recordings with an American orchestra! This is his wonderful interpretation of Tchaikovsky. MONO VIC-1039; STEREO VICS-1039.



CONCERT FAVORITES Jean Morel conducts the Orchestra of the Royal Opera House, Covent Garden. The popular Bizet "Suites" are combined with lively works by Chabrier. MONO VIC-1057; STEREO VICS-1057.



MOST REQUESTED Two of the most popular works in the repertoire of French music! Great interpretations by the "Aristocrat of Orchestras." Under Charles Munch, a master of the style! MONO VIC-1041; STEREO VICS-1041.



GRANDEUR Monteux writes of Beethoven's "Eroica" on the album liner, "... I am deeply impressed by its grandeur." This magnificent performance reflects his conviction! MONO VIC-1036; STEREO VICS-1036.

PRESENTING V IC

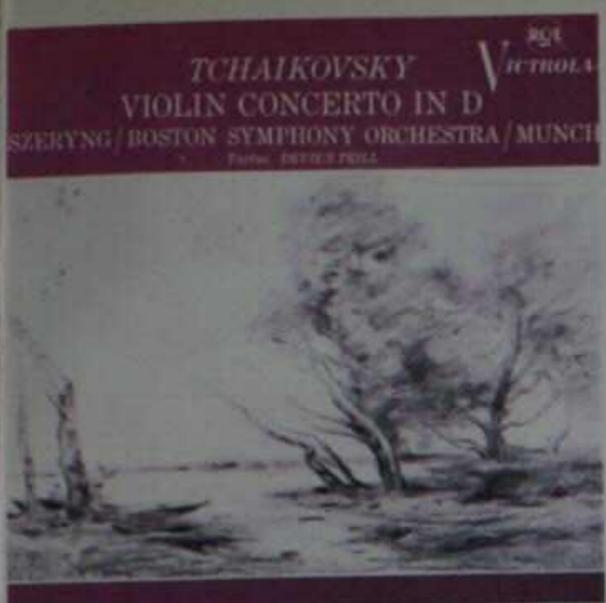
THE DISTINGUISHED CLASSICAL

\$2.50*

GREAT ARTISTS! GREAT

BOSTON SYMPHONY ORCHESTRA • BRAILOWSKY • CHICAGO SYMPHONY
MARTINON • MONTEUX • MOREL • MUNCH • NATIONAL SYMPHONY OF
HOUSE ORCHESTRA, COVENT GARDEN • SAN FRANCISCO SYMPHONY

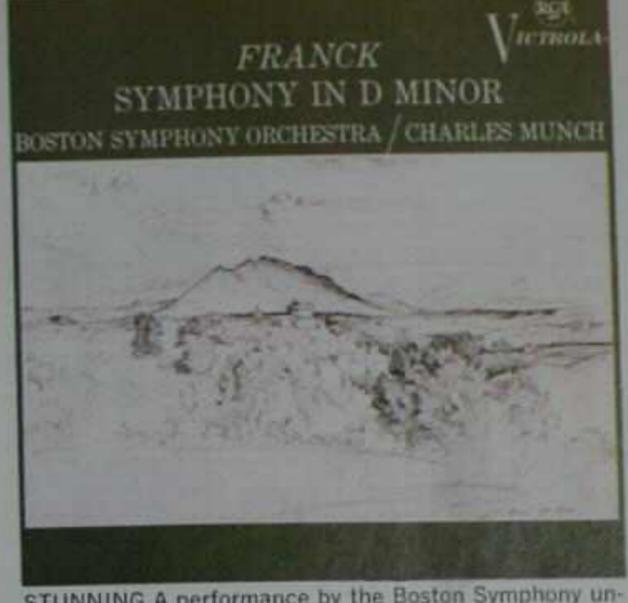
Like paperback reprints of good books, RCA "Victrola" records are reissues of great and up-to-date recordings in lower-priced editions. Yet there is no compromise in quality. They will provide the perfect basic library for new collectors, as well as "must" additions to every music lover's collection.



WIZARDRY The artistry of Szeryng is hailed in 40 countries on 4 continents. Here is his celebrated performance of Tchaikovsky's violin masterpiece, plus the Tartini "Devil's Trill." MONO VIC-1037; STEREO VICS-1037.



SPIRITED The conductor is Jean Martinon, one of the foremost French conductors of our time. Dvorak's broadly appealing "Slavonic Dances" have never been recorded with more spirit! MONO VIC-1054; STEREO VICS-1054.



STUNNING A performance by the Boston Symphony under Charles Munch, which reveals his unique and complete mastery of the music of popular French composers. A stunning album. MONO VIC-1034; STEREO VICS-1034.

RCA
VICTROLA

ALBUM AT A NEW LOW, LOW PRICE!

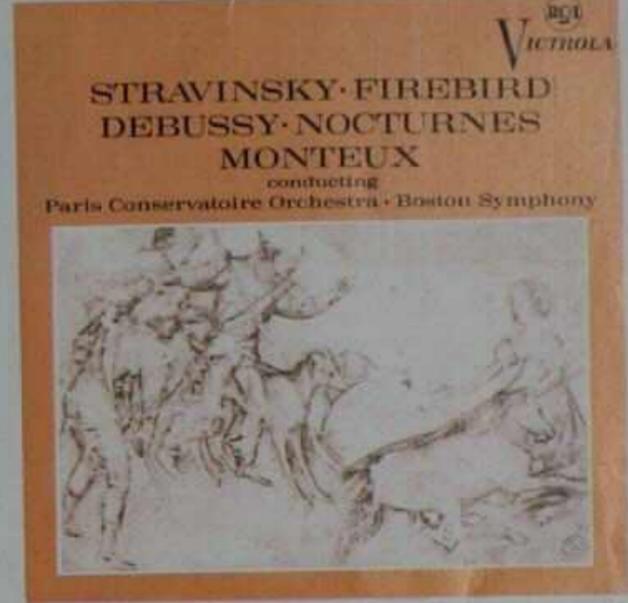
\$3.00* STEREO

*Manufacturer's nationally advertised price optional with dealer.

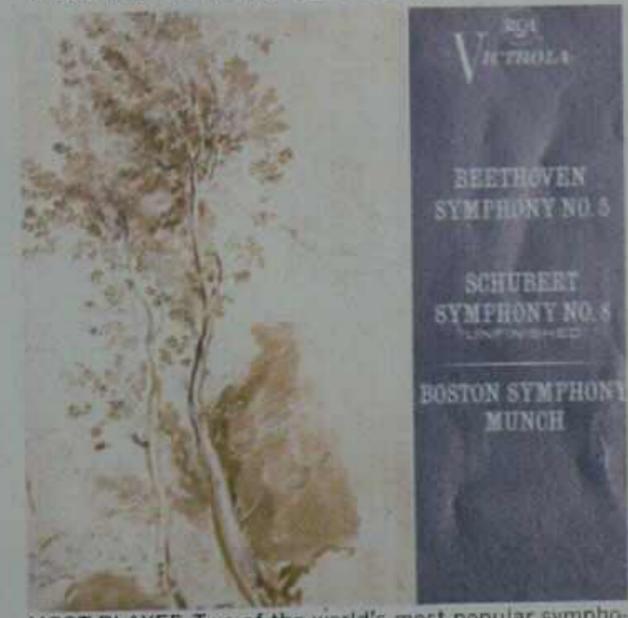
VALUE! GREAT SOUND!

**ORCHESTRA • GILELS • JORDA • LAREDO • LONDON SYMPHONY ORCHESTRA
ORCHESTRA • PARIS CONSERVATOIRE ORCHESTRA • REINER • ROYAL OPERA
ORCHESTRA • SZERYNG • VIENNA PHILHARMONIC ORCHESTRA**

Beautiful packaging features some of the world's greatest drawings by both classic and modern artists including Corot, Rubens, Callot, Watteau and Leonardo. All albums are shrink wrapped! An outstanding value, the RCA "Victrola" line is priced to bring a whole new market to you for classical recordings.



MODERN CLASSICS Monteux is indelibly associated with both these 20th century masterpieces. A flashingly brilliant "Firebird"—a delightful performance of Debussy's "Nocturnes." MONO VIC-1027; STEREO VICS-1027.



MOST-PLAYED Two of the world's most popular symphonies on one L.P. Munch conducts the Boston Symphony Orchestra which High Fidelity calls, "... one of the very greatest ever." MONO VIC-1035; STEREO VICS-1035.



BREATH TAKING Pierre Monteux is currently director of the London Symphony, the orchestra which he conducts in this recording. "Scheherazade" was never more exciting! MONO VIC-1013; STEREO VICS-1013.

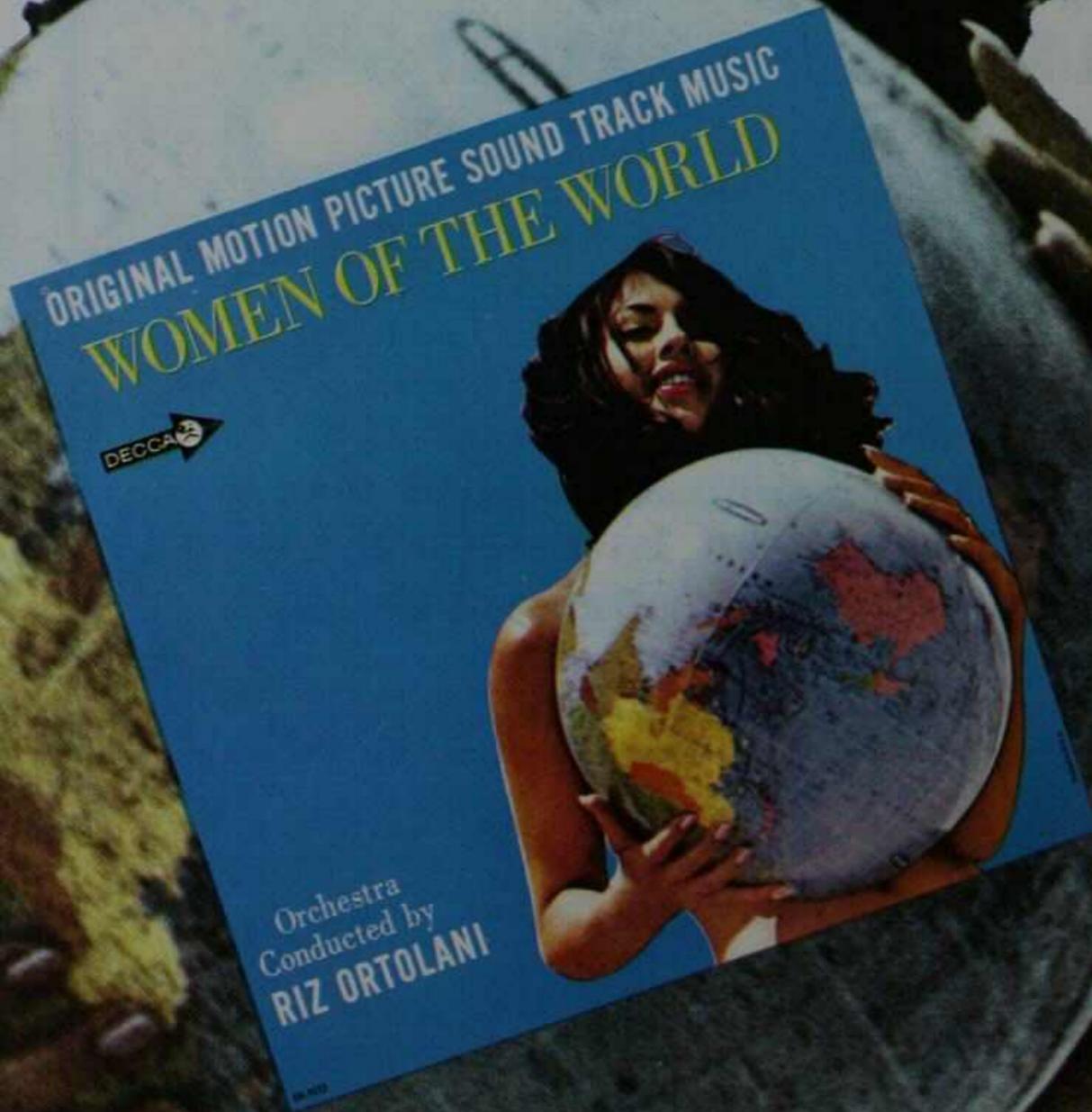


LEADING One of the world's foremost interpreters of romantic piano music, Alexander Brailowsky plays the Rachmaninoff "Concerto No. 2," and works by Weber and Mendelssohn. MONO VIC-1024; STEREO VICS-1024.

**ASK YOUR
DISTRIBUTOR
FOR ALL
THE DETAILS
TODAY**

NOW AVAILABLE!

exclusively on . . . **DECCA[®] RECORDS**



DL 9112 (Mono)
DL 79112 (Stereo)

TOP 100's

★ **STAR performer**—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 3015 (M); CS 8818 (S)	18	51	97	WEST SIDE STORY Original Cast, Columbia CL 3020 (M); CS 3001 (S)	149	101	104	THE BEST OF JOLSON Al Jolson, Decca DKA 149 (M); (no Stereo)	39	
★	5	LITTLE STEVIE WONDER THE 12-YEAR-OLD GENIUS Tamla 240 (M); (no Stereo)	6	52	56	SINCERELY YOURS Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	33	102	123	MORE (Soul Surfin') Kee Winfield, Verve V 8531 (M); V6-8331 (S)	2	
3	4	WEST SIDE STORY Sound Track, Columbia CL 3020 (M); CS 3070 (S)	111	53	34	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	90	103	109	ALL ALONE AM I Brenda Lee, Decca DL 4370 (M); DL 74370 (S)	24	
4	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	31	54	82	OLIVER Original Cast, RCA Victor LDCD 3004 (M); LSD 3004 (S)	42	104	96	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 3404 (M); LSP 3404 (S)	27	
★	15	TRINI LOPEZ AT PI'S Expresio B 4093 (M); B9-4093 (S)	5	55	46	ROY ORBISON'S GREATEST HITS Monument MLP 9000 (M); (no Stereo)	51	105	52	I GOT SOMETHING TO TELL YOU Mama Mabley, Chess LP 1479 (M); (no Stereo)	8	
6	6	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	69	56	44	RICHARD CHAMBERLAIN SINGS MGM E 4088 (M); SE 4088 (S)	29	106	—	IN DREAMS Ray Orbison, Monument MLP 8003 (M); SLP 18003 (S)	1	
7	2	THE JAMES BROWN SHOW King 824 (M); KB 8 (S)	8	57	53	THE BEST OF THE KINGSTON TRIO Capitol T 1708 (M); ST 1708 (S)	63	107	129	SINATRA—BASIE Frank Sinatra & Count Basie, Expresio B 1008 (M); B9-1008 (S)	29	
★	11	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	6	★	88	MONDO CANE Sound Track, United Artists UAL 4100 (M); UAS 3100 (S)	5	108	120	MUSIC MAN Sound Track, Warner Bros. W 1459 (M); WS 1459 (S)	49	
9	8	CLEOPATRA Sound Track, 20th Century-Fox FXD 3008 (M); XSD 3008 (S)	9	58	57	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	70	109	79	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dulfin BLP 3019 (M); BST 3019 (S)	33	
10	9	BYE, BYE BIRDIE Sound Track, RCA Victor LDC 1001 (M); LSD 1001 (S)	17	59	41	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)	20	110	99	HOOTENANNY Various Artists, Kapp KL 1330 (M); KS 3330 (S)	5	
11	14	LAWRENCE OF ARABIA Sound Track, Colpix CP 314 (M); SCP 314 (S)	25	60	67	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	49	111	125	WE GO TOGETHER Paul & Paula, Philips PHM 200-089 (M); PMS 600-089 (S)	2	
12	13	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	6	61	25	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 3045 (M); CLP 35045 (S)	13	112	116	GOLDEN GOODIES, VOL. III Various Artists, Roulette R 23218 (M); (no Stereo)	3	
13	31	HOW THE WEST WAS WON Sound Track, MGM 183 (M); 183 (S)	18	62	55	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3040 (M); CLP 35040 (S)	36	113	66	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419 (M); DL 74419 (S)	11	
14	7	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	10	63	74	★ THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Vee Jay 1039 (M); S 1039 (S)	6	114	115	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497 (M); DLP 35497 (S)	26	
15	10	SURFIN' U.S.A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	16	★	65	65	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	77	115	—	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1924 (M); ST 1924 (S)	2
★	20	THE CONCERT SINATRA Frank Sinatra, Expresio B 1009 (M); B9-1009 (S)	9	65	78	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 35001 (M); AMS 88001 (S)	39	116	68	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 40611 (S)	6	
17	16	THE BARBRA STREISAND ALBUM Columbia CL 3007 (M); CS 8807 (S)	19	66	59	BUDDY HOLLY STORY Coral CBS 57279 (M); (no Stereo)	136	117	117	FANTASTICS Original Cast, MGM E 3873 (M); SE 3873 (S)	3	
18	30	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	20	67	70	70	SURFIN' SAFARI Beach Boys, Capitol T 1808 (M); ST 1808 (S)	26	118	147	★ SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3214 (M); LST 7214 (S)	2
19	12	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	43	68	80	★ TOVARICH Original Cast, Capitol TAO 1940 (M); STAO 1940 (S)	4	119	86	GOLDEN GOODIES, VOL. VI Various Artists, Roulette R 23216 (M); (no Stereo)	3	
20	18	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	67	★	81	★ PEGGY LEE MINK JAZZ Capitol T 1850 (M); ST 1850 (S)	4	120	130	WALTZ TIME Lawrence Welk, Dot DLP 3499 (M); DLP 35499 (S)	15	
21	22	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1922 (M); ST 1922 (S)	7	★	71	76	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523 (M); DLP 35523 (S)	10	121	111	BLAME IT ON THE BOSSA NOVA Eddie Gorme, Columbia CL 3012 (M); CS 8812 (S)	20
★	37	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2492 (M); LSP 2492 (S)	8	71	75	75	MURRAY THE K'S 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 310 (M); (no Stereo)	5	122	135	YOU CAN'T SIT DOWN Osuels, Parkway P 7025 (M); (no Stereo)	6
23	21	LITTLE TOWN FLIRT Del Shannon, Big Top 1309 (M); LPS 1309 (S)	9	★	101	★ BLUE ON BLUE Bobby Vinton, Epic LM 24068 (M); BN 24068 (S)	2	123	131	FROM THE HUNGRY i Kingston Trio, Capitol T 1107 (M); ST 1107 (S)	171	
24	27	HOBO FLATS Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	14	74	87	★ JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444 (M); RS 9444 (S)	21	★	144	★ PIPELINE Chantays, Dot DLP 3516 (M); DLP 35516 (S)	14	
25	26	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805 (M); SR 40805 (S)	6	75	47	75	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609 (M); (no Stereo)	11	125	128	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061 (M); CLP 35061 (S)	32
26	24	SUKIYAKI & OTHER JAPANESE HITS Kyo Sakamoto, Capitol T 10249 (M); ST 10249 (S)	10	76	64	76	I'M A WOMAN Peggy Lee, Capitol T 1837 (M); ST 1837 (S)	24	★	143	★ EASIER SAID THAN DONE Essex, Roulette R 25234 (M); 25234 (S)	3
27	17	I WANNA BE AROUND Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	20	77	77	77	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Peterson, Colpix CP 444 (M); SCP 444 (S)	15	126	119	★ THE VENTURES PLAY THE COUNTRY CLASSICS Dulfin BLP 3023 (M); EST 8023 (S)	11
28	29	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	28	78	62	78	BABY WORKOUT Jackie Wilson, Brunswick BL 54110 (M); BL 754110 (S)	17	127	89	★ GOLDEN GOODIES, VOL. II Various Artists, Roulette R 23210 (M); (no Stereo)	5
29	43	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M); CS 8649 (S)	59	79	45	79	SHIRELLES GREATEST HITS Scepter 507 (M); (no Stereo)	30	128	83	★ PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2891 (M); LSP 2891 (S)	7
30	19	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound 3007 (M); 8835 (S)	12	80	71	80	HEAVENLY Johnny Mathis, Columbia CL 1351 (M); CS 8152 (S)	104	129	95	★ FLY ME TO THE MOON & THE BOSSA NOVA POPS Jan Harrell & His Ork, Kapp KL 1310 (M); KS 3310 (S)	30
31	50	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	17	★	122	★ GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 2005 (S)	3	130	126	★ POPE JOHN XXIII Mercury RM 300 (M); RS 600 (S)	3	
32	23	IT HAPPENED AT THE WORLD'S FAIR Etha Prexley, RCA Victor LPM 2497 (M); LSP 2497 (S)	18	81	94	★ DR. NO Sound Track, United Artists UAL 4100 (M); UAS 3100 (S)	4	131	113	★ FOOLISH LITTLE GIRL Shirley, Scepter SP 011 (M); (no Stereo)	8	
33	32	KINGSTON TRIO #16 Capitol T 1871 (M); ST 1871 (S)	21	82	92	★ THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 3017 (M); 8817 (S)	13	132	85	★ TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 40675 (S)	35	
34	28	THEMES FOR YOUNG LOVERS Perry Faith & Ork, Columbia CL 3023 (M); CS 8823 (S)	9	83	84	84	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2 (M); PMS 2 (S)	5	133	142	★ ON TOP OF SPAGHETTI Tom Glazer & the De-De-De Children's Chorus, Kapp KL 1331 (M); KS 3331 (S)	4
35	72	LATIN RENDEZVOUS Montezoni & His Ork, London LL 2295 (M); PS 295 (S)	12	84	69	85	MY SON, THE CELEBRITY Allen Sherman, Warner Bros. W 1467 (M); WS 1467 (S)	31	134	134	★ GOLDEN GOODIES, VOL. V Various Artists, Roulette R 23215 (M); (no Stereo)	4
36	42	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1132 (M); CS 8634 (S)	276	85	124	85	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	48	135	90	★ NEW FRONTIER Kingston Trio, Capitol T 1809 (M); ST 1809 (S)	36
37	49	THE SOUND OF MUSIC Original Cast, Columbia KDS 5450 (M); KDS 3020 (S)	191	86	91	86	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4274 (M); DL 74274 (S)	7	136	106	★ TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	135
★	61	★ TIE ME KANGAROO DOWN, SPORT Biff Harris, Epic LN 24053 (M); BN 24053 (S)	3	87	137	87	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638 (M); LSP 2638 (S)	21	137	149	★ STEVE LAWRENCE WINNERS! Columbia CL 1953 (M); CS 8753 (S)	28
39	60	CAMELOT Original Cast, Columbia, KDL 3420 (M); KDS 3021 (S)	134	★	100	★ SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2740 (M); LSP 2740 (S)	3	138	140	★ TWO OF US Robert Goulet, Columbia CL 1826 (M); CS 8426 (S)	51	
★	51	★ LOVE THEMES FROM CLEOPATRA Fernando & Teicher, United Artists UAL 2290 (M); UAS 8290 (S)	8	★	—	★ MY SON, THE NUT Allen Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	1	139	150	★ COAST TO COAST WITH ARTHUR PRYSOCK Old Town LP 2005 (M); LP 2005 (S)	6	
41	36	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2014 (M); CS 8814 (S)	18	91	107	91	AS LONG AS SHE NEEDS ME Tammy Davis Jr., Expresio B 4082 (M); B9-4082 (S)	13	140	114	★ WARM & WILLING Andy Williams, Columbia CL 1879 (M); CS 8679 (S)	44
42	48	MY SON, THE FOLK SINGER Allen Sherman, Warner Bros. W 1170 (M); WS 1170 (S)	42	★	118	★ WIPE OUT Surfaris, Dot DLP 3533 (M); DLP 35533 (S)	2	141	—	★ I WILL FOLLOW HIM Little Peggy March, RCA Victor LPM 2723 (M); LSP 2723 (S)	1	
43	38	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2495 (M); LSP 2495 (S)	9	★	110	★ BEACH PARTY Chubby Checker, Parkway P 7020 (M); (no Stereo)	2	142	—	★ JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2641 (M); 2641 (S)	19	
44	58	SURFING Ventures, Decca BLP 3022 (M); BST 3022 (S)	16	★	108	★ RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 3025 (M); CS 8825 (S)	4	143	—	★ STARDUST Boston Pops/Arthur Fiedler, RCA Victor LM 2670 (M); LSC 2670 (S)	9	
45	54	GRAVY WALTZ & 11 CURRENT HITS 17 Steve Allen, Dot DLP 3515 (M); DLP 35515 (S)	17	96	148	★ CLASSICAL ENCORES Montezoni & His Ork, London LL 2249 (M); PS 249 (S)	11	144	98	★ DAVE BRUBECK QUARTET AT CARNEGIE HALL Columbia CL 26 (M); CS 826 (S)	4	
46	33	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S Count Basie, Expresio B 4070 (M); B9-4070 (S)	5	★	103	★ GOLDEN GOODIES, VOL. I Various Artists, Roulette R 23207 (M); (no Stereo)	4	145	—	★ ENCORE WOODY HERMAN 1963 Phillips PHM 200-092 (M); PMS 600-092 (S)	1	
47	40	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	7	★	—	★ SUNNY SIDE! Kingston Trio, Capitol T 1923 (M); ST 1923 (S)	1	146	—	★ 1963'S EARLY HITS Lawrence Welk, Dot DLP 3510 (M); DLP 35510 (S)	20	
48	35	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 425 (M); ABCS 425 (S)	42	★	127	★ SCARLETT O'HARA Lawrence Welk, Dot DLP 3529 (M); DLP 35529 (S)	2	147	102	★ KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	145	
★	63	★ SO MUCH IN LOVE Tynes, Parkway P 7022 (M); (no Stereo)	3	★	140	★ JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY Capitol W 1877 (M); SW 1877 (S)	2	148	—	★ FILM SPECTACULAR London Festival Ork (Black), London LL 3312 (M); LP 4623 (S)	2	
50	39	SHE LOVES ME Original Cast, MGM E 4118 (M); SE 4118 (S)	9	★	—	—	—	149	—	—	—	

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

WHY DON'T YOU BELIEVE ME . . .
Duprees, Coed 584 (Brandon, ASCAP) (New York)

GEE WHAT A GUY . . .
Yvonne Carroll, Domain 1018 (Ludix, BMI) (Los Angeles)

IT HURTS TO BE SIXTEEN . . .
Barbara Chandler, Kapp 542 (Randak, BMI) (New York)

FROM ME TO YOU . . .
Beatles, Vee Jay 522 (Gil, BMI) (Seattle)

LOVER'S MEDLEY . . .
Marcy Jo & Eddie Rambeau, Swan 4145 (Bregman-Vacca-Cann-Northern, ASCAP) (Baltimore)

OLD CAPE COD . . .
Jerry Vale, Columbia 42826 (Pincus, ASCAP) (New York)

CRUEL WAR . . .
Nancy Sinatra, Reprise 20188 (Grace, BMI) (St. Louis)

A LITTLE LIKE LOVIN' . . .
Cascades, RCA Victor 8206 (Miller, ASCAP) (Denver)

HE'S MINE . . .
Alice Wonder Land, Bardell 774 (Scharber, BMI) (Detroit)

OLD BUTTERMILK SKIES . . .
Page Boys, Decca 31505 (Burke-Van Heusen, ASCAP) (Baltimore)

ELEPHANT WALK . . .
Donald Jenkins, Cortland 109 (Colca, BMI) (Cleveland)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

NAT KING COLE
THAT SUNDAY,
THAT SUMMER
(Comet, ASCAP) (3:09)—Capitol 5027

Here's a ballad in the old tradition sung by Nat Cole with great professional polish. It has much warmth over a slight shuffle beat, chorus and soothing sound. A strong side that makes for attractive listening. Flip is "Mr. Wishing Well" (Screen Gems-Columbia Music, BMI) (2:35).

POP SPOTLIGHT

BOBBY WOOD
DO DARLIN'
DO REMEMBER ME
(Drury Lane-Beckie, BMI) (2:10)—Joy 279

A strong and healthy, sing-along type side based on the well-known, p.d. melody "Gotta Travel On." It gets big singing from the lad with a rousing backing. Has a real chance if pushed. Flip is "That's All I Need" (Drury Lane-Beckie, BMI) (2:02).

POP SPOTLIGHT

SKEETER DAVIS
I CAN'T STAY MAD
AT YOU
(Screen Gems-Columbia, BMI) (2:07)

IT WAS ONLY
A HEART
(Moss Rose, BMI) (2:35)—RCA Victor 8219

Skeeter Davis comes up with a new approach on the tupper, singing a rock-styled pop ditty with lots of class over swinging backing. Double tracking adds to the side and it could be big in pop. Lass returns to her country groove on Side II singing a touching ballad with feeling. Both sides could happen.

POP SPOTLIGHT

THE DOVELLS
BETTY IN
BERMUDAS
(Cameo-Parkway, BMI) (2:26)

DANCE THE FROG
(Woodcrest, BMI) (2:30)—Parkway 882

Two more smash sides by the Dovells that should keep the swinging group at the top of the charts. Side 1 is a wild and woolly effort that's done in a hat cookin' groove, with wailing mouth organ and thumping beat. On Side II the lads come through with a fine version of an exciting dance side. Both are hot.

POP SPOTLIGHT

GEORGE MAHARIS
IT ISN'T THERE
THAT'S HOW
IT GOES
(Melrose, ASCAP) (2:27)

The TV star comes through with fine readings here of a ballad and a rhythm novelty. Top side is the ballad, and Maharis sells it with feeling over listenable backing. Side II is in the country vein and also is handled stylishly by the singer-actor. Two goodies.

POP SPOTLIGHT

BIG DEE IRWIN
SOUL WALTZING
(Screen Gems-Columbia, BMI) (2:18)—Dimension 1015

Big Dee Irwin had a hit with his first release on the label and this could be a solid follow-up. The chanter comes up with an exciting performance of a rousing gospel waltz effort that has a neat beat and stylish arrangement. Could take off. Flip is "Happy Being Fat" (Screen Gems-Columbia, BMI) (2:18).

POP SPOTLIGHT

THE RONETTES
BE MY BABY
(Mother Bertha-Trio, BMI) (2:20)—Phillys 116

This is the best record the Ronettes ever made and more than that it's one of the strongest records of the week. It was made by Phil Spector and he has transformed the gals into a sock singing group who handle this dramatic piece of material with flair. Backing has a stunning, rolling rock sound that's bound to make the disk score with the kids. Flip is "Tedesco and Pitman" (H.P.S., ASCAP) (2:00).

POP SPOTLIGHT

DAVEY SUMMERS AND
THE SINGING ANTS
GONNA CLIMB THAT
BIG OLE HILL
(Hillary-Burton, BMI) (2:36)—Dore 684

The girl ant lived on one side of the hill, the boy ant on the other. Huff said? This could be the biggest novelty of the year. Both ants sing in Alvin-type voices. Mighty cute wax for the little and the big kids. Flip is "Doin' the Davey Drag." (Hillary, BMI) (2:17).

POP SPOTLIGHT

FRANK IFIELD
I'M CONFESSIN'
THAT I LOVE YOU
(Bourne, ASCAP) (1:55)—Vee Jay 2674

The English chanter sells the oldie in his own special style, loaded with yodeling sounds and a catchy beat that freshens the oldie for today's scene, especially the teen market. Watch this. Flip is "Heart and Soul" (Famous, ASCAP) (2:06).

POP SPOTLIGHT

ARTHUR SMITH
TIE MY HUNTING
DOG DOWN, JED
(Beechwood, BMI) (2:30)—Starday 642

This mighty funny parody of the current smash "Tie Me Kangaroo Down, Sport" could turn into a quick novelty hit. It's oriented country style, but anyone, in large cities or small towns, could enjoy it. The lyrics are clever and the performance is solid, too. Flip is "Guitar Hop" (Starday, BMI) (2:02).

POP SPOTLIGHT

TUPPER SAUSSY
CONTRARY WALTZ
(Combine, BMI) (2:45)

YELLOW SUMMER
(Combine, BMI) (2:55)—Monument 822

Tupper Saussy, the advertising executive, part-time jazz pianist, shows that he knows his way around the keys with two mighty attractive instrumentals here. He has a touch of Brubeck, a touch of John Lewis and his own overtones, too. Tupper is a gospel oriented item with horns and strings; flip is a slow, soft winner with solid horn work as well. Worth mucho spins.

POP SPOTLIGHT

PERCY FAITH ORK
THE SOUND OF SURF
(Screen Gems-Columbia, BMI) (2:30)—Columbia 42844

Here's a mighty catchy Percy Faith instrumental, with surf and wind-swept chorus, big fiddle effects and insistent surf beat. Melodic side could catch much across-the-board play and sale. Flip is "Our Love" (Marpet, ASCAP) (2:30).

POP SPOTLIGHT

FRANK LORI
I'M GONNA STUDY
JIMMY
(Leeds, ASCAP) (2:34)

BETTER TO HAVE
LOVED AND LOST
YOU
(Madchen-Bonnie-Jill, BMI) (2:13)—Lenox 5573

New Lass does a solid job with these two ballads, showing off a little kid style and much warmth on the teen-slanted songs. Backing features strings and chorus which add much appeal to the disk. Both sides are worth exposure.

POP SPOTLIGHT

THE CURIOS
CHICKEN BACK
Parts I & II
(Patti, BMI) (2:04, 2:04)—Curio 102

A wild and romping two-sider here done Be Diddley style in terms of performance, beat and guitar chords, with the familiar stops. It's a dance side that kids should quickly latch on to. Watch both with a particular ear to Part I. Good wax.

POP SPOTLIGHT

BOBBY DARIN
TREAT MY BABY
GOOD
(T.M. Music, BMI) (2:00)—Capitol 5019

A dramatic piece of broken-heart material is sung most effectively here by Bobby Darin over sock ork backing. A strong disk. Darin penned the tune, too. Flip is "Down So Long" (T. M. Music, BMI) (2:30).

C.&W. SPOTLIGHT

COWBOY COPAS
LOUISIAN
(Starday, BMI) (2:33)—Starday 641

The late, great Cowboy man turned in a real effort with this one. It's strongly in the Cajun groove and is somewhat reminiscent of the hit song "Fraulein." Great singing, great spirit, great back-up. Watch it. Flip is "Break Away" (Acuff-Rose, BMI) (2:22).

C.&W. SPOTLIGHT

STONEWALL JACKSON
THE WATER'S SO
COLD
(Pamper, BMI) (2:33)—Columbia 42846

Stonewall has one of his best since "Waterloo" here in a tragic story of a lad floating in the cold ocean about to drown, yet accepting this as a better fate than loving a faithless woman. Strong message well delivered to a superior fast waltz, Salvation Army kind of beat. Flip is "Wild, Wild Wind" (Cedarwood, BMI) (2:50).

C.&W. SPOTLIGHT

LEROY VAN DYKE
WRONG SIDE OF
THE TRACK
(Vanjo, BMI) (1:55)—Mercury 72155

Van Dyke could easily have his strongest here since "Walk On By," and it has the same kind of lyric message. There's a lot of excitement and a backing that could help spread it into the pop as well as the country field. Worth watching. Flip is "What Are the Lips of Janet" (Famous, ASCAP) (2:27).

SPECIAL MERIT SPOTLIGHT

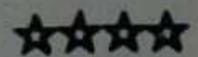
POP DISK JOCKEY
PROGRAMMING
PHIL BODNER SEXTET
THE HIGH LIFE
(Marnel, ASCAP) (1:56)—RCA Victor 8220

"High Life" is the new dance import to hit the States and it originates in West Africa. The side has strong middle tempo beat and potent clarinet and harpsichord effects. The flip is "Hanky Panky" (Marnel, ASCAP) (2:20).

SPECIAL MERIT SPOTLIGHT

POP DISK JOCKEY
PROGRAMMING
BOOTS RANDOLPH
LONELY STREET
(Four Star, BMI) (2:25)—Monument 821

Here's one that all kinds of format stations are going to be able to play. The soulful ballad reading of the Andy Williams hit of some time back is applicable to all stations everywhere. Could be a big one. Flip is "Windy and Warm" (Acuff-Rose, BMI) (2:07).



FOUR-STAR SINGLES

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

POPULAR

BILLY FURY
★★★★ Don't Walk Away (Robbins, ASCAP) (2:16)—★★★★ When Will You Say I Love You (Brackenbury-Hill & Range, BMI) (2:25). LONDON 9615

KIRBY ST. ROMAINE
★★★★ Walk On, Mr. Blue (Tobi-Ann-Inette, BMI) (1:48) —★★★★ Butterflies (Tobi-Ann-Inette, BMI) (1:45). INETTE 104

KENNY WOODS
 ★★★★★ That Guy Is Mine (Elevator, BMI) (2:15)—★★★★★ Can't He Take a Hint? (Elevator, BMI) (2:53). PHILIPS 40112

(BIG) JOHN EATON
 ★★★★★ The Silver Meter (Parts I & II) (Groove, BMI) (3:00, 2:35). BLUE NOTE 1888

JOHNNY BURNETT
 ★★★★★ Wish It Were Saturday Night All Week Long (GIL, BMI) (2:10)—★★★★★ I Isn't There (Melrose, ASCAP) (2:10). CAPITOL 5023

JERRY BUTLER
 ★★★★★ Just a Little Bit (Armo, BMI) (2:27)—★★★★★ A Woman With Soul (Curton-Conrad, BMI) (2:17). VEE JAY 556

RUSTY DRAPER
 ★★★★★ Mule Skinner Blues (Peer Int'l, BMI) (2:11)—★★★★★ Please Help Me, I'm Falling (Ross Jungnickel, ASCAP) (2:19). MERCURY 20113

ED FORSYTH
 ★★★★★ You Don't Mind Hurting Me (Arc-Marco, BMI) (2:18)—★★★★★ Making Up (Arc-Marco, BMI) (2:02). CHESS 1859

THE SWANS
 ★★★★★ He's Mine (Scharber, BMK) (2:00)—★★★★★ You Better Be a Good Girl (Hill & Range-Sherlos-Palmina, BMI) (2:17). SWAN 4151

NEIL SHEPPARD
 ★★★★★ In My Imagination (Tob-Ann, BMI) (2:25)—★★★★★ Beyond the Shadow of a Doubt (Gil, BMI) (2:15). COLUMBIA 42816

THE TAMMYS
 ★★★★★ Take Back Your Ring (Unart, BMI) (2:00)—★★★★★ Part of Growing Up (Unart, BMI) (1:53). UNITED ARTISTS 632

THE RIVINGTONS
 ★★★★★ Little Sally Walker (Beechwood, BMI) (2:20)—★★★★★ Cherry (Melody Lane, BMI) (3:04). LIBERTY 55610

THE CHARMETTES
 ★★★★★ Please Don't Kiss Me Again (Rongee - Highwood, BMI) (2:16)—★★★★★ What Is a Tear? (Rongee-Highwood, BMI) (2:20). KAPP 547

MARIE LA DONNA
 ★★★★★ Bobby Baby (What Am I Gonna Do With You?) (Merma, BMI) (2:10)—★★★★★ Pretty Little Baby (Merma, BMI) (2:15). GATEWAY 713

MR. CLEAN
 ★★★★★ Mr. Clean (Drive-In, BMI) (1:52)—★★★★★ Jessie Lee (Drive-In, BMI) (2:10). ORIGINAL SOUND 40

RICK SKYLAR
 ★★★★★ Crying in My Cherry Soda Pop (Jones-Merna, BMI)—★★★★★ Baby Sitting (With My Baby) (Jones-Merna, BMI). CARLTON 594

JIMMY SOUL
 ★★★★★ I Wish I Could Dance (Wemar, BMI) (2:00)—★★★★★ Respectable (Wemar, BMI) (2:15). 20TH CENTURY-FOX 413

BUD AND TRAVIS
 ★★★★★ Tomorrow Is a Long Time (Witmark, ASCAP) (2:30)—★★★★★ Halli (Carte, BMI) (3:06). LIBERTY 55612

LAURIE SISTERS
 ★★★★★ Stand a Little Closer (Integrity-Nancy-Josie, ASCAP) (2:18)—★★★★★ Something Old - Something New (Integrity-Nancy-Josie, ASCAP) (2:13). PORT 79033

THE BLUE DIAMONDS
 ★★★★★ Sukiyaki (Beechwood, BMI) (2:34)—★★★★★ Summer Love (Burlington, ASCAP) (1:45). LONDON INTL. 10032

RAY SMITH
 ★★★★★ Turn Over a New Leaf (Lowery, BMI) (1:58)—★★★★★ I'm Soowed (Lowery, BMI) (2:08). WARNER BROS. 5371

RIGHTEOUS BROTHERS
 ★★★★★ My Babe (Maxwell, BMI) (2:30)—★★★★★ Fee-Fi-Fiddly-I-Oh (Maxwell, BMI) (2:05). MOONGLOW 223

LIL & ENE
 ★★★★★ Tennessee Waltz (Acuff-Rose, BMI) (2:45)—★★★★★ Keep a Life (Showerin' Down) (Saloon Songs, BMI) (2:25). REPRISE 20205

RONNIE SELF
 ★★★★★ Bless My Broken Heart (Champion, BMI) (2:43)—★★★★★ Houndini (Champion, BMI) (2:05). KAPP 546

SCOTT ENGEL
 ★★★★★ Devil Surfer (4-Star, BMI) (1:42)—★★★★★ Your Guess (4-Star Sales, BMI) (1:45). CHALLENGE 9206

CATHY CARROLL
 ★★★★★ Jimmy Love (Original-December, BMI) (2:54)—★★★★★ He's Famous (Original-December, BMI) (2:14). CHEER 1002

COUNTRY

JOHNNY MATHIS
 ★★★★★ If I Could Keep You Off My Mind (Glad, BMI) (2:37)—★★★★★ A Love Gone Wrong (Glad, BMI) (2:33). UNITED ARTISTS 633

ERNEST TUBB
 ★★★★★ The Way You're Living (Acuff-Rose, BMI) (2:44)—★★★★★ Thanks a Lot (Hotpoint, BMI) (2:30). DECCA 31526

LESTER FLATT AND EARL SCRUGGS
 ★★★★★ New York Town (Ludlow, BMI) (2:39)—★★★★★ Mam Don't Allow It (Joy ASCAP) (2:25). COLUMBIA 42840

BOBBY BARNETT
 ★★★★★ She Looks Good to the Crowd (English, BMI) (2:42)—★★★★★ I Fall in Love With Every Pretty Girl I See (Tishamingo, BMI) (2:14). SIMS 135

MEL TILLIS
 ★★★★★ It's No Surprise (Cedarwood, BMI) (2:15)—★★★★★ Couldn't See the Forest for the Trees (Cedarwood, BMI) (2:15). DECCA 31528

STANLEY BROTHERS
 ★★★★★ Lips That Lie (Briarcliff, BMI) (2:50)—★★★★★ He Went to Sleep - the Hogs Ate Him (Lois, BMI) (2:25). KING 5763

LATTIE MOORE
 ★★★★★ Honky Tonk Heaven (Lois, BMI) (2:34)—★★★★★ Lonesome Man Blues (Mar-Kay, BMI) (2:35). KING 5762

RHYTHM & BLUES

JIMMY REED
 ★★★★★ I'm Gonna Help You (Conrad, BMI) (2:45)—★★★★★ Mary-Mary (Conrad, BMI) (2:45). VEE JAY 552

LEO DAVISON
 ★★★★★ Hello Mae (Crazy Cajun, BMI) (2:19)—★★★★★ It's Never Too Late (Crazy Cajun, BMI) (2:45). GREAT SCOTT 0008

JAZZ

KENNY BURRELL
 ★★★★★ Wavy Gravy, Parts 1 & 2 (Elliot, ASCAP) (3:00 & 2:15). BLUE NOTE 1886

POLKA

FRANKIE YANKOVIC AND HIS YANKS
 ★★★★★ (Ev'ry Time You Do the) Polka Marie (Mills, ASCAP) (1:45)—★★★★★ Josef Palinski (Pincas & Sons, ASCAP) (1:48). COLUMBIA 42838

See Crockett Disk Revival After TV Shot

HOLLYWOOD — The Walt Disney Studios have completed plans for an all-out revival of Davy Crockett, hero of the wild frontier, and big money-maker a few years back for the Disney operation. The complete Crockett saga will be rerun on the Disney Sunday night NBC-TV show September 8, 15 and 22.

The Disney disk labels, Disneyland and Vista, are already blueprinting plans for reactivating the Crockett disk properties to a brand-new kiddie market.

The Crockett LP version, starring Fess Parker and Buddy Ebsen, formerly out on Columbia on a five-year lease arrangement, will now be brought out on the Disneyland label on a \$1.98 basis. Ebsen, incidentally, has, in the meantime, become a bigger name by his starring role on the "Beverly Hillbillies" TV show.

The original Fess Parker single will be re-released on the Vista label. Contact has also been made with Cadence on re-releasing the Bill Hayes version.

Sinatra Book Due

NEW YORK — A 64-page book entitled "Sinatra" will hit the book stores August 22. The hard cover edition, written by British author Robin Douglas-Home, and published by Grosset & Dunlap will sell for \$1.95. The book contains 22 original never published photos of Sinatra at work and play. Douglas-Home, who lived with Sinatra, traces the tycoon-singer's career from his early years in Hoboken to the present.

The Latest Release from the Hottest New Group
WONDERFUL! WONDERFUL!
 P 884
THE TYMES
 THE BIG ONES ARE IN CAMO/PARKWAY

Hear **FESS PARKER'S**
 New
1963 VERSION OF "DAVY CROCKETT"
 #900
 (NOT A RE-ISSUE)
 Watch "Davy Crockett" on NBC-TV Sept. 8-15-23
GUSTO RECORDS
 6201 Santa Monica Blvd., Hollywood 38, Calif. HO-6-1101



Thanks, Frank...



SMALL HUNK OF HISTORY: Bing Crosby records his first session under new contract with Frank Sinatra's Reprise Records in Hollywood. Der Bingle, Sinatra and Dean Martin team for "The Oldest Established Permanent Floating Craps Game" and "Fugue for Tinhorns" from "Guys and Dolls," one of the four Broadway albums Reprise is packaging, using its roster of stars as a repertory company.

..for continuing to select **United** to record more of the fabulous **REPRISE** catalog than any other studio

United Recording CORPORATION
 6050 Sunset Blvd., Hollywood 28, Calif.

San Francisco Hollywood Las Vegas

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — en, or or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
 Box 1941 Bridgeport, Conn.

BREAKING IN NEW YORK, NEWARK, PITTSBURGH AND PHILADELPHIA
"BOBBY BABY"
 by
"PRETTY LITTLE BABY"
 Marie La Donna
 Gateway 7712
GATEWAY RECORDINGS, INC.
 234 Forbes Ave., Pittsburgh 22, Pa.

POLYMAX
 PRESSINGS ADD A NEW SOUND DIMENSION
 You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
 CREATED BY **RESEARCH CRAFT CORPORATION**
 1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

NEW RELEASES from CHESS

"Payback"
by
Etta James

Argo #5445

Count Your Blessings
by
Little Hook and The Kings

Chess #1867

"Organ Shout"
by
Dave "Baby" Cortez

Chess #1861

POP-JAZZ HIT!

"Bonita"
by
Illinois Jacquet

Argo #5444

CHESS PRODUCING CORP.

7170 S. Michigan Chicago 16, Ill.

TODAY'S TOP TUNES

HONOR ROLL OF HITS

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 AUGUST 17				Weeks on Chart	RECORDINGS AVAILABLE
This Week	Last Week	Tune	Composer-Publisher		(Best Selling Record Listed in Bold Face)
1	1	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	7	1. FINGERTIPS (Part II) — Little Stevie Wonder, Tamla 54080.
2	3	BLOWIN' IN THE WIND	By Dylan—Published by Witmark (ASCAP)	5	2. BLOWIN' IN THE WIND — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368.
3	4	(You're the) DEVIL IN DISGUISE	By Giant-Baum-Kaye—Published by Presley (BMI)	6	3. (You're the) DEVIL IN DISGUISE —Elvis Presley, RCA Victor 8188.
4	2	WIPE OUT	By Surfari—Published by Miraleste-Robin Hood (BMI)	7	4. WIPE OUT — Safaris, Dot 16479.
5	9	CANDY GIRL	By Santos—Published by Saturday-Gavadima (ASCAP)	4	5. CANDY GIRL —4 Seasons, Vee Jay 539.
6	8	JUDY'S TURN TO CRY	By Ross-Lewis—Published by Glamorous (ASCAP)	5	6. JUDY'S TURN TO CRY —Lesley Gore, Mercury 72143.
7	5	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	8	7. SO MUCH IN LOVE —Tymes, Parkway 781.
8	19	HELLO MUDDUH, HELLO FADDUH!	By Sherman-Busch—Published by Curtain Call (BMI)	2	8. HELLO MUDDUH, HELLO FADDUH! — Allan Sherman, Warner Bros. 5378.
9	11	MORE	By Ortolani-Olivero—Published by Marks (BMI)	4	9. MORE —Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
10	7	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	9	10. EASIER SAID THAN DONE —Essex, Roulette 4494.
11	29	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gottcher—Published by Blackwood (BMI)	2	11. MY BOYFRIEND'S BACK — Angels, Smash 1834.
12	6	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	9	12. SURF CITY — Jan & Dean, Liberty 55580.
13	22	MOCKINGBIRD	By C. & I. Foxx—Published by Saturn (BMI)	3	13. MOCKINGBIRD — Inez Foxx, Symbol 919.
14	15	GREEN, GREEN	By McGuire-Sparks—Published by New Christy (BMI)	3	14. GREEN, GREEN —New Christy Minstrels, Columbia 42805.
15	12	MEMPHIS	By Berry—Published by Arc (BMI)	9	15. MEMPHIS — Dan-Dees, Vest 8022; Lonnie Mack, Fraternity 906.
16	14	JUST ONE LOOK	By Carroll-Payne—Published by Premier (BMI)	7	16. JUST ONE LOOK —Andy & the Marglows, Liberty 55570; Doris Troy, Atlantic 2188.
17	21	DENISE	By Levenson—Published by Bright-Tunes (BMI)	4	17. DENISE —Randy & the Rainbows, Rust 5059.
18	16	ABILENE	By Loudermilk—Published by Acuff-Rose (BMI)	4	18. ABILENE — George Hamilton, IV, RCA Victor 8181.
19	24	DANKE SCHOEN	By Kaempfert-Liene—Published by Roosevelt (BMI)	2	19. DANKE SCHOEN —Craig Douglas, London 9611; Bert Kaempfert, Decca 31498; Wayne Newton, Capitol 4989; Roger Williams, Kapp 545.
20	13	HOPELESS	By Pomus-Jeffreys—Published by Brenner (BMI)	6	20. HOPELESS — Andy Williams, Columbia 42784.
21	28	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)	2	21. IF I HAD A HAMMER —Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202.
22	—	HEY GIRL	By King-Goffin—Published by Screen Gems-Columbia (BMI)	1	22. HEY GIRL —Freddy Scott, Colpix 692.
23	10	TIE ME KANGAROO DOWN, SPORT	By Harris—Published by Beechwood (BMI)	9	23. TIE ME KANGAROO DOWN, SPORT —Pat Boone, Dot 16494; Rolf Harris, Epic 9596; Slim Dusty & His Bushlanders, King 5778.
24	23	MY WHOLE WORLD IS FALLING DOWN	By Crutchfield-Anderson—Published by Champion-Moss Rose (BMI)	3	24. MY WHOLE WORLD IS FALLING DOWN —Brenda Lee, Decca 31510.
25	26	TRUE LOVE NEVER RUNS SMOOTH	By David-Bacharach—Published by Arch (ASCAP)	3	25. TRUE LOVE NEVER RUNS SMOOTH —Gene Pitney, Musicor 1032.
26	20	DETROIT CITY	By Dill-Tillis—Published by Cedarwood (BMI)	6	26. DETROIT CITY — Bobby Bare, RCA Victor 8183.
27	—	THE MONKEY TIME	By Mayfield—Published by Curtom-Poliro (BMI)	1	27. THE MONKEY TIME —Major Lance, Okeh 7175.
28	17	RING OF FIRE	By Carter-Kilgore—Published by Painted Desert (BMI)	7	28. RING OF FIRE —Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
29	30	I WONDER	By Gant-Levee—Published by Leeds (ASCAP)	2	29. I WONDER —Brenda Lee, Decca 31510.
30	—	SURFER GIRL	By Wilson—Published by Guild-Sea of Tunes (BMI)	1	30. SURFER GIRL —Beach Boys, Capitol 5089.

WARNING—The titles "HONOR ROLL OF HITS" and "Today's Top Tunes" are registered trademarks and the listing of the hits has been copyrighted by Billboard. Use of either may not be made without Billboard's consent. Requests for such consent should be submitted in writing to the publishers of Billboard at 1564 Broadway, New York, N. Y., 10036.

See
VEE JAY'S
Fall Festival
of
New Releases
in
NEXT WEEK'S
BILLBOARD

VEE JAY RECORDS

1449 S. Michigan Ave.
Chicago 5, Ill.

MILLS MUSIC, INC.
TWO-SIDED HIT!
WARREN COVINGTON
His Trombone & Orchestra
THE TIPSY TROMBONE
b/w
TAKE IT SLOW
(Decca 231525)
MILLS MUSIC, INC.
New York 19, N. Y.

BU-3315
Solomon Burke
CAN'T NOBODY LOVE YOU
2196
ATLANTIC RECORDS
1841 B'way, New York, N. Y.

Solomon Burke
CAN'T NOBODY LOVE YOU
2196
ATLANTIC RECORDS
1841 B'way, New York, N. Y.

MAMMA SAID IT'S ALL RIGHT
by
TERRY STAR AND THE STARBELLS
NA 1008A
NEW ART RECORDS
6600 N. Broad St.
Philadelphia, Pa.

the
FUTURE
with a
promise
NAVY

HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	WIPE OUT—The Surfaris (London)—Pincus-Gil	
2	7	55 DAYS AT PEKING—*Rob E. G. (Festival)—Essex	
3	2	SURF CITY—Jan and Dean (Liberty)—Tu-Con	
4	4	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda	
5	6	SUKIYAKI—Kyu Sakamoto (HMV)—Castle	
6	3	I LOVE YOU BECAUSE—Al Martino (Capitol)—Allans	
7	8	BLUE ON BLUE—Bobby Vinton (Epic)—Chappell	
8	5	MOVE BABY MOVE—*Johnny O'Keefe (Leedon)—Davis	
9	—	I LIKE IT—Gerri and the Pacemakers (Columbia)—Leeds	
10	—	MORE—Kai Winding (Verve)—No publisher	
11	12	BOMBORA—*The Atlantics (CBS)—No publisher	
12	9	TAMBOURE—Bill Justis (Philips)—Bosey & Hawkes	
13	10	FALLING—Roy Orbison (London)—Acuff-Rose	
14	11	FOUR CORNERS THEME—Kai Winding (Astor)—Chappell	
15	13	FROM ME TO YOU—The Beatles (Parlophone)—Essex	

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	I'M CONFESSIN'—Frank Ifield (Columbia)—Francis, Day & Hunter	
2	3	SWEETS FOR MY SWEET—Searchers (Pye)—Hill & Range	
3	2	DEVIL IN DISGUISE—Elvis Presley (RCA)—West One Music	
4	4	TWIST AND SHOUT—Brian Poole and the Tremeloes (Decca)—Sherwin Music	
5	5	DA DOO RON RON—Crystals (London)—Aberbach	
6	8	TWIST AND SHOUT (EP)—Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.	
7	7	ATLANTIS—Shadows (Columbia)—Francis, Day & Hunter	
8	6	I LIKE IT—Gerri and the Pacemakers (Columbia)—Jaep Music	
9	13	SUKIYAKI—Kyu Sakamoto (HMV)—Welbeck/Benz	
10	9	TAKE THESE CHAINS FROM MY HEART—Ray Charles (HMV)—Acuff-Rose	
10	17	IN SUMMER—Billy Fury (Decca)—Skidmore Music	
12	12	IT'S MY PARTY—Lesley Gore (Mercury)—A. Schroeder	
13	11	WELCOME TO MY WORLD—Jim Reeves (RCA)—One Four Two Music	
14	10	DECK OF CARDS—Wink Martindale (London)—Campbell-Connelly	
15	16	YOU CAN NEVER STOP ME LOVING YOU—Kenny Lynch (HMV)—Klynch Music	
16	15	THE LEGION'S LAST PATROL—Ken Thorne (HMV)—Filmusic	
17	24	WIPE OUT—Surfaris (London)—Ambassador	
18	14	BO DIDDLEY—Buddy Holly (Coral)—Good Music	
19	24	I WONDER—Brenda Lee (Brunswick)—Leeds Music	
20	28	I'LL NEVER GET OVER YOU—Johnny Kidd (HMV)—Leeds Music	
21	—	BAD TO ME—Billy J. Kramer (Parlophone)—Northern Songs, Ltd.	
22	26	BY THE WAY—Big Three (Decca)—Jaep Music	
23	19	SO MUCH IN LOVE—Tymes (Cameo-Parkway)—Leeds Music	
23	20	FROM ME TO YOU—Beatles (Parlophone)—Northern Songs, Ltd.	
25	23	HEY MAMA—Frankie Vaughan (Philips)—Chappell	
26	17	IF YOU GOTTA MAKE A FOOL OF SOMEBODY—Freddie and the Dreamers (Columbia)—Feldman	
27	—	COME ON—Rolling Stones (Decca)—Jewel Music	
28	—	WIPE OUT—Saints (Pye)—Ambassador	
29	—	JUST LIKE EDDIE—Heinz (Decca)—Meridian Music	
30	—	THE GOOD LIFE—Tony Bennett (CBS)—Paris Music	

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Song	Artist
1	2	LUCKY LIPS—Cliff Richard (Columbia)—Belinda	
2	1	SANS TOI, MAMIE—*Adamo (Pathe)—Rudo	
3	7	WAAR EN WANNEER—*Bob Benny (Polydor)—Ideal	
4	3	KISS ME QUICK—Elvis Presley (RCA)—Belinda	
5	10	JE LIEGT—*Will Tura (Palette)—Top	
6	5	BUONA NOTTE BAMBINO—*Rocco Granata (Moon-glow)—Granata	
7	6	IN DREAMS—Roy Orbison (London)—Acuff-Rose	
8	8	FROM A JACK TO A KING—Ned Miller (Fly)—Bens	
9	—	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda	
10	4	DONNE-MOI, MA CHANCE—Richard Anthony (Columbia)	

FRANCE

This Week	Last Week	Song	Artist
1	1	L'ECOLE EST FINIE—Shelia (Philips)	
2	3	DA DOU RON RON—Johnny Hallyday (Philips)	
3	2	MARCHE TOUT DROIT—Claude Francois (Fontana)	
4	5	L'AMOUR S'EN VA—Francoise Hardy (Vogue)	
5	4	DONNE MOI MA CHANCE—Richard Anthony (Columbia)	
6	6	MINNIE PETITE SOURIS—Henri Salvador (Salvador-Philips)	
7	8	ELLE EST FINIE LA BELLE HISTOIRE—Petula Clark (Vogue)	
8	7	DONNE TES SEIZE ANS—Charles Aznavour (Barclay)	
9	10	CECILE—Claude Nougaro (Philips)	
10	9	TU TE RECONNAITRAS—Lenny Escudero (Bel Air)	

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	SANS TOI, MAMIE—*Adamo (Pathe)—Rudo	
2	2	LUCKY LIPS—Cliff Richard (Columbia)—Belinda Music	
3	3	KISS ME QUICK—Elvis Presley (RCA)—Belinda Music	
4	6	DONNE-MOI, MA CHANCE—Richard Anthony (Columbia)	
5	4	BUONA NOTTE BAMBINO—*Rocco Granata (Moon-glow)—Granata	
6	7	IN DREAMS—Roy Orbison (London)—Acuff-Rose	
7	9	WAAR EN WANNEER—*Bob Benny (Polydor)—Ideal	
8	5	FROM A JACK TO A KING—Ned Miller (Fly)—Bens	
9	10	AMOUR PERDU—*Adamo (Pathe)—Ardmore & Beechwood	
10	—	JE LIEGT—*Will Tura (Palette)—World	

HOLLAND

(Courtesy Platennieuws, P.O. Box 43, Amersfoort)

This Week	Last Week	Song	Artist
1	3	CIMERONI—Anneke Grönloh (Philips)—Ed. Altona	
2	1	LUCKY LIPS—Cliff Richard (Columbia)—Belinda	
3	2	BUONA NOTTA BAMBINO—Rocco Granata (CNR)—Picture Music-Joop Portengen	
4	4	WINI-WINI—Die Tahiti Tamoures (Polydor)—Joop Portengen	
5	6	RITME VAN DE REGEN—Rob de Nijs (Decca)—Chappell	
6	5	BLUME & ON TAHITI—Gert Timmerman (Telefunken)—Holland	
7	—	THERE GOES MY HEART AGAIN—Fats Domino (ABC-Paramount)	
8	—	IK HEB EERBIED VOOR JOU, GRIZJE HAREN—Gert Timmerman (Telefunken)—World Music, Brussels & Int. Music, Amsterdam	
9	—	OH DONNA CLARA—Die Regento Stars (Tivoli)—Basart L.C., Amsterdam	
10	8	JUNGE, KOMM' BALD WIEDER—Freddy (Polydor)—Bens-Altona	

HONG KONG

This Week	Last Week	Song	Artist
1	1	LUCKY LIPS—Cliff Richard (Columbia)	
2	2	STRING ALONG—Rick Nelson (Brunswick)	
3	5	DEVIL IN DISGUISE—Elvis Presley (RCA)	
4	—	HEARTACHES—String-A-Longs (Dot)	
5	—	ATLANTIS—The Shadows (Columbia)	
6	—	EVERY STEP OF THE WAY—Johnny Mathis (CBS)	
7	8	IF MY PILLOW COULD TALK—Connie Francis (MGM)	
8	7	I WILL FOLLOW HIM—Little Peggy March (RCA)	
9	9	THOSE LAZY-HAZY-CRAZY DAYS—Nat King Cole (Capitol)	
10	—	MY FIRST DAY ALONE—Cascades (Warner Bros.)	

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Song	Artist
1	3	HELLO STRANGER—Barbara Lewis (Atlantic)—McLaughlin	
2	1	LUCKY LIPS—Cliff Richard (Columbia)—Eltree Music	
3	7	*HORA OF LOVE—The Roosters (Kol Israel)—ACUM	
4	—	SUKIYAKI—Kyu Sakamoto (HMV)—Bens Music-Welbeck Music	
5	2	55 DAYS AT PEKING—The Brothers Four (Columbia)—Subar Music	
6	10	CONFESSIN'—Frank Ifield (Columbia)—Francis, Day & Hunter	
7	6	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER—Nat King Cole (Capitol)—Comet	
8	—	IT'S MY PARTY—Lesley Gore (Mercury)—Schroeder	
9	4	*NEIGHBORHOOD SONG—The Roosters (Kol Israel)—ACUM	
10	—	TWO GUITARS—Central Command Group (Hed Arzi)—ACUM	

ITALY

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

This Week	Last Week	Song	Artist
1	1	CUORE/IL BALLO DEL MATTONE—*Rita Pavone (RCA)	
2	2	QUELLI DELLA MIA ETA'—Francoise Hardy (Vogue)	
3	3	ABBONZATISSIMA—*Eduardo Vianello (RCA)	
4	4	STESSA SPIAGGIA STESSO MARE—*Piero Focaccia (CGD)	
5	15	SAPORE DI SALE—*Gino Paoli (RCA)	
6	5	GRAZIE PREGO SCUSI/IL TANGACCIO—*A. Celentano (Clan)	
7	7	HEY PAULA—Paul & Paula (Philips)	
8	9	A NEW ORLEANS—*Adriano Celentano (Jolly)	
9	8	NON TI CREDO—*Peppino Di Capri (Carisch)	
10	6	I TUOI CAPRICCI—Neil Sedaka (RCA)	
11	10	I CAN'T STOP LOVING YOU—Ray Charles (VdP)	
12	13	CUANDO BRILLA LA LUNA—*Marcellos Ferial (Durium)	
13	14	NON AMARI COSI'—Steve Lawrence (CBS)	
14	11	AMICO—*Don Backy (Clan)	
15	12	SE MI PERDERAI—*Nico Fidenco (RCA)	

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	ENEMIGOS—*Sonia Lopez (CBS)—Pham	
2	—	LET'S GET TOGETHER—Hayley Mills (Gamma)—Brambila	
3	5	DE MIL MANERAS—*Sonora Santanera (CBS)—Emmi	
4	4	THE GUNS OF NAVARRONE—Al Caiola (Gamma)—Pending	
5	2	DESPEINADA—*Los Hoologans (Orfeon)—Reimsa	
6	6	MEDIA VUELTA—*J. A. Jimenez (RCA); *J. Solis (CBS)—Pending	
7	7	LA MANO DE DIOS—*J. A. Jimenez (RCA)—Emmi	
8	3	FOOTBALL—*Sonora Santanera (CBS)—Reimsa	
9	9	EL INDIO ARTISTA—*Acerina (Orfeon)—Pending	
10	8	LLEGO BORRACHO—*J. A. Jimenez (RCA)—Emmi	

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda	
2	3	DE TUSEN SJOARS LAND—*Ray Adams (Manu)—Musikk-Huset	
3	2	LUCKY LIPS—Cliff Richard (Columbia)—Belinda	
4	4	ATLANTIS—Shadows (Columbia)—Sweden Music	
5	—	I'M CONFESSIN'—Frank Ifield (Columbia)	
6	10	SINGEL OG SAND—*Oikabilamo (Philips)—Edition Lyche	
6	—	SER DU JAN SA HILS FRA MEG—Grynet Molvig (RCA)—Sweden Music	
8	7	TAKE THESE CHAINS FROM MY HEART—Ray Charles (Karusell)	
9	9	KISS ME QUICK—Elvis Presley (RCA)—Belinda	
10	5	BLAME IT ON THE BOSSA NOVA—Eydle Gorme (CBS)—No publisher	

PHILIPPINES

This Week	Last Week	Song	Artist
1	1	KISS ME QUICK—Elvis Presley (RCA)—Filipinas Record Corp.	
2	2	(I Love You) DON'T YOU FORGET IT—Perry Como (RCA)—Filipinas Record Corp.	
3	4	ONE MORE BLESSING—Jerry Vale (Columbia)—Mareco, Inc.	
4	7	END OF THE WORLD—Skeeter Davis (RCA)—Filipinas Record Corp.	
5	8	DEAR HEART—Teddy Randazzo (Colpix)—Federal Manufacturers, Inc.	
6	10	PROMISE OF LOVE—Sandy Stewart (Colpix)—Federal Manufacturers, Inc.	
7	5	LET'S GO STEADY AGAIN—Neil Sedaka (RCA)—Filipinas Record Corp.	
8	6	PIPELINE—Chantays (Dot)—Mareco, Inc.	
9	3	RHYTHM OF THE RAIN—The Cascades (Warner Bros.)—Mareco, Inc.	
10	9	JUST FOR TONIGHT—Henry Mancini & Ork (RCA)—Filipinas Record Corp.	

SOUTH AFRICA

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

This Week	Last Week	Song	Artist
1	1	LUCKY LIPS—Cliff Richard (Columbia)—Cromwell	
2	2	BLUE TRAIN—John D. Loudermilk (RCA)—Acuff-Rose	
3	4	DEVIL IN DISGUISE—Elvis Presley (RCA)—Elvis Presley Music	
4	6	SUKIYAKI—Kyu Sakamoto (SAB)—Ardmore-Beechwood	
5	3	I WALK THE LINE—Dean Martin (Reprise)—Belinda Music	
5	—	YOU BELONG TO MY HEART—Ned Miller (Renown)—Southern Music	
7	5	THE END OF THE WORLD—Skeeter Davis (RCA)—Compass	
8	9	ATLANTIS—The Shadows (Columbia)—Francis Day	
9	—	CU-CU-RRU-CU-CU PALOMA—Nancy Ames (Liberty)—Southern	
10	6	EXCLUSIVELY YOURS—Dickie Loader (Parlophone)—Belinda	

URUGUAY

(Courtesy La Manana, Montevideo)

This Week	Last Week	Song	Artist
1	4	GUARDA COME DONDOLO—Eduardo Vianello (RCA)—Fermata	
2	1	BLAME IT ON THE BOSSA NOVA—Eydle Gorme (CBS)—Fermata	
3	2	PUNTE PEAOA—Ramona Galarza (Odeon)—Lagos	
4	5	EL PARTIDO DE FUTBOL—Los TNT (RCA)—Fermata	
5	6	LA POLLERA COLORA—Los Melodicos (Odeon)	
6	11	EL CAMALEON—Chico Novarro (Vik)	
7	7	I WILL FOLLOW HIM (Chariot)—Betty Curtis (Clave)	
8	8	JE T'ATTENDS—Charles Aznavour, G. Becaud (Odeon)	
9	9	MI CAPRICHITO—Sonora Santanera (CBS)	
10	10	PORQUE LA QUISE TANTO—Mariano Mores (Odeon)—Newman	

Brazil Holds 1st Sing Contest

RIO DE JANEIRO—The Brazilian Society of Cultural and Artistic Promotion held from July 10 to July 20 at the National School of Music, the First International Singing Contest.

Twelve countries were represented by 61 singers, with Brazil, Uruguay and Argentina presenting the most candidates. Other countries represented in this contest were: Spain, England, Israel, Peru, Poland, Czechoslovakia, Hungary, Venezuela and Cuba. Candidates already classified in other international contests were exempted from the preliminary trial, such as Alphons Bartha (Hungary), Vera Soukupova (Czechoslovakia) and Ramon Calzadilla (Cuba). Ramon Calzadilla, winner of various international prizes, failed to appear, though all facilities had been provided by the Brazilian government.

The program comprised three parts: Classical and Operatic Arias, Chamber Music pieces, Modern composers, including at least two pieces by Brazilian composers, one of which is sung in Portuguese. The winners of this contest were:

1. Vera Soukupova (Czechoslovakia)
2. Edison Costa (Brazil)
3. Halina Slonicka (Poland)
4. Malvina Parnas (Argentina)
5. Alphons Bartha (Hungary)

Extra-official prizes were conferred to Maria Hilda Pires (Uruguay)—best interpretation of the Brazilian music—and Antonio Blancas (Spain)—best interpretation of the Spanish music.

English Hit Parade Down Under

SYDNEY—English hit parade records are assuming much greater success in Australia than they ever have before at the expense of records of U. S. origin. For close on two years now, Cliff Richard, and separately, the Shadows, have been achieving success with their every English release in this territory. Almost every disc from these artists have made the top four or five in Australia and achieve big sales results. Now the U. S. strength is being further challenged by a new group of artists coming from the north of England, in Gerri and the Pacemakers, the Beatles, Frank Ifield, Billy J. Kramer, etc. The English group, Gerri and the Pacemakers, has had two successive No. 1's with "How Do You Do It?" and "I Like It," although this group is in England, and of course has never been to Australia to add to the promotion of its records. The Beatles have had almost as much success with their "Please, Please Me" and now "From Me to You."

Australian Top 40 charts

(Continued on page 38)

International NEWS REPORTS



GERMAN CHECKERS: Chubby Checker is pictured with King Size Taylor and members of his Dominoes as they get set for an impromptu session at the Hamburg airport. Checker began touring 25 German cities in 14 days August 1. Taylor and the Dominoes from England are accompanying the American on the tour.

AUSTRALIA

Australians Loved 'Mudduh'

By **GEORGE HILDER**
19 Todman Ave., Sydney

The Warner Bros. single, "Hello Mudduh, Hello Fadduh," is receiving heavy air exposure via import copies and ARC is releasing it this week, with the album "My Son, the Nut" to follow in early October.

Fabor Robison has presented W. & G. Australia with a gold disk for the job done on "From a Jack to a King." W. & G. is readying its sales force and will

PAUL & PAULA TO DO EUROPE

THE HAGUE, Holland—The internationally successful American teen-age duo, Paul and Paula, will make an extended tour of Europe and the Far East this autumn, according to Philips central offices in Baarn last week.

On their personal appearance tour, which is expected to start in the second half of September, the youngsters will be accompanied by their manager, Major Bill Smith. Team will be presented with a platinum record to celebrate the two millionth copy of "Hey Paula" during the tour.

shortly release Ned Miller's "Another Fool Like Me." John Laws' treatment of the Kevin Shegog standard "One Small Photograph" is causing a bombardment by letter and order at the W. & G. head office. One station in Melbourne and four in Sydney refuse to play the disk, claiming station policy as against airing another station's DJ.

Chart items currently running the W. & G. presses hot are Lonnie Mack's "Memphis" from Fraternity Records; "Hootenanny," by the Glencoes, from Joy; "Sometimes You Gotta Cry a Little," by Bobby Gland, from Duke Records; Al Casey's Stacey Records "Surfin' Hootenanny," and King Records "Lone-7-7203" by Hawkshaw Hawkins.

Frankie Davidson's "Sally Was a Good Old Girl" is showing signs of moving, while a new group, the Saxons, singing "Pedro the Fisherman," has had a regional breakout in Melbourne.

Bob Rogers, Sydney's top disk jockey for the past five years, will leave radio Station 2SM on October 17. The general manager of 2SM, W. H. Stephenson, said Rogers was leaving the station with no hard feelings on either side.

Festival Records is spearheading its first album release of the newly acquired Atlantic label with Ray Charles' "What'd I Say," Herbie Mann's "Do the Bossa Nova" and Mel Torme's "Comin' Home Baby." The Ray Charles album has a ready-made market through advance retailer demand. Johnny O'Keefe, popular comper of the top-rated TV show "Sing, Sing, Sing," is

France Wins Pop Cup Again

KNOCKE, Belgium—France again won the fifth annual pop song competition here for the Europa Cup. The French singing team topped representatives from Great Britain, Belgium, Holland and West Germany in the annual meet. Plans are already being laid for the next contest, in 1964, and there is a possibility that the qualified member teams might be raised from the current five countries to a total of nine.

The French singing team was led by Miss Jacqueline Danno, whose singing of Gilbert Be-caud's "Et Maintenant" was so genuine tears were noticed during her performance. Much strong support came from the rest of the team which included Anton Valery, Nicole Croisille, Billy Nencioli and Gerard Mellet.

There were some other really first-class talents uncovered at the contest as well. Ciska Peters was tagged as a star of the future, and Rob de Nijs, who has quite a reputation in show business already, were often brilliant in performing for their native Holland. Also on tap as contest stars were Cloda Rogers and Mike Preston from England, Paul Looka of Belgium, Rene Kollo of Germany and Enrico Campia representing Italy.

at present riding a wave of popularity with his single "Move Baby Move," which is currently holding the No. 1 position against all comers right across the nation. Festival is following up on its established Leedon label, O'Keefe's latest album "The Best of Johnny O'Keefe," which includes his latest single plus 14 of his successful hits over the past few years in a 16-track album.

BRITAIN

John Barry Sets Scene for Liz

By **CHRIS HUTCHINS**
News Editor,
New Musical Express

Elizabeth Taylor has made a television film in London for U.S. coast-to-coast screening by CBS around October 6. **John Barry**, recently appointed a.&r. chief of Ember Records, composed the film score for the film and **Johnny Spence** has written orchestrations. There are two themes, "Elizabeth" and "London," and Barry may clinch the complete score for Ember here with the two themes making up both sides of a single. The film may be bought by BBC-TV for showing here.

Robert Stigwood has chosen France as the location for the film musical starring artists from his own stable, **John Leyton**, **Mike Sarne** and **Iain Gregory**. To be made in color this fall, it will be called "Three Boys in a Boat" with most of the shooting being done in St. Tropez. Leyton, who completed "The Great Escape" for Mirish earlier this year, will not now be included in the cast of the same company's "633 Squadron"—hence his availability to manager Sigwood for the musical. **Cliff Richard** and the **Shadows'** third major musical for Elstree Productions is now almost certain to be made in Mexico providing the company gets over local union problems. Here again filming begins in October.

The massive onslaught of



AT THE FIFTH annual International Song Festival at the Belgian seaside resort Knocke, the French team won for the third time. Team was composed of, left to right, Gerard Mellet, Nicole Croisille, Anton Valery, Billy Nencioli and Jacqueline Danno, who pose happily around the statue given to them by the sponsors of the program Martini.

vocal-instrumental groups on the British charts — which has done more than anything to keep disks of local origin monopolizing the best selling slots — continues, and record companies and personal managers are calculating the results to date. Most successful of the managers is **Brian Epstein** who raised three Liverpool groups to stardom—the **Beatles**, **Gerri** and the **Pacemakers** and **Billy J. Kramer** and the **Dakotas**. With just seven disks—including the Beatles' current smash hit LP and EP — these three groups have notched up sales in excess of two-and-a-half million copies in Britain alone. Their success has brought to the fore Parlophone recording manager **George Martin** who first established the Liverpool sound on record.

Jim Reeves hosted a special BBC radio program last week, "Welcome to My World," which was used as a special holiday attraction. In the half hour show he talked about and introduced some of his hits. . . . British dates are being set for two of America's top girl singers — **Lesley Gore** and **Little Peggy March**. U.S. agent **Jack Green** arrived last week for discussions with **Dick Katz** of the **Harold Davison** office about a tour for Lesley this fall and among television engagements being lined up is an appearance on ATV's "Sunday Night at the London Palladium." Green is also hoping to tie in a deal for the **Essex** group here. Peggy March is due in Europe next month and is expected to stop off for about 10 days on her way there for radio and TV dates. . . . **Vic Lewis** of the Blackburn-Lewis office is also setting up a deal for **Andy Williams** to play concerts here in October although his plans for **Johnny Ray** to visit at the end of September have been forced back by Ray's reported poor health.

Acker Bilk and his Paramount Jazz Band fly to Switzerland on September 11 to represent Britain at the two-day Basle Festival. **Roy Castle** is now confirmed to join **Joey Bishop** for at least two weeks at the Sands Hotel in Las Vegas from December 18.

Record Business
Pye has won a deal to issue the soundtrack album of the recently completed pop music film, "It's a Crazy World." Philips has given special permission for **Susan Maughan** to be included on the album and EMI has granted similar dispensation in the case of **Marty Wilde**. . . . RCA Victor will issue three

World Report

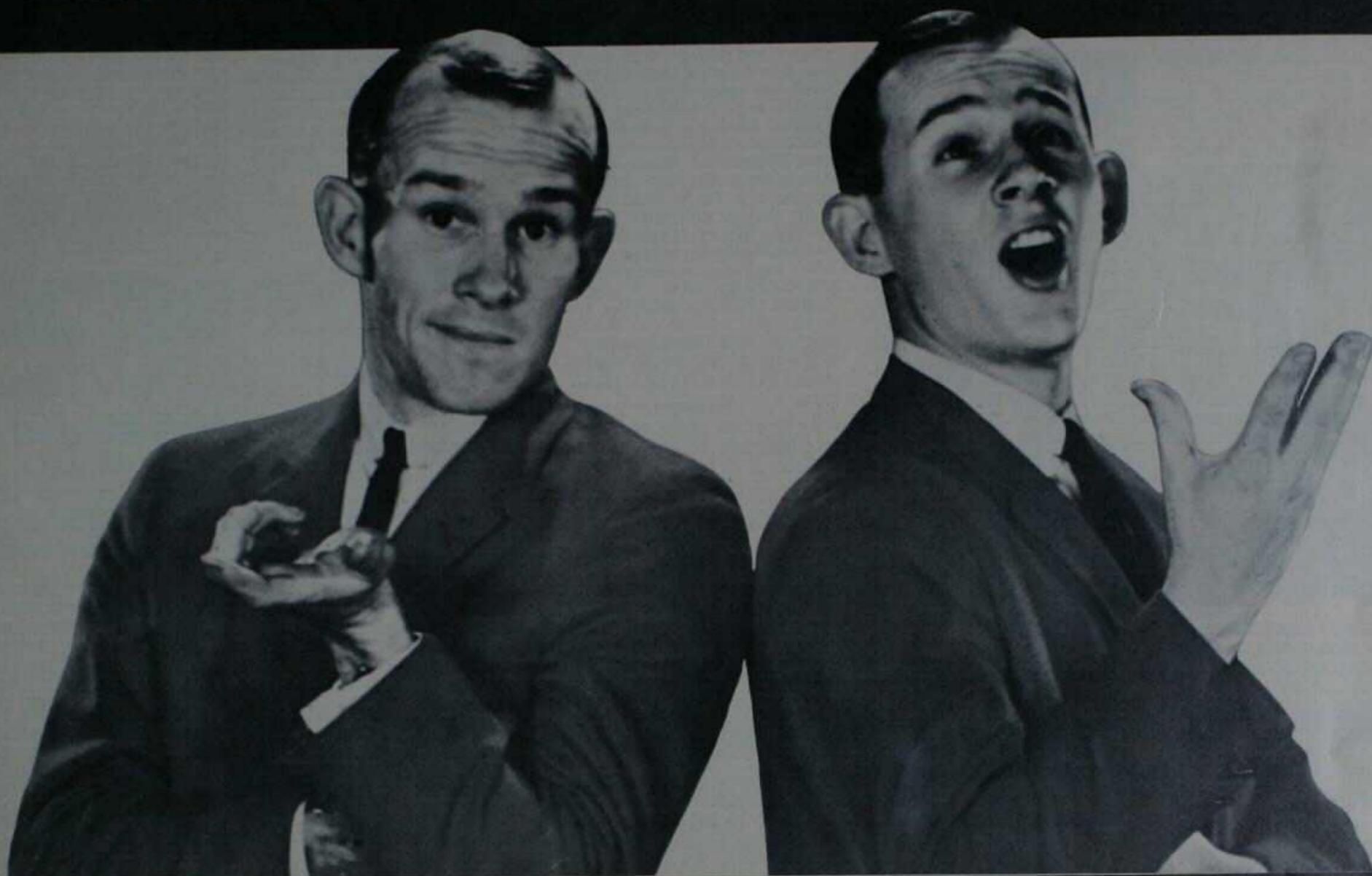
One of Japan's ranking pop singers will make his American concert debut when **I George** appears at New York's Carnegie Hall October 8, 9, 10. George is a leading recording artist in the Land of the Rising Sun and has his own TV show to boot. In fact, his current TV show series is called "The Road to Carnegie Hall," and the final segments in this series will include some film made during the actual concert performance. George records for Teichiku and an LP of the Carnegie bash will also be cut. The Carnegie Hall concert is being co-produced by **Eddie White** and Target Productions Inc., of Japan. **Eddy Manson** will conduct the accompanying org.

Pepe Palau of Radio Madrid was in New York until Saturday (10). . . . **Thore Ehrling** Musik's new address is Linnegatan 9-11 Stockholm. This should have been run in the Billboard Music Record Directory register of music publishers instead of the old address given there. . . . A slip in last week's British column had **Carole Carr** going to Australia after TV appearances in London. In actuality, Miss Carr is coming to the States. . . . Latest news for **Paul Siegel** in Germany is that the arranger-producer has been invited to the East German Music Fair in Leipzig. One of Siegel's productions for the German Teldec label has been issued in the States on London. Siegel says he used 77 men and women in ork and chorus for the date. LP is called "Autumn Concerto" by pianist **Paul Chesterton**. Siegel is also German rep for Shapiro-Bernstein's "Ring of Fire," the **Johnny Cash** hit. He has already secured a German version by "Babysitter Boogie" hit maker **Ralf Bendix** on CBS.

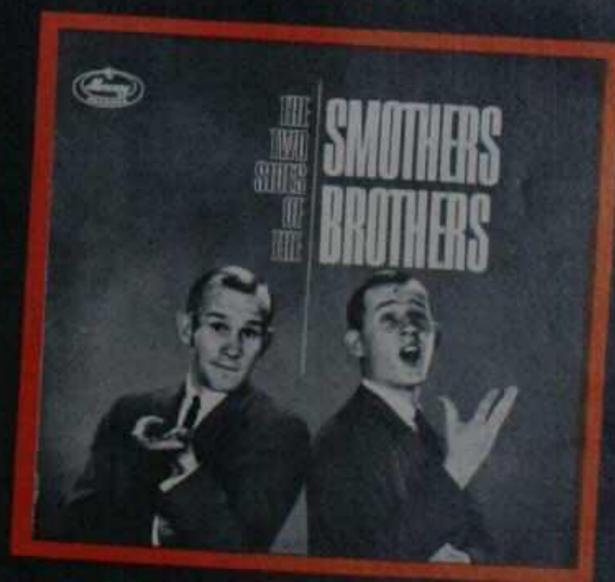
JACK MAHER

Elvis Presley albums in three months before Christmas. In October the label will put out an LP titled "Elvis for You" consisting of all the tracks from his previously released "Loving You" platter plus two songs previously unheard here, "Flaming Star" and "Summer Kisses, Winter Tears." . . . In November follows his third volume of Golden Discs and in December the "Fun in Acapulco" soundtrack will be issued to coincide with the opening of the film here.

The Hottest Act in Show Business!



THE SMOTHERS BROTHERS



68 THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 Wks. on Chart 5

41 THINK ETHNIC Smothers Brothers, Mercury MG 20777 Wks. on Chart 19

85 TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 Wks. on Chart 34

All 3 of Their Albums are Chart Hits

America's First Family Of Fine Recordings



Chart Listings from *Hillboard Music Week*, August 10, 1963

MEXICO

Agreement Averts Musicians' Strike

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

After three weeks of nearly daily meetings between record industry representatives and the Musicians Union, a threat of strike in the recording studios was avoided and an agreement reached. Besides several minor concessions, granted by the industry to the union, a new tariff was established, which represents an 11 per cent raise: instead of 49.50 pesos per hour (\$3.96), the musician will receive 55 pesos (\$4.40), for a minimum contract for a 3-hour recording session.

Composer Gilberto Parra, who for 11 years (until 1960) was one of Columbia's artistic directors, returned in the same capacity to this company. . . . Lawyer Pablo Macedo was ap-

pointed general manager of Discos Mexicanos.

Visitors on the way from/to the U. S.: Arranger-conductor Percy Faith; Ricardo Mejia, artist director of RCA Argentina; William Smith, managing director of the Australian Record Company; Francesco Fanti and G. Pulvirenti, international director and artist director of RCA Italiana.

NEW ZEALAND

Big Time Shows Hit N. Z. Shores

By FRED GEBBIE
Box 5051 Auckland, N.Z.

At present in Auckland alone and due within the next month are some of the biggest shows ever to visit these shores. The R. J. Kerridge organization has running at present the Black & White Minstrel Show from England with a huge cast of British entertainers. Harry Wren, the Australian entrepreneur,

has his colorful Cherry Blossom Show appearing at a local playhouse also, a cast of over 60 for this one too. It finishes its season in Auckland and heads back to Japan in about three weeks. . . . Gilbert Thong from New Caledonia has brought another package show to New Zealand. It's the "South Sea Island Festival '63," a troupe composed of Polynesian dancers, singers and players from various South Pacific Islands. This show has more than 35 artists and is being handled in New Zealand by Dave Dunningham (his last overseas act was Clarence Henry) and Benny Levin. Also visiting the city and appearing here for R. J. Kerridge is the Scottish entertainer Andy (Scottish Soldier fame) Stewart and his Highland package show, who has also concluded a money-making tour of New Zealand. Kerridge also has arriving next month a famed Georgian State Dance Company, which has played in the biggest show cities of the world. Harry Miller has announced his next artist from the States due here in August, top comedian Shelley Berman.

HMV Records artists, the Convairs, have put the scheduled visit to Australia back a few weeks because of local commitments. . . . Also from HMV, a release of a piano single by a Miss X called "Christine." . . . Kiwi Records has released a local pressing by NZ singers, the Folkstone Three, called "A Stranger in Your Town," which is getting a fair run here. . . . Philips has been having a great run with the Riverside jazz label as has Peak with its Candid material. . . . "South Street" by the Ortons was banned here for local broadcast, too noisy, still the agents for the label La Gloria Records scored okay with another version by Dee Dee Sharp, even though Viking covered it with a local effort.

NORWAY

Britisher Takes Lead in Albums

Cliff Richard, young Britisher, the most popular of any foreign disk artist in Norway these days, has taken the lead in the LP-parade here with his Columbia recording "Summer Holiday" from the film with the same title.

Other best-selling LP's include "West Side Story," sound track, on Philips; "It Happened at the World's Fair," Elvis Presley, on RCA; "Spotnicks in Paris," Spotnick's, Karusell; "Girls, Girls, Girls," Elvis Presley, RCA; "Die grosse Musikbox, Vol. II," various artists, Decca, and "Holiday in Norway," various artists, RCA.

The Jazz Festival in Norway's little West Coast town, Molde, started Thursday (1) and lasted four days with the local jazz club, Storyville Jazz Club, arranging. Among the guests from abroad this year were Sonny Stitt, Dexter Gordon, Britain's Shakey Keane and the German Jodel Trio, with domestic talent such as Einar Iversen, Erik Amundsen and Bjorn Stokstad participating.

Iversen & Frogh is launching Swedish thrush Birgitta Back in Norway, issuing her record sung in Norwegian: "Alltid blomstrer hvite rose," c-w "Roser er hjerterens tale." Norsk Phonogram (Philips) is working hard on its Mercury-artist Lesley Gore, singing the Top 100 winner "It's My Party" c-w "Danny."

PUERTO RICO

Visit Sparks Muniz Sales

By ANTONIO CONTRERAS
26 Gertrudis St., Santurce, P. R.

Marco Antonio Muniz, RCA Victor top-selling vocalist, is visiting Puerto Rico for a second time. Playing at the swank Fiesta Room of the Condado Beach Hotel for a three-week engagement, Muniz is packing them in. The young Mexican singer made a host of friends during his first visit here and the spurt in sales of his records was sensational. RCA Victor is now plugging his latest album, "Incontenible."

Puerto Rico has been very record conscious during the past two weeks. The CBS-Columbia Records sales convention at the Americana Hotel brought over 500 distributors, dealers and sales personnel headed by amiable President Goddard Lieberman.

Juan Usich, Puerto Rico rep-

resentative for Gema Records, very happy at the sales for his two new LP's: "A Peticion," by Gilberto Monroy, and "El Gran Combo . . . de ciempre," by the dance group El Gran Combo directed by Rafael Ithier.

Rico-Vox, local label of Bernardo Herger, enjoying very good sales with their new LP's: "Chucho Avellanet, Volume 2," and Monna Bell "Nuevos Exitos." Herger tells us that he will soon open a concession record store at the new Gem Super Discount House going up in suburban Norte section in Santurce. Herger operates a big record store in Old San Juan, and his brother operates another in Ponce, the second largest city in Puerto Rico.

SPAIN

'La Hora' Wins Benidorm Fest

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

The fifth Benidorm Festival took place last week at a crowded bullfight arena, in the Mediterranean summer resort. Rosalia, a young new singer sensation from Valencia, and Alberto, new Andalusian star, 24 year old, won first place as performers of "La Hora" (The Time). The song was written by Mario Selles and Miguel Portoles, also winners at the First Madrid Festival with "Ensenatus manos" (Show Me Your Hands) and the Magdalena Trophy in Castellon de la Plana with "Cada Cual" (Each One). Rosalia, Alberto, Tony Villaplana, Fina Galicia, Rafael Mendoza, Angeles Hortelano, Federico Jover, Meli Laiz and Francesca were the stars. TV companies from Portugal, Venezuela, RAI (Italy), RTF (France) and Mexico, sent cameramen to shoot the festival's details. The popular contest is organized by the REM radio network. Benidorm came to stardom when Monna Bell won the first one with "Un Telegrama," which has been recorded all over the world. Second place this year went to "La Luna tiene dos Caras" (The Moon Has Two Faces) by Naranjo and Beitia; third place "Cuando y donde" (When and Where) by Murillo and Segovia.

English Hot

• Continued from page 35

are now running six to eight English hits almost continually and this means quite directly that this many of the U. S. hits are failing to achieve their previous standards in this country. The interest in local artists is an ever-increasing one and disks of local origin now represent a regular four or five in Top 40 charts. The biggest sufferers of U. S. origin records are the rhythm and blues and so-called wilder groups. The surf records are, as would be expected, achieving immediate popularity in this country and in the main doing very well. The Presleys, Del Shannon and Bobby Vee, Johnny Cash, Little Peggy March, Connie Francis, Brenda Lee, Steve Lawrence and Eydie Gorme are very hot here but other U. S. names have much less strength.

Although the Australian market is by world standards a small one, it would appear that the one-time all-dominating U. S. hit parade is diminishing in significance in Australia.



Buyers' & Sellers INTERNATIONAL EXCHANGE

A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

MICROFON RECORDS

The most aggressive record company in Argentina

Representing

- Audio Fidelity (U. S. A.)
- Durium (Italy)
- Supraphon (Czechoslovakia)

AND NOW!

Cadence — Carol — Brunswick — Everest — Chancellor — Canadian-American — Prestige.

MICROFON ARGENTINA SRL

Lavalle 1759, 5 Piso
Buenos Aires, Argentina

BELGIUM

Everyone in the music business and every teen-ager in Belgium reads

JUKE BOX

BELGIUM'S BIGGEST MUSIC MAGAZINE

A one page ad costs you only \$220
A one-year subscription is only \$3

Send your bank draft to

JUKE BOX
MECHELEN, BELGIUM

Write for Sample Copy.

GREECE

WE SEEK ONE ADDITIONAL RECORD LINE FOR GREECE, EGYPT & LEBANON

With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others.

If you want experience and honest consideration, why not write now to

MIDDLE EAST RECORDINGS

Evans Plamaritis, President
4 Spartis, Athens, Greece

NORTHERN IRELAND

There's no "blarney" about EMERALD RECORDS

Ireland's leading recording company. We are specialists in Country & Western, Religious, Irish and Scottish Records. We are always interested in leasing material in the Country & Western and Religious fields.

For further information write
Mr. Mervyn Solomon, President
67/69 Ann St., Belfast

Northern Ireland

Members of the International Federation of the Phonographic Industry.

SWITZERLAND

THERE'S MONEY IN MUSIC IN SWITZERLAND, too! Contact one of the most active publishing companies with own record affiliation. Edition CODA, Postfach 153, Zurich 10/49.

UNITED STATES

RECORDS FOR EXPORT

All American brands combined in one shipment.

ELTRON EXPORT COMPANY

122 Broad St., New York 4, N. Y.

RECORDS: WE ARE IN A POSITION to supply you with all the latest top 100 hits on 45 RPM and long playing. Best prices. Speed is our specialty. Many lists available for different type music, as per your specific needs. Contact Raymar Sales Co., 170-21 Jamaica Ave., Jamaica 32, New York City.

when answering ads . . .

Say You Saw It in Billboard
International Exchange

FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.

For information contact:

THE AMERICAS

MEXICO: Dr. Otto Mayer-Serra, Apartado 8688, Mexico City
PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce
VENEZUELA: Clemente Vargas, Jr., Radio Caracas
Av. Paez, El Paraiso, Caracas
BRAZIL: Mauricio Quadrio, Billboard
Rua Visconde da Gavea, 125
Rio de Janeiro
ARGENTINA: Ruben Machado, Billboard
Lavalle 1783, Buenos Aires
CHILE: Ricardo Garcia, Radio Minería, Moneda 973, Santiago

ASIA & PACIFIC

AUSTRALIA: Brian Nebenzahl, 84 Pitt St., Sydney
HONG KONG: Carl Myatt, 27 Estoril Court, Garden Road
JAPAN: Robert Wynn, 521-2 Chome, Sihimo Meguro, Meguro-ku, Tokyo
NEW ZEALAND: Fred Gebbie, P. O. Box 5051, Auckland
PHILIPPINES: Luis Ma Trinidad, 264 Escolta, Manila

EUROPE

Andre de Vekey, European Director
15 Hanover Square, W. 1, England

ITALY: Samuel Steinman
Piazza S. Anselmo 1, Rome

Peter Heine, International Advertising Director,
Billboard, 1564 Broadway, New York City 10036

ADVERTISING RATES INTERNATIONAL EXCHANGE

CLASSIFIED: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum one inch.

Above prices are for one insertion in one issue. Cash With Order, Please.
Lower rates for 12, 26 or 52 insertions in a one-year period.

Cleveland Local Show Begins Syndication

By GIL FAGGEN

CLEVELAND—Millions of television viewers in four major U. S. cities will be treated for the first time beginning this month to one of the most diversified and entertaining shows to hit the daytime video circuit. The Mike Douglas Show, a 90-minute creation and production of Group W's Cleveland outlet, KYW-TV, hit the syndication path this week and is slated for airing on WBZ-TV, Boston; KPIX-TV, San Francisco; KDKA-TV, Pittsburgh, and WJZ-TV, Baltimore (including KYW-TV, Cleveland)—all group W stations. The show is slated 12:30 a.m. to 2 p.m. in Cleveland.

The fact that the show, which first hit the tube 18 months ago, is a success with

Cleveland viewers is evident in that it has been selected to be aired outside of its spawning market. However, viewer acceptance is only a part of the success story of the Mike Doug-

las Show. The program represents an outstanding achievement in local TV programming and talent development, facts that swell the pride of KYW-TV's executives as much as its top ratings and burgeoning sales.

"Our ability to put on a program the caliber of the Douglas show, as well as produce a host of other local programs, is not an overnight occurrence," said George Mathieson, KYW-TV's general manager.

Key Creative People

"We began more than four years ago to find creative and industrious people, set the proper atmosphere within which they may effectively function and let 'em at it," said Mathieson. "It has all paid off. We air more local live programs now in an age of film networks and syndication than four years ago," he said.

The executive staff for the Douglas show are indeed locally trained product—amateurs, but creative talents.

Forrest (Woody) Fraser, 28, executive producer, is responsible for the format concept of the program and bringing Douglas to the station. Fraser, assisted by associate producer Larry Rosen, 27, keeps tabs daily on a myriad of details pertaining to guests, scenic design, music and production. He even has an opportunity to perform five days a week while warming up the studio audiences.

Fraser also concerns himself daily with the over-all balance of the show. The first day of my visit had him considering what he thought was a heavy serving of talk and discussion on the 90-minute stanza.

"We try to keep the show on a true variety format, balancing talk and discussion segments with music and comedy. The audiences appreciate and look forward to guests such as Dr. Benjamin Spock and nuclear physicist Edward Teller just so long as we come up with some-

Radio-TV

PROGRAMMING

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



LOOKS AS THOUGH Gypsy Rose Lee is about to be panned by Mike Douglas during a demonstration of Miss Lee's culinary prowess on the Douglas show. Despite the flying pan, more than 7,000 viewers wrote KYW-TV for copies of the recipe for "Gypsy's Spanish Omelet."

—Photo by Ed Balhazar



MIKE DOUGLAS (second from right) goes over music for his 90-minute show with Ellie Frankel, musical director, and Forrest Fraser, producer, while director Ernest Sherry plots shots with pencil in hand. The daytime variety show is now being aired by all Group W TV outlets.

—Photo by Ed Balhazar

FCC REVEALS ITS NEW STANCE ON FM SERVICE

WASHINGTON — The new look and new prospects for the FM service have been announced by the Federal Communications Commission after a year of cogitating and a seven-month freeze on applications.

In lifting the FM freeze, the FCC has announced a table of channel assignments for about 2,830 outlets available in 1,858 communities across the country, effective September 11. Emphasis is on wide-area nighttime coverage, which AM service has not provided. The FCC decision to set up a table of channel assignments for FM, similar to television, is based on hope of "orderly" development of FM and a future of independent programming, and eventually independent ownership.

Right in step with the Commission is the National Association of FM Broadcasters, which is reportedly planning the big push to put FM over with regional and local advertisers on an unprecedented scale. NAFMB is readying plans for a specific audit of FM radio listening, market by market, to let advertisers know just who listens, where, how often, and what kind of spending they do. Once launched, research on FM and audited ratings will be under continuous research under the NAFMB plan.

The result of all the new action will probably be some big changes in FM programming and a broader showcase for LP records in all categories. The classics and stereo will probably be mainstay for some time to come, but appeal to educated and fairly well-to-do viewers will have to broaden to include young marrieds with changing tastes and a yen for musical variety. FM will probably remain closed to the bouncy jouncy rock and roll, and the quickie hit tunes that vanish with the season, as lovers of good listening flock to the clearer sound of FM.

Technically, the new FM assignments are based on market size and are under rules comparable to the table of TV channel assignments. Applications for FM channels not in the table will not be accepted unless for communities without any channel assignment and located within 25 miles of a place where there is an assigned but unoccupied channel.

No grants will be made for 60 days following release of the new table. During this period, applications may be amended to conform to the new rules, and at the end of the 60-day period, applications that do not conform will be dismissed.

programming newsletter

By BILL GAVIN • Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sanson St., San Francisco.

THE MOST NOTORIOUS egg-on-the-face performance by a federal government bureau in recent years was made by the FCC in its 1960 order that all radio stations must purchase all their records. The storm of protests and confusion that ensued soon led to a reversal of the order, which would never have been issued in the first place had the commissioners been reasonably aware of radio's record problem.

Investigations disclosed that a number of radio people had been receiving substantial favors—monetary and otherwise—from record people in return for playing their records. Obviously this is a breach of public trust and was treated as such. But the public commotion aroused was far out of proportion to the limited extent of malfeasances.

The Commission took the interesting position that if a record was played with the purpose of promoting its sale, such air play should be logged as commercial time. The order regarding record purchases was based on the erroneous assumption that the receipt of free records was a commercial inducement to give them air play. It soon became apparent that such was not the case, and today radio stations are receiving free promotion records in greater volume than ever before.

THE PHILOSOPHY behind the unhappy order has, I'm afraid, remained unchanged. There is an assumption in officialdom that radio, in order to remain virtuous, must separate itself from—and remain indifferent to—the promotion and sale of phonograph records. A number of stations, anxious to impress the FCC favorably, have erected formidable barriers between their program personnel

one like Vic Damone, Guy Mitchell or Frank Fontaine," said Fraser.

Variety of Guests

During my two-day visit, guests on Thursday (1) included Dr. Bergan Evans, professor of English at Northwestern University; comedian Adam Keefe, vocalist Laura Green, author of the "Feminine Mystique" Betty Friedman and the writer of the Saturday Evening Post article, "Battle of Bigotry." Friday (2) the show played host to George Montgomery, Dr. George King, who claims contact with people from other planets; the Modernaires and Cindy Carroll, star of the movie, "Gidget Goes to Rome."

The Douglas show's variety kick goes beyond just singing

and talk. On Thursday's show Dr. Evans was joined by Douglas and co-host Faye Emerson in playing the word game "Ghost." The next day three gals modeled costumes purchased by Faye Emerson in Cleveland with \$100.

The show's heavy reliance on guests of every description presents at times a major problem of co-ordination. The task of talent co-ordination falls on the shoulders of Clevelander Launa Newman. Performers are usually obtained from area night clubs, the Hanna Theater in the winter and the Warren Theater and Music Carnival in the summer. Promotional tours and associated business trips bring record artists, authors, scien-

(Continued on page 40)



and record promotion people. Promoters may be excluded from the premises . . . or they may deliver their records at the front desk . . . or they may make an appointment for a brief interview with the librarian . . . or they may be required to sign an affidavit certifying to the purity of their behavior.

This is a lot of silly nonsense. Such window dressing does nothing to solve the real problems. The assumption that radio's concern with records should be their artistic merit rather than their sales value is ridiculous.

Popular records are the life blood of modern American radio. Record popularity is largely—though not entirely—determined by sales. Evaluating the sales potential of a new record and determining the extent of its sale are inescapable concomitants of popular music programming. To ask a conscientious p.d. or deejay to be disinterested in the sales of the records he is playing is to ask the impossible. The record business is an inseparable part of radio, and no amount of pretending is going to change that fact.

LET'S STOP KIDDING OURSELVES. Hit records mean profits for the record business and ratings for radio stations. It's time that a representative group of broadcasters sat down with a similar group of record men and hammered out a joint "Code of Fair Practice," covering the basic and critical points of inter-relationship between the two groups. Such a code could be ratified by the NAB and submitted for FCC approval. Implementation and enforcement by ARMADA and RIAA would carry the record industry's stamp of approval.

Impractical? Too theoretical? That's a matter of opinion. At least it would be a beginning of a top level communications set-up that is long overdue.

Cleveland Local Show Hits Syndication Path

Continued from page 39

tists, et al. to the show on a regular basis.

Talent Search

The newest addition to the staff is associate producer Rift Fournier, 27, whose specific assignment is to dig up talent from the new cities on the syndication route as well as

research local institutions and events in the five cities for use by Douglas.

A number of top performers have used appearances on the Douglas show to experiment with new material. These days there is little or no opportunity for talent to pre-try a routine or song before an audience. The results often means the Douglas audience is in on a rare treat—an original performance.

Keeping all the other important factors firmly in mind, there is little doubt that it is Mike Douglas himself who is largely responsible for making the show a going success.

Douglas began his professional career as a singer on Chicago's WLS at the age of 11 and later matriculated to the old "Kay Kyser Kollege of Musical Knowledge" as a regular member of the faculty. After a tour of night clubs, personal appearances and two seasons on the "Kollege" TV version, Douglas settled in his home town of Chicago where he was staff soloist on WGN-Radio and TV and appeared nightly on the NBC-TV program, "Club 60."

The veteran showman has an uncanny knack for working well with his guests. Though Mike is the star he shares the spotlight each week with a name guest as co-host.

Some of them are entertainers, others are challenging thinkers—all of whom perform in the areas where they are most talented.

Among the co-hosts of previous programs have been singer Barbra Streisand, comedian Dick Gregory, Dr. Frank Baxter, Gypsy Rose Lee, comedian Jack E. Leonard, comedienne Phyllis Diller and Faye Emerson.

Each co-host was paid \$1,000 a week, plus expenses for the five-day stand when the show was aired only in Cleveland. The fee has been upped to \$2,500 for the current five-city airing.

The co-host concept, conceived by producer Fraser, has played an important part in the development of the show. Douglas maintains the over-all consistency while weekly co-hosts add variety and flavor to the program.

Mike employs an unusual skill as a catalyst to elicit top performances from his co-hosts and guests. Once things are rolling he displays equal skill in knowing when not to interrupt.

A testimonial to Mike's talent with talent was volunteered by veteran showman Bob Hope during a discussion on Johnny Carson's "Tonight" recently.

The Douglas smile and engaging personality is topped off with a flamboyant Irish wit

VOX JOX

By GIL FAGGEN

WEEKENDING it in Philadelphia, I heard the one about WIP's "Morning Mayor," Joe McCauley, who is now heard on Sundays from 9 to 11 a.m. Engineers on duty were surprised to see a kindly old lady of the Wellington Apartments (home of WIP) trying to get into the studios with a tray. Seems she has been a loyal listener to Joe for many years and since it was Sunday, she fixed him a complete breakfast. Unfortunately, Joe was on tape that day!



Bruce Morrow (left, WABC, New York), deejay who hosts weekly all-star spectaculars every Saturday and Sunday afternoon at Palisades Amusement Park (New Jersey), introduces Steve Clayton to his audience. Steve's just-released Decca waxing is entitled "He Will Call" and "Her Make-Up Kit."

(Continued on page 43)

Correction

In a recent story here concerning the new hootenanny formula introduced by WCPO-Radio, Cincinnati, Bill Dawes was erroneously referred to as the station's program director. Dawes is the station manager. WCPO program director is Dick Provost.

that reaches even the traditionally impenetrable technical staff.

Just as warm and engaging off camera as on, Mike seldom shows the strain of doing a 90-minute mile-a-minute show five days a week. There's always time to sign autographs and pose for pictures with the 130 or so studio audience guests.

Following a picture-taking session with an Ohio woman's club visiting the studio, an elderly lady leaned over and kissed him on the cheek, commenting, "You remind me of my own boys—God bless you."

The show, though outlined in advance, is fast-paced and requires alert direction. Ernest Sherry, 28, directs the show with deftness and imagination. Sherry's ability to anticipate the unexpected gives his camera work sharp pacing and fluidity. John Schimpf, associate director; Dick Creque, technical director; and Ed Moravek, audio, are the team ably backing Sherry. The program utilizes two or three cameras and from 13 to 16 microphones.

As the luck of the Irish would have it, the show is blessed with the genius of pianist Ellie Frankel and her trio. Ellie, long a featured performer at the Cleveland Theatrical Grill, is equally adept at providing accompaniment for a pro like Sammy Davis Jr. or George Montgom-

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP spotlights.

POPULAR

PRISONER OF LOVE—James Brown (King 851) "Waiting in Vain" (Lois, BMI) (2:43)

SOUNDS UNLIMITED—Marty Gold & His Ork (RCA Victor LPM 2714, LSP 2714) "Ballerina" (2:45)

THREE GREAT BANDS—Henry Mancini, Al Hirt, Perez Prado (RCA Victor LPM 2722, LSP 2722) "Tender Is the Night" (ASCAP) (2:03)

HONEY IN THE HORN—Al Hirt (RCA Victor LPM 2733, LSP 2733) "I Can't Get Started" (ASCAP) (2:42)

PETER NERO IN PERSON (RCA Victor LPM 2710, LSP 2710) "West Side Story" medley (13:00)

WONDERLAND OF GOLDEN HITS—Andre Kostelanetz (Columbia CL 2039, CS 8339) "Fly Me to the Moon"

SAY WONDERFUL THINGS—Patti Page (Columbia CL 2049, CS 3349) "If and When" (Miller, ASCAP) (2:22)

BE EVER WONDERFUL—Ted Taylor (Okeh OKM 12104, OKS 14104) "Close Your Eyes" (Miller, ASCAP) (2:34)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	1	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	8
2	2	2	MORE, Kai Winding, Verve 10295	7
3	6	3	GREEN, GREEN, New Christy Minstrels, Columbia 42805	8
4	5	4	ABILENE, George Hamilton IV, RCA Victor 8181	9
5	8	5	DANKE SCHOEN, Wayne Newton, Capitol 4989	6
6	4	6	HOPELESS, Andy Williams, Columbia 42784	8
7	10	7	TRUE LOVE NEVER WILLIS SMOOTH, Gene Pitney, Musicor 1032	7
8	9	8	MY WHOLE WORLD IS FALLING DOWN, Brenda Lee, Decca 31510	7
9	12	9	I WONDER, Brenda Lee, Decca 31510	6
10	7	10	DETROIT CITY, Bobby Bare, RCA Victor 8183	10
11	17	11	MAKE THE WORLD GO AWAY, Timi Yuro, Liberty 55587	5
12	3	12	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	11
13	20	13	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	4
14	14	14	I (Who Have Nothing), Ben T. King, Atco 6267	8
15	19	15	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	4
16	11	16	TILL THEN, Classics, Music Note 1116	9
17	16	17	SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020	13
18	—	18	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	5
19	—	19	TIPS OF MY FINGERS, Roy Clark, Capitol 4956	8
20	13	20	BE CAREFUL OF STONES THAT YOU THROW, Dion, Columbia 42810	7

YESTERYEAR'S HITS

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

POP—5 YEARS AGO August 18, 1958

- Volare (Nel Blu Dipinto Di Blue), D. Modugno, Decca
- Little Star, Elegants, Apt
- Bird Dog, Everly Brothers, Cadence
- Poor Little Fool, R. Nelson, Imperial
- Just a Dream, J. Clanton, Ace
- Patricia, P. Prado, RCA Victor
- My True Love, J. Scott, Carlton
- Rebel Rouser, D. Eddy, Jamie
- Fever, P. Lee, Capitol
- When, Kalin Twins, Decca

POP—10 YEARS AGO August 15, 1953

- Vaya Con Dios, L. Paul & Mary Ford, Capitol
- I'm Walking Behind You, E. Fisher, RCA Victor
- No Other Love, P. Como, RCA Victor
- You, You, You, Ames Brothers, RCA Victor
- P. S.: I Love You, Hilltoppers, Del
- Song From Moulin Rouge, P. Faith, Columbia
- Oh, P. W. Hunt, Capitol
- C'est Si Bon, E. Kiff, RCA Victor
- With These Hands, E. Fisher, RCA Victor
- Gambler's Guitar, R. Draper, Mercury

RHYTHM & BLUES—5 Years Ago—August 18, 1958

- Patricia, P. Prado, RCA Victor
Just a Dream, J. Clanton, Ace
Little Star, Elegants, Apt
Poor Little Fool, R. Nelson, Imperial
Splish Splash, B. Darin, Atco

- My True Love, J. Scott, Carlton
Yakety Yak, Coasters, Atco
Rebel Rouser, D. Eddy, Jamie
When, Kalin Twins, Decca
Willie and the Hand Jive, J. Otis, Capitol

ery, a movie producer who can't sing, but has fun trying.

Carl Kramer's set designs are simple but thoroughly effective. Guests usually perform before massive letters spelling out their names.

Chet Collier, program manager of KYW-TV, and his assistant Bill Osterhaus, are particularly proud of the Mike Douglas Show as it has proved successful against formidable local competition in the form of

another local live show, "The One o'Clock Club"—a Cleveland mainstay for a number of years aired on WEWS-TV.

The fact that two local stations are fighting it out with outstanding live local shows is perhaps one of the most graphic indications that TV is alive on the local level, developing bright creative and performing talent, new programming concepts and, above all, top entertainment.

The O'Jays
"LONELY DRIFTER"
#5976
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

BARBARA'S NEW RED HOT SCORCHING SINGLE!
(I CRIED AT)
LAURA'S WEDDING
BARBARA LYNN
Jamie #1260
J/E
Jamie/Guyden Dist. Co., Phila. 23, Pa.

BRIAN HYLAND
"I'M AFRAID TO GO HOME"
b/w
"SAVE YOUR HEART FOR ME"
ABC-10452
ABC-PARAMOUNT
FULL COLOR FIDELITY

Galloping to the Top!
DONKEY WALK
by
BIG DEE IRWIN
Fox 418
20th CENTURY-FOX RECORDS

ONE-STOP RECORD SERVICE
Complete line of Spirituals, R & B and Catalog Merchandise.
Write to be placed on our national mailing list.
We ship anywhere C.O.D.
Barney's One-Stop
1144 S. Kedzie Av., Chicago 12, Ill.
Phone: NE 8-9053

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602-252-5444

The next #1 Blues Hit!
CRY TO ME
Betty Harris
Jubilee 5456
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Top Electrohome Dealer



Dan Ravitch of San Francisco has been cited by International Electrohome, Bensenville, Ill., as its outstanding dealer of the year. Trophy, emblematic of his top standing, was presented to Ravitch by Electrohome brass at a cocktail party held last week at the Palmer House, Chicago. The firm was an exhibitor at the N.A.M.M. Convention. Shown above (l. to r.): Robert Moore, vice-president, International Electrohome; Ravitch; Electrohome of Canada (parent firm) president and chairman of the board C. A. Pallock, and Howard Main, vice-president of Electrohome of Canada and president of International Electrohome. The Kitchener, Ont., firm has blueprinted a major expansion in the American market and has already embarked on a color TV merchandising program for this fall. The firm sells direct to 415 franchised dealers in the United States and expects to add at least 85 additional dealers this year.

Coupon Plan Unveiled By Zondervan Records

GRAND RAPIDS, Mich.—In an attempt to "help the dealer, and in turn, the distributor, capture the lost business and plus business he is now losing," Zondervan Records, featuring gospel and sacred recordings, has come up with a new plan.

The firm has substituted a series of coupons for records. Distributor buys the coupon at his regular cost plus postage of 15 cents. Dealer buys the coupon at his regular cost plus postage of 15 cents. Dealer buys the coupon from the distributor at regular album cost or at the price set by the distributor. The retail buyer pays the regular price for the particu-

lar album. The consumer then simply notes the number of the wanted album, plus his address on the coupon, mails it (it's pre-stamped) back to the manufacturer, who mails the record out the same day.

According to the Zondervan spokesman, this opens up new possibilities for the dealer, in terms of special orders for merchandise not in stock, for out-of-town shipments, and for gift certificates. On the premium front, according to the firm, there are opportunities for sales incentives, prizes or Christmas gifts, bonus merchandise to be given with purchases of other related or even unrelated prod-

Schirado Now With Musictapes

CHICAGO—Merle Schirado, formerly director of creative services for Mercury Records, has joined Musictapes, Inc., as sales and marketing manager. Musictapes was formed slightly over a year ago by Pete Fabri, one time Bel Canto sales manager and Mercury Records director of marketing.

Musictapes now has a catalog of some 150 tapes and Fabri said the number would hit 175 by September. Major lines include: Everest, United Artists, Starday, Prestige, GNP, Crescendo, Electra, Vee Jay and Mahalo. Fabri also has a number of selections in his own line. He added that a "top classical line listing at \$4.95 will be brought out shortly."

In connection with Everest, Fabri said the deal, which was consummated two weeks ago, provides Musictapes with tape rights to the entire catalog. Initial release will include about 30 of the label's best selling recordings including the complete nine Beethoven symphonies, performed by Sir Josef Krips and the London Symphony. Package is expected to list at \$24.95. The release of the Everest product brings the Musictapes catalog to over 150 titles.

Musictapes, which also has the United Artists Ferrante and Teicher "Cleopatra" album has notified all outlets—in swinging record company fashion, that "we're willing to put our money where our mouth is."

Translated, this means that if by October 15, any tapes the dealer hasn't moved, may be returned for full cash refund. Minimum order to qualify on the guarantee is three tapes. The set, incidentally, is also being made available in cartridge form for the 3-M's tape cartridge player.

acts and for dealers with limited space availability.

New markets seen as a possibility would include the fund-raising field, door-to-door selling and perhaps even a sacred music party to be staged by a dealer representative in the home of an interested customer.

The last-named has been tried in many fields, particularly in housewares and on several occasions in records, with varying degrees of success.

3 Firms Chalk Up Record Sales Marks

CHICAGO—Three important companies in the home entertainment field have all chalked up record sales for the second quarter, according to shareholder reports issued last week. Zenith Radio Corporation, Motorola, Inc., and Minnesota Mining each turned out an optimistic picture last week.

Zenith sales and earnings for both the second quarter and first half of the year set new 45-year highs for the company, according to Hugh Robertson, chairman, and Joseph S. Wright, president. Net earnings, after estimated taxes for the first half, hit a record \$7,654,000, or 84 cents a share, an increase of 10 per cent over the same period a year ago. Color TV and stereo high fidelity phono equipment were credited with a substantial role in the increased profit picture.

Admiral, likewise, showed an increase of 10 per cent in earnings over the second quarter of 1962. Earnings, according to President Robert W. Galvin, amounted to \$3,556,427, or 88 cents a share. Again, phono and TV were credited for their help in developing the good picture.

The picture was equally bright at 3-M's. Second quarter sales and earnings set records. Sales increased 10 per cent over the same period last year while net income rose 13.5 per cent

over the same period of 1962. Net income for the second quarter rose from \$19,775,608 to \$22,453,063 for an increase of 38 to 43 cents a share.

3-M's new President, Bert S. Cross, commented that the gains were attributable to "strong gains in the company's established product lines as well as continued good growth in business abroad." Cross noted that the company had introduced three new models of the firm's Revere stereo tape cartridge system and that "a number of new products are scheduled for introduction in the months ahead."

Meanwhile, a more modest picture was available, particularly at the phono level, from

(Continued on page 42)

London Puts Out Tape Classical

NEW YORK — London Records has issued its first classical tape release from the catalog of its French subsidiary label, L'Oiseau Lyre. London sales planning director, Marty Wargo, said the move was prompted by evidence of growing consumer demand for more varied classical repertoire on tape.

Initial release, now available, includes two operas: Berlioz's "Beatrice and Benedict," and Purcell's "Dido and Aeneas." Regular August London tape release offers pop sets by Frank Chacksfield, Werner Mueller and Johnny Douglas and one classical package, "Tales of Old Vienna," with the Vienna Philharmonic under Willi Boskovsky.

"Selling the wrong needle is verschuncken!"



There you have it, straight from Hendrik Van Stickler, Fidelity's Quality Control Expert and diamond cutter. What Hendrik means is that it's easier for you... and for your customers... when you sell them the right needle the first time! How? With Fidelity's exclusive Needle Guide and Identification Key catalog. This comprehensive book makes it easy for you to determine the proper needle for every model, every tone arm on the market. And that's just one of the many good reasons for handling Fidelity. Van Stickler's a stickler for quality, too.



Fidelity, Inc.
Chicago 26,
Illinois

equipment newsletter

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

RADIO'S SILVER LINING: Nobody who makes his living in the home entertainment business has to be told that radios are harder to sell this year than last, or that prices and profits are tumbling.

A lot of radios are being sold—no question about it—but sales are down compared with last year's big boom. For the first half of this year, sales of domestic radios to dealers were 18 per cent below the comparable 1962 period. June sales were 23 per cent lower than the same 1962 month.

These figures represent all categories of radios sold under American radio manufacturers' brand names. But if you look more closely at the statistics, you'll find a shimmering oasis in the desert.

For the first five months of 1963 (latest figures available), production of FM radios—not including phono or TV combinations or component tuners—was flying a high 32 per cent ahead of 1962. The number of phono and TV combinations including FM is also rising steadily.

We reported in this column last March that 1962 sales of FM radios (including imports, radio-phono and TV-radio phono combinations) totaled more than 3,000,000 units. It now seems pretty certain that 1963's total will exceed 4,000,000.

IS THIS A FAD, a flash in the pan? Will this year's boom

be next year's boomerang? Is the market being glutted with FM sets as it was last year with AM radios?

There are substantial reasons to believe that the FM boom has little in common with last year's AM radio glut. The AM radio surge was based on low prices. FM radio is growing at substantially higher prices. The AM radio market is saturated; there are more AM radios in the United States than there are people. There are perhaps 16,000,000 FM radios now in use.

FM is a growing market. There are now 1,120 stations on the air. Another 88 are being built, and there are applications for 190 new stations. At the end of 1962 there were 1,078 FM stations; at the end of 1961 there were 956. The number of FM stations has nearly doubled since Jan. 1, 1957. The number of stations going on the air can be expected to accelerate as a result of the FCC's recent lifting of the FM station "freeze"—during which it authorized no new stations.

Thus more areas are now becoming adequately served by FM. The growth of FM stereo—now being broadcast by about 260 stations in the U. S. and a dozen in Canada—is adding to the new FM boom, particularly in radio-phono combinations and in high-end FM stereo table radios.

FM radios are now appearing in sizes and shapes which were considered impossible a couple of years ago. There are pocket FM sets, transistor portable FM stereo radios, automobile FM

(Continued on page 42)

equipment newsletter

• Continued from page 41

sets which really work, single-channel FM radios at reasonable prices which don't drift.

WHEN WILL THE BOOM SUBSIDE? With the usual reservations—that is, barring depression, war, tidal wave, Martian landings and the like—we can't see any end to it from now to the time our last hairs fall out.

We don't ask you to take our word for it. Last winter the Harvard Graduate School of Business Administration made a study of the projected growth of both AM and FM radio, and came up with some fascinating figures.

Based on domestic production (excluding imports), the Harvard Business school report sees FM radio output rising from 2,500,000 in 1962 to 3,360,000 in 1963, reaching 4,400,000 in 1964. By 1965, the projection indicates, FM radio production will have reached 5,750,000, increasing to 7,390,000 in 1966 and to 9,280,000 in 1967.

In 1968, the study predicts, production of FM sets will outstrip AM radios by 11,400,000 to 9,200,000. If FM imports are included in the projection, the Harvard study says, FM sales might pass AM a year earlier, in 1967.

One prediction made in the Harvard study already seems to be borne out by facts. It predicted that sales and production of AM radios would begin to decline in 1963. It forecast, too, that this downward trend would continue as FM sales rise.

The Harvard survey also looks at the potential growth of FM stations and foresees them hitting the 2,000 mark in mid-1966, reaching 2,200 by the end of 1967, and peaking at around 3,200 some time between 1970 and 1975.

It forecasts substantial growth of "independent" FM stations—meaning FM outlets which have no common ownership with AM stations in the same community, and therefore can be assumed to program separately (though an increasing number of AM-FM pairs under common ownership are now also offering separate programming on AM and FM). These independents, which will gross \$13,700,000 in advertising revenues in 1963, will rise to \$38,200,000 in a scant three years and exceed the revenues earned by AM stations before 1975.

THUS ONE GROUP of business experts sees FM radio eclipsing AM in almost every way within the next decade. To the home entertainment dealer, this means a new field, now just emerging from a prolonged infancy.

The wise dealer will associate himself with FM now, become "FM headquarters" in the eyes of his customers. Every phonograph customer should be sold strongly on buying a unit which includes FM. Every radio customer should be sold on the advantages of a set with FM. Selling up to FM and FM stereo can build bigger sales, more profits—and grateful customers.

SORD Issues All-for-One Statement

JERSEY CITY, N. J. — The Society of Record Dealers of America (SORD) has extended an open invitation to all segments of the disk industry to become sustaining members of the organization. The hand of friendship and co-operation was extended last week by SORD President Louis Shapiro.

Though retailers and manufacturers in the record industry have frequently found themselves on opposite sides of the fence, economically and legally, Shapiro said that "in many respects our interests are identical. Many of us want passage of the Quality Stabilization Bill now before the Congress. Many of us are in favor of stronger fair trade practices, a clarification of the powers of the Federal Trade Commission and a speed-up of its operations."

"When retailers prosper, manufacturers and distributors also prosper, and when retailers fail, the handwriting is on the wall for the entire industry. We must fight for each other rather than against each other. In this historic moment in the record world, we feel that a great deal more can be accomplished if there is a meeting of the minds and a means of communication between all segments of this business."

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 BETWEEN \$101 and \$150

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	5/18/63 Issue	2/16/63 Issue		
1	1	2	Magnavox	24.5
2	6	8	Zenith	13.9
3	7	4	Masterwork	10.4
4	5	11	General Electric	10.1
5	2	6	Decca	7.6
6	3	5	RCA Victor	7.5
7	4	1	Voice of Music (V-M)....	5.1
8	10	7	Webcor	4.5
9	—	—	Delmonico	3.3
			Others	13.1

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.

5/18/63 Issue: Philco (8); Motorola (9).

2/16/63 Issue: Phonola (3); Motorola (8); Symphonic (8).

NEW DEALER PRODUCTS

Combination Unit



Harman-Kardon, with space efficiency in mind, has turned out this new combination FM stereo tuner and dual preamplifier and power amplifier all in a single chassis. The unit is said to perform well with virtually any type of speaker of either low or high efficiency. List price is \$224.95.

Cipher VII



Inter-Mark Corporation, New York, is making available this new stereo tape machine known as Cipher VII. Unit records and plays back in four-track, has three-speed stereo or monaural, records sound on sound and can play vertically or horizontally. The two-tone cabinet model lists at \$274.95.

Color TV Unit



Packard Bell has come up with Model 21CCB-RP2, a new color TV combination unit which also includes a speakerless stereo unit placed on top of the TV console. The stereo arrangement also includes AM/FM stereo radio which operates through the dual-speaker system of the color TV set. Extension speakers are optional extras. As shown, the combination is pegged at \$995.95.

Accessory Displays



Le-Bo Products of Long Island City, N. Y., has brought out two new, unique accessory display units for in-store use. Pictured above is Model 784, white pegboard rack with two shelves for record rack displays. Needles, adapters, cleaning sprays and cloths and tapes can all be accommodated on the rack. According to the manufacturer, the unit holds 784 separate pieces. Not shown is Model 327, a floor revolving rack which can be shortened for counter use. This unit holds 14 varieties of accessories.

Record Sales Marks

• Continued from page 41
current reports of the Electronics Industries Association. Total sales of phonos continued a monthly down trend through May.

The trend gained impetus at the start of the year, but sales at both the factory and distributor level for the five-month period remained "comfortably ahead of the turnover for the same five months of last year," according to EIA's marketing services department.

PREDICT BOOM IN HONG KONG AMPLIFIERS

HONG KONG—This Crown colony has embarked on a new industry — Hong Kong-made amplifiers. The amplifiers are being produced at present on a small scale, but reactions from the local and export markets have been good. It is estimated the trade will realize proportions similar to that of the transistor radio business—now a flourishing industry.

The Hong Kong-made amplifier, listed at \$95 (U.K. currency) per set, is approximately 30 to 40 per cent cheaper than the Japanese product. The amplifier is a mixture of British tubes and capacitors, German rectifiers, Danish resistors and a Hong Kong case — a smart gold sprayed-steel container.

With a view to expanding the industry, new parts have been ordered from the U.K. in an attempt to increase production.

So confident are the brains behind this new industry that plans are already being drawn up for expansion into the manufacture of stereo amplifiers, amplifiers with radio receivers, and eventually whole hi-fi and stereo sets. The entire electronics industry is so stable at the moment that Hong Kong has started making a large variety of components for the local transistor radio industry and for export.



RECORD TREE, INC., Philadelphia, has introduced this new way of storing LP records. Known as the Record Tree, the ceiling-to-floor unit contains free, rubber-end cups to protect acoustic ceilings and wood floor finishes, and can hold up to 240 albums in four tiers with 60 hangers each. Each tier rotates around the pole. Hangers are adjustable to thickness of record jacket and the jackets remain in place as the record is being played. The price is \$24.95.

ANOTHER RECOTON 1st
an unprecedented, exciting
DIAMOND NEEDLE PROMOTION
will send your sales **SOARING**



for only \$1.00 plus the label from a RECOTON DIAMOND NEEDLE your customers receive this fabulous LP* Record Album

Get your free promotional aids immediately. Contact your Recoton distributor or write to us.

RECOTON CORP., 44-23 Crane St., L.I.C. 1, N.Y.

HOTEL FORREST

49 ST. West of 8'way.
New York City. Circle 6-3232
In the Heart of Times Square
"At the Crossroads of the World"
NEW, SENSATIONAL ONE-RATE PLAN!
Every Single room \$7.50
Every Double room \$11.00
Fully Air Conditioned
21" TV & Hi-Fi in every room
Garage adjacent to hotel
Showrooms available
Dep. Wht. Motel

VOX JOX

Continued from page 40

FOLLOW the bouncing ball: WABC-Radio has invited its listeners to take to the beach with 2,387 orange, green and pink beach balls. Each day this month, a different number of beach balls will be bounced in the WABC "Beach Ball Bounce Around." Listeners are asked to submit a guess as to the number of balls bounced each day. The 77 closest guessers each day win one of the beach balls.

SEGUE: Steve Stone, morning mentor at WJAS (NBC O & O Pittsburgh) exits outlet following wholesale shifts placing Bill Brant in the early a.m. and Hillary Bogden in the mid-morning slot from the late evening stanza. Jim White remains in the late afternoon spot.

Bud Brees, former WPEN (Phila.) air personality who has been free-lancing in New York will return to Philadelphia in several weeks to set up a p.r. office.

Harvey C. Ellsworth, ex-KHOW (Denver) o.m., takes over program reins at KALL (Salt Lake City). . . **Bob Friend** new midday voice on WHK (Cleveland). . . **Don (Dark) Durden**, ex-KNOE (Monroe, La.) staffer, handling p.d. chores and top 40 show on KFSA (Fort Smith, Ark.). . . **Tommy R. Stillwagon** has been named to newly created position of assistant to general manager in charge of radio operations at Triangle's WFBG (Altoona, Pa.).

STATION PROMOTIONS: WEBB (Baltimore) held its second annual snowball jamboree recently with more than 3,000 children in attendance. Two tons of snow was provided by an ice company and the kids were awarded prizes for tossing snowballs.

A "Happy Puppy" contest is being conducted by Johnny Rowe of KTLN (Denver) in connection with Bent Fabric's recording of the same name. Johnny is asking listeners for pictures of their happy canine pets. Who knows, one may look like Jack Fine?

Reward of 1,090 "pieces of silver" for return of KING-Radio's crown has been delivered to a Seattle bank by the station's waker-upper Frosty Fowler. The \$1,090 will be awarded to the finder of the crown with daily clues being aired.

DURING MY TRIP to Cleveland last week I learned of WHK's thespians Johnny Holiday and Scott Burton's exploits in the Cain Park production of "Oklahoma!" . . . Also on the Cleveland scene is a new conversation series aired as a part of KYW's "Program PM" and hosted by Harv Morgan. . . While gallivanting around the Ohio countryside with Hugh Harper, KYW's p.r. chief, and his assistant Judy Maisey, I tuned in WWGO (formerly WLEU, Erie) and heard the familiar voice of Bob (Jim Hanlon) Ward. Cliff Shilling is p.d. with air stint (he also does dance part show on WSE-TV), and other WWGO staffers are Robin Scott, Dan Ryan, Guy King, Bob Allen and Jim Chaplin. The outlet, which changed calls July 15, is printing a "Silver Dollar Survey" sheet.

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

WANT RECORDS—45'S, SURPLUS RETURNS, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: GReenleaf 6-7778. au31

FOR SALE—100 ASSORTED NEW 45 RPM'S, \$8.50; \$77 per 1,000. Paul V. Lee, Record Distributing Co., 4546 So. Park Drive, Metairie 20, La. au17

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

MORTY WAX NATIONAL RECORD Promo Network, coast to coast. A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Radio and TV interviews. Morty Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap25

"20 Years of Record Experience"

JOE PETRALIA RECORD PROMOTION

Park Sheraton Hotel
Suite 267 55th St. at 7th Ave.

New York 19, N. Y.
Phone: JU 6-6935

RECORD ACCESSORIES & DEALER FIXTURES

RACK JOBBERS

Reduce costs with Art-Phyl's record displays and free standing pegboard units.

The most diversified line—at prices well below competition.

Write today.

ART-PHYL CREATIONS
508 Frelinghuysen Avenue
Newark 14, N. J.
N.J.: BI 8-5100 N.Y.: WO 4-2565

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

MISCELLANEOUS

For Your Copy of The Just-Published INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati 14, Ohio
Price: \$1.00 per copy

BUSINESS OPPORTUNITIES

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influentials all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

MAKE OUR PRESTIGE NEW YORK address yours. Mail, telephone calls received, forwarded daily. Local, out-of-town accounts serviced. New York Mail Service, 210B Fifth Ave., New York 10, New York. au24

MOSS

(Music Operators Stereo Service)
A regular program of 33 1/2 stereo singles for Operators.

Developed by RSI* in cooperation with Rock-Ola Rowe-AMI and Wurlitzer.

DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #4 IN THIS ISSUE

*Record Source International, A Division of Billboard.

MISCELLANEOUS

ANNOUNCING THE ARRIVAL OF THE Jockey Jaker, a new series of one-line gags and bits for DJ's and comics. First edition, \$2.50; write for complete catalogue of other gag files. Show-Biz Comedy Service (Dept. JJ), 65 Parkway Court, Brooklyn 35, N. Y. au24

30,000 PROFESSIONAL COMEDY LINES: Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

when answering ads . . .

Say You Saw It in Billboard

Attention, Radio Stations: Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI

Record Source International
1564 Broadway, New York 36, N.Y.
PL 7-2800

1564 BROADWAY N.Y.C.

Times Square Office Space for Rent.
8700 Square Feet.
Central Air Conditioning.
Very Reasonable Rental.

Contact

KENNETH LAUB
of Collins Tuttle & Co.
261 Madison Ave.
New York 16, N. Y.
Telephone: MUrrayhill 2-4020

Say You Saw It In Billboard

TIMES SQUARE OFFICE SPACE

1560 Broadway
New York City

700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.

Renting office on premises.

Phone: H.G. SHEPHERD
at CI 5-8975

WANTED TO BUY

WOULD LIKE TO BUY ESTABLISHED Arcade or rent location for an arcade. Would prefer resort or beach area. Please contact P. H. Walter, 399 Broadway, Monticello, N. Y. Phone Monticello 1611. au17

The Company that REALLY goes after more business CAN get more business . . .

by consistent advertisements in Billboard's

Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.

Classification: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

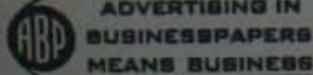
Company Name _____ Authorized by _____

Address _____

City _____ Zone _____ State _____

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway 1520 N. Gower St. 188 W. Randolph St.
New York, N. Y., 10036 Hollywood, Calif., 90028 Chicago, Ill., 60601



hot

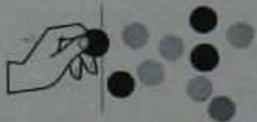


It's always a temptation to buy an item just because everybody else does.

Sure, the new Rowe AMI phonograph is "hot," as they say in the trade, but we'd still prefer you to shop around before you order any new jukeboxes. Look at *all* the systems. Ask questions. Compare. What guarantees are they willing to give? What about the deal?

Then do the same thing at your Rowe AC Services distributor's. Make him demonstrate why the new Rowe AMI is not only unexcelled as a music-maker but unequalled as a money-maker. Make him give you a deal.

We're sure the results will be the same—you'll end up ordering Rowe—but we'll feel better about it, and so will you, because then you'll know why Rowe AMI is your best buy.



**ROWE
AC SERVICES**

18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,
bill changers, music systems*

Coin Machine

OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
MICRO STEREO RELEASES • BULK VENDING

Mar-Tab Named Distrib of Koener Play Golf Unit

MIAMI—Mar-Tab Vending, a division of the Castlewood International Corporation, has been named national distributor of Play Golf, manufactured by Koener Products, Bloomington, Ill.

From one to four persons can play the game, using a standard putter and regulation golf balls. One point is awarded for sinking a putt in the center cup, and two or three points are awarded for sinking shots in the

side cups. Person with the highest score for nine holes is the winner.

The ramp is available through manipulation of side knobs. Mounds and undulations may be created with these adjustments. An electronic scoreboard records each putt as it is made.

The game can be used either as a coin operated piece or set for free play.



MAR-TAB EMPLOYEES try out Play Golf. The Miami firm is national distributor of the unit, which is made by Koener Products Corporation, Bloomington, Ill.

Red Bloc Seen as Coin Market

By OMER ANDERSON

BRUSSELS—Eastern Europe may open up as a market for U. S. and Western European coin machines. That's what trade experts here feel, and they're basing their feelings on the nuclear test ban treaty. The consensus is that Russia is tired of the armaments race and wants to concentrate on raising the living standard of its people.

Most European manufacturers now believe a significant rise in Western coin machine exports to the Soviet bloc may be possible, particularly if the coin machine trade works with other export sectors to guarantee a place for their product in any trade expansion agreements.

Coin machine trade experts in Brussels, crossroads of the world coin trade, believe that Western manufacturers now have their first real chance to crack the Red market.

A trade veteran remarked: "There has been a lot of talk in the past about the rosy Red market for coin machines, but it has proved to be mostly hot air."

Stimulate Trading

"We think the test ban treaty is really big stuff—that it signals a big expansion of East-West trade, which should stimulate trading in coin machines as well as in other goods."

What encourages such roseate optimism is the fact that East-West trade has been taking a consistently broader base. Whereas the Communists

heretofore have restricted trade to a narrow list, they are becoming increasingly willing to liberalize imports from Western countries.

What some here refer to as "the rusting away of the Iron Curtain," is being accompanied by the liberalization of Communist life and the shrinkage of Communist dogma.

Western Music

This is evident in the surge of Western music behind the Curtain, and, even more to the point, to the general acceptance of Western phonographs and even games.

This is notably the case this summer at the big Red resorts on the Black Sea, which are bidding for Western tourists as never before—and using Western coin machines as tourist lures.

West Germany is working systematically to put a solid foundation under its trade with the Soviet bloc. The Germans negotiated a trade agreement with Poland early this year and now are seeking a similar pact with Budapest. Negotiations with Prague, Sofia and Bucharest are to follow.

French and Italian manufacturers are particularly anxious for Soviet bloc business. French trade representatives are engaged even now in sounding out the Soviets, and their Italian counterparts are working to find a home for phonograph exports inside Italy's generally burgeoning trade with Moscow.

Unit Census In Britain to Get A Green Light

LONDON — The Finance Bill, which requires a census by Customs & Excise of fruit machines and other coin-operated gaming devices, is expected to become effective this month.

So far, coin-amusement traders have had no details other than press reports as to their obligations under the statute.

Members of the Amusement Trades Association are waiting directives from ATA, which is obtaining details of formalities affecting the coin-trade from the revenue.

The census is intended to inform the British exchequer during forthcoming deliberations about a tax on fruits, bingos and betting.

Automatic Canteen Shows Rise in 9-Month Earnings

CHICAGO—Automatic Canteen Company of America last week reported sales and operating revenues for the nine months ended June 8 of \$169,455,573. Net earnings from operations, after taxes, were \$2,583,800, or 39 cents per share, plus additional non-recurring income, after taxes, of \$647,274, or 9 cents per share, or a total of 48 cents per share.

These figures compare to the nine-month 1962 sales and income of \$153,428,853 and earnings after taxes of \$1,100,645, or 16 cents per share. The 1962 figures have been restated to reflect substantial adjustments made during the fourth quarter of fiscal 1962.

Third-quarter sales and operating revenues for 1963 amounted to \$58,402,829, up 7½ per cent than the corresponding 1962 revenues of \$54,550,174. Net earnings for the

third quarter were \$715,175, or 11 cents per share, compared to the restated 1962 earnings of \$533,960, or 8 cents per share.

Patrick L. O'Malley, president, attributed the nine-month increase to a significant increase in volume from all phases of the operations—vending, manufacturing, finance companies and the European operations, coupled with efficiencies effected in all divisions of the company.

Bied Granddad

LOS ANGELES — Herman Bied, vice-president of Associated Coin Amusements, took time out from a busy schedule of opening the company's new building here to become a grandfather again. A son, Gregory, was born to Irving Bied and his wife. Irving is office manager for the local ACA operations.

Keeney Man Goes Overseas For Seminars

CHICAGO — Edward P. Krynski, assistant chief engineer of the J. H. Keeney Company, will conduct a series of service seminars in the United Kingdom late this month. The sessions will be co-sponsored by Keeney and its United Kingdom distributor, Mar-Matic Sales Ltd., London.

According to Geoff Grange, Mar-Matic sales manager, this marks the first time the two firms have set up a joint service school with factory personnel in charge.

All operators and servicemen who operate or who are interested in operating Keeney equipment in the United Kingdom or the Continent are invited. Maintenance and repair courses will be given in London, Bath, Cardiff and Nottingham.

Complete information may be obtained from Mar-Matic Sales Ltd., 31-35 Kirby St., Hatton Garden, London E.C. 1 (HOLburn 0516-7).

Krynski, a 10-year veteran of the coin machine industry, has

(Continued on page 49)

Coin Machine Exports Booming

By AARON STERNFIELD

NEW YORK—Paced by Belgium, which bought close to \$1 million worth of juke boxes and amusement machines, Europeans continued to import U. S. coin machines at a record clip during March.

According to figures released this week by the U. S. Department of Commerce, U. S. coin machine exports (vending machines excluded) amounted to \$3,511,360, nearly 80 per cent of which went to Western Europe.

The March figure tops that of the previous month by more than \$300,000, and it's nearly \$900,000 more than the export volume of March, 1962.

Record Year Seen

If U. S. exports continue at the first-quarter rate, 1963 will be a record year for American coin machine exporters. And the end of the export boom is not in sight. Western Europe still accounts for the lion's share of coin machine exports, with the South American, African and Asian potential still untapped.

The five biggest buyers of U. S. coin machines during March, for example, were the same five as during March, 1962, although not in the same order.

They are Belgium, France,

West Germany, the United Kingdom and Switzerland, with Italy not too far behind. Japan, the top Asian buyer, was in the No. 7 spot, while Venezuela, in No. 10 position, lead the South American nations. No African country was listed in the first 15.

For the second successive month, Belgium ranked first

among overseas buyers, with \$988,543, followed by France with \$675,611, and West Germany with \$555,229.

New and used juke boxes accounted for two-thirds of the Belgian purchases, with games accounting for the other third.

Biggest game purchaser was France, with 1,023 units valued

at \$572,557. Unlike Belgium, which receives its equipment at Antwerp and ships all over Europe from there, the French purchases are primarily for domestic consumption.

German Purchases

West Germany, which had bought 729 new juke boxes in

(Continued on page 54)

Coin Machine Exports

March, 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	582	498,357	531	\$160,260	920	\$ 329,926	2,033	\$ 988,543
France	121	101,474	4	1,580	1,023	572,557	1,148	675,611
West Germany	533	320,668	106	29,195	500	205,366	1,139	555,229
United Kingdom	82	58,060	16	6,849	764	247,586	862	312,495
Switzerland	100	84,796	—	—	161	61,351	261	146,147
Japan	52	34,593	109	23,031	200	65,752	361	123,376
Italy	25	25,180	—	—	115	88,930	140	114,110
Canada	47	34,731	10	4,000	125	44,982	182	83,713
Finland	69	55,045	—	—	35	12,579	104	67,624
Venezuela	29	24,610	—	—	69	31,761	98	56,371
Sweden	16	11,612	—	—	84	35,991	100	47,603
Denmark	13	9,752	—	—	131	30,910	144	40,662
Nan Islands	2	1,335	90	29,986	8	8,994	100	40,315
Panama	24	19,434	—	—	41	8,471	65	27,905
Austria	20	13,647	2	2,090	29	7,534	51	23,271
Other Countries	91	73,793	247	60,209	249	74,383	587	208,385
Totals	1,806	\$1,367,087	1,115	\$317,200	4,454	\$1,827,073	7,375	\$3,511,360

SEND FOR COMPLETE LISTS

Vending Machines	Shuffle Alleys
Music	Pool Tables
Amusements	Rides
Pin Games	Bowlers
Assorted Arcade Equip.	
Penny Weighing Scales	
Records of All Types	
Parts and Supplies	

FROM THE WORLD'S LARGEST INVENTORY

DAVID ROSEN

Exclusive A.M.I. Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

when answering ads . . .

Say You Saw It in
Billboard

EUROPEAN NEWS BRIEFS

New Color Film

HAMBURG — Helmut Rehbock GmbH, the German general importer of Scopitone, reports that a steady supply of new color film attractions is now available for the French-made film phonograph.

Scopitone stocks 36 color sound films, and Rehbock says new films are being supplied from both domestic and foreign production. Rehbock reports enthusiastic reception for Scopitone at German locations, where the box is being tested.

It is expert consensus that success of Scopitone ultimately will depend on the supply of new films available.

Swiss Phono Boom

ZURICH — Swiss operators have added some 200 machines so far this season, the biggest spurt in recent years. Switzerland now has nearly 10,000 phonographs in operation.

U. S. phonographs dominate the trade here. Trade surveys indicate upward of 85 per cent

of machines at Swiss locations are of U. S. manufacture.

The market is about evenly divided among the U. S. "big four"—Wurlitzer, Seeburg, AMI and Rock-Ola. Swiss phonograph play is helped (although some trade experts debate this point) by the multiplicity of labels, some 190 in all and more than any other European country.

Coin Changer

HAMBURG — National Rejectors has introduced a coin changer for the German market. Rejectors' "Wechselautomat" changes one Deutschemerk (25 cents) into 50 pfennigs, four 10-pfennig coins, and two 5-pfennig coins, or a two-mark coin into two one-mark coins.

G-A Anniversary

FRANKFURT — Frankfurt's wholesale firm of Globus-Automaten GmbH is observing its 10th anniversary. Founded by three men on a shoestring in 1953, Globus has become one of West Germany's largest one-stop operations.

Aside from disks, it distributes phonographs, pinballs, soccer games, payouts, bowling games and vending equipment.

Spanish Problem

CADIZ — Spanish operators are pressing for a relaxation of the importation restrictions on pinball machines, and the establishment of separate tariff and tax categories for new and used equipment.

The Spanish trade argues that continuance of import restrictions is contrary to the general trade liberalization which Generalissimo Francisco Franco's regime professes to be introducing.

Operators are campaigning, too, against alleged subterfuge employed by provincial authorities to ban pinballs. In Galicia, for example, a provincial ordinance requires that all pinballs must be placed according to a blueprint drafted and approved by a registered architect.

Libyan Market

NAPLES — Coin machine shipments to Libya continue to increase rapidly from Naples,

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.

WIPE OUT SURFARIS, DOT 16479
SURFER JOE
CANDY GIRL 4 SEASONS, VEE JAY 539
MARLENA
HOPELESS ANDY WILLIAMS, COLUMBIA 42795
MORE
MY WHOLE WORLD IS FALLING DOWN BRENDA LEE, DECCA 31510
I WONDER
TWIST IT UP CHUBBY CHECKER, PARKWAY 879
SURF PARTY
SURFER GIRL BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE
DROWNIN' MY SORROWS CONNIE FRANCIS, MGM 13160
MALA FEMMENA

ATLAS SPECIALS!

RECONDITIONED—FULLY GUARANTEED

VENDING

ROWE L-1000, 4-Flavor (Real Clean)	\$595	ROWE 8-Col. CANDY (New Helper Springs)	\$125
ROWE RV-750 (Fresh Brew)	445	STONER CANDY, Mod. 160	165
DUGRENIER K-12 Cig. (Man.)	140	STONER 102 CANDY (5c)	95
SEEBURG E-2 Cig.	195	STONER 120 CANDY (5c)	95
CORSAIR "30" Cig.	165	ROWE AMBASSADOR, 14-Col.	175

Now Delivering in Chicagoland . . .

Bally CUE-TEASE

2-Player—Mystery Rotation Scores!

Terms: 1/3 Dep., Bal. C.O.D. or Sight Draft.
Cable: "ATMUSIC"—Chicago



Serving the Industry for Over 30 Years

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

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, N. Y., 10036

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 _____

MOSS PACK #4 CONTAINS:

Selections	Artist	Label	Album Title
(1) MOONLIGHT & ROSES (2) THREE O'CLOCK IN THE MORNING	Hugo & Luigi Chorus	RCA	CASCADING VOICES OF THE HUGO & LUIGI CHORUS
(1) LOVE THEME FROM MUTINY ON THE BOUNTY (2) THEME FROM GIGOT	Jackie Gleason	Capitol	JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY
(1) GINA (2) STRANGERS ON THE SHORE	Felix Slatkin	Liberty	WINTER LOVE
(1) THE ANTONY & CLEOPATRA THEME (2) CAESAR & CLEOPATRA THEME	Original Score	20th Fox	CLEOPATRA
(1) LOVER COME BACK TO ME (2) MISTY	Erroll Garner	Reprise	ONE WORLD CONCERT

JUKE BOX DISTRIBUTORS . . . ONE-STOPS

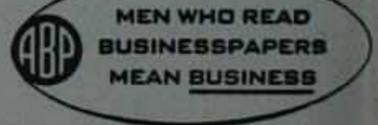
Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 B'way, New York, N. Y., 10036.

- 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.



*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.

RSI-WURLITZER MOSS PACKS PROVE BIG MONEY-MAKERS

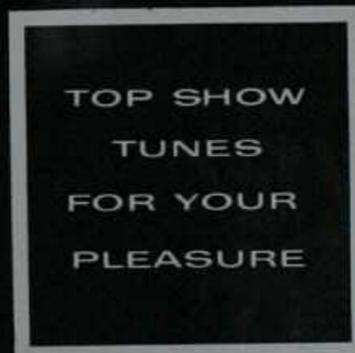
Album Sleeve Holder Insert (below) Available for Wurlitzer Model 2600 and 2700 Phonographs.
Miniature Album Covers and Special Color Title Strips Furnished in each MOSS Five Pack.



33 $\frac{1}{3}$ STEREO
SINGLE FIVE
PACKS FROM
TOP LP ALBUMS
PROVE
TERRIFIC
EXTRA PLAY
PROMOTERS



THE BEST FROM THE ALBUMS
Selected music for a program of
PLEASURABLE LISTENING



MOSS PACK No. 4

Moonlight & Roses
RSI • THE HUGO & LUIGI CHORUS • RCA • STEREO
Three O'Clock In The Morning

Love Theme From Mutiny On The Bounty
RSI • JACKIE GLEASON PRESENTS • CAPITOL • STEREO
Theme From Gigot

Gina
RSI • WINTER LOVE • LIBERTY • STEREO
Strangers On The Shore

The Anthony & Cleopatra Theme
RSI • CLEOPATRA • 20th FOX • STEREO
Caesar & Cleopatra Theme

Lover Come Back To Me
RSI • ONE WORLD CONCERT • REPRISE • STEREO
Misty

Originally conceived as a plan to increase adult listening — which it has most impressively—the MOSS Pre-Pack Promotion for music operators has proved a play stimulator in all locations when properly

programmed.

Try it on your route. It will prove a revelation. No other phonograph so realistically reproduces these stereo tunes as a Wurlitzer with its Dynatone Sound System.

SUBSCRIBE TO MOSS THROUGH YOUR WURLITZER DISTRIBUTOR, OR WRITE RECORD SOURCE INTERNATIONAL, 1564 BROADWAY, NEW YORK 36, N. Y. GET THE LATEST MOSS PRE-PACKS DELIVERED ANYWHERE IN THE U.S. EVERY TWO WEEKS.

WURLITZER 2700

WURLITZER WELCOMES YOU TO THE MOA SHOW—BOOTH 9

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N. Y.

See Wurlitzer at the MOA SHOW September 4-6, Morrison Hotel, Booth 9, Grand Ballroom.

Recent

STEREO RELEASES

for Music Operators

■ **SEEBURG LITTLE LP's**

Pop Vocal

JUDY GARLAND—At Carnegie Hall, Vol. II. .Capitol

Pop Instrumentals

EDDIE LAYTON & BUDDY MURROW—
All Time Dance Favorites.....Mercury
SID RAMIN—New Thresholds in Sound...RCA Victor

Jazz/Rhythm & Blues

CURTIS AMY & PAUL BRYANT—
The Blues Message.....Pacific Jazz
OSCAR PETERSON with MILT JACKSON—
Very TallVerve

Country & Western

PATSY CLINE—EncoresEverest

■ **SEEBURG ARTIST OF THE WEEK**

JOHNNY MATHIS—Rapture
Columbia (Pop Vocal)

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, N. Y. 10036.

MUSIC OPERATORS STEREO SERVICE

MY ROMANCE

RSI • JACK JONES • STEREO

THEY DIDN'T BELIEVE ME

From Kapp Album "Call Me Irresponsible and Other Jack Jones Hits"

STARDUST

RSI • BOSTON POPS/ARTHUR FIEDLER • STEREO

THE GLOW WORM

From RCA Album "Stardust"

BILLY GOAT HILL

RSI • THE KINGSTON TRIO • STEREO

TAKE HER OUT OF PITY

From Capitol Album "The Best of the Kingston Trio"

CHEROKEE

RSI • CATERINA VALENTE • STEREO

SUMMERTIME LOVE

From London Album "Strictly U.S.A."

ALLEY CAT

RSI • DAVID CARROLL AND HIS ORK • STEREO

FLY ME TO THE MOON

From Mercury Album "Today's Top Hits"

New York Ops Sliding to 33 1/3 Stereo Programming

NEW YORK—Gotham operators are becoming more and more oriented toward 33 1/3 stereo programming, according to Murray Kaye, sales manager of Atlantic-New York, the local Seeburg outlet. Last week, Kaye said, the firm made four conversions on the Seeburg Q-160, which came out in 1959. This model, a single-speed version of the AQ-160 which is a dual-speed unit, plays 45's only. However, it is readily

converted to dual speed. Right now, said Kaye, about 80 per cent of the Q-160's sold in the New York area have been converted so they will be able to play the 33 stereo disk. He said that the reason for the conversions is that operators realize that without adult programming their collections will not hold up, and that the material available on 33 stereo answers their needs in this respect. Kaye feels that the 33-speed

Motel Offers Travelers Switch

By BOB LATIMER

DENVER—Phonograph operators throughout this entire area are watching with interest a unique project recently completed by Keane Smith, of Mood Music Company, in the million-dollar Centre Motel here.

In place of the usual public address system, which provides FM and AM music at the turn of a switch in most modern motels, manager Robert Lee has provided wall boxes which give the guest a wide choice of juke box music, instead. With wall boxes in 160 rooms, the programming will be slanted primarily for the commercial traveler market, according to Lee.

"We are firmly convinced that travelers in this bracket are tired of TV, or the usual broadcast-type of music, punctuated with commercials every few minutes," Lee said, "so, instead of simply giving the customer the usual free music, we are allowing him to choose from an almost unlimited group of albums, and deposit coins for the music, exactly as if he was in his favorite lounge."

Unique Features

Assisted by Stan Larson of Struve Distributing Company in the elaborate installation, operator Smith is counting heavily on several unique features of the million-dollar motel to keep earning capacity of the system at its best.

Located near the downtown Denver business district, the motel plans to offer commercial travelers rooms at a moderate rate the year-round,

encouraging them to leave their cars at the motel, and to use a station wagon owned by the motel for unlimited transport to and from the business district.

This will appeal to business travelers who fear the danger of leaving valuable samples and merchandise in cars in the downtown area.

Then, of course, the convenience of the motel to most of Denver's interest centers will count. More than 20,000 circulars have been made up by the Centre Motel management, sent to sales managers and sales offices of thousands of manufacturers to emphasize the "commercial traveler aspect" of the motel.

Colored Coins

With the near 100 per cent occupancy the year-round, the novel wall box installation is expected to show a return of from \$50 to \$55 a month, even on a conservative basis, according to Smith and Lee. "We have developed a plan which makes sure that every customer understands what the wall box is there for," Lee said. "We will simply issue each guest as he checks in a marked quarter or half dollar, probably in color, and explain to him that he needs only to deposit it in the wall box, to select the kind of music he wants to hear while relaxing, or entertaining. This carries plenty of weight, we have found."

Shilling along these lines may be boosted by distributing coins for wall box use with morning newspapers, or as favors, when chambermaids clean up the room, and a guest is staying over.

Sales Pitch Triples Ops' Take

SALT LAKE CITY—Making it possible for phonograph operators to up their take from \$20 a week to \$60 a week is the objective of a unique co-operative sales program being carried out by Pres Struve, of Struve Distributing Company here.

The Salt Lake City Seeburg distributor has for the past two years made it routine to call on location owners, hand-selected by operators as good prospects for Seeburg's new album model, and do the selling for them.

The goal is to increase operator profits from either of two standpoints. One of them, of course, where machines in the past have been placed on a 50-50 commission basis, is to cajole the location owner into accepting a 60-40 percentage, on the promise that the new machines will show equivalent return to the location owner on that basis.

In most cases this has worked out, where the operator is will-

ing to put on an energetic selling program, and to merchandise the album features of the phonograph.

Direct Assault

Another, and more direct assault on the market extending all the way from Salt Lake City south into the Las Vegas area has been putting juke boxes back on a coin-operated basis.

In recent years the practice of leasing the phonograph to a location owner for a flat \$20 per week has grown tremendously, Struve said—particularly in Las Vegas, where the casino or even motel operators install the machine set for free play, and pay the \$20 a week, in order to offer their gambling patrons their choice of music free by simply pushing a button.

This type of location lease has run all the way into Utah as well, that \$20 per week was the maximum which the operator could expect.

In promoting the album-play

phonograph, Struve and other salesmen have successfully encouraged location owners to put the phonograph back on the coin-operated basis, and find that the new model will average \$100 a week in some spots, which, on the 60-40 split means that the operator will get an average of \$60 per week in place of his original \$20. Naturally, this means the investment in an expensive new phonograph, but with location owners highly enthusiastic over the change, the program has worked out well.

Struve is making extensive use of a demonstration trailer in this unusual type of selling. Each operator reached is asked to recommend a list of prospects whom he feels would be most likely to be interested in the album model after which all of the spadework and actual sales calls are made by the Salt Lake City phonograph distributor or his representative.

Cinebox Bows Nicely in Chicago

CHICAGO — Operators here are getting their first look at Cinebox, the Italian-made cinema juke box, and most seem quite impressed with the machine's initial performance.

The city's first unit was installed last week at Dimitri's, a Northwest-side restaurant and cocktail lounge. Earnings for the first seven days hit \$110.

Dimitri's also has a juke box, and according to the location owner, the collections were not materially affected.

E. R. Ratajack, Cinebox sales head, said he is using the on-spot installation to showcase the machine instead of holding a formal distributor unveiling.

Ratajack said it's an excellent chance for operators to see the machine in action, talk to the location owner, his employees and the customers.

Ratajack also sent a mailing to operators, inviting them to drop in to Dimitri's and look over the machine. According to the restaurant owner, quite a few have done just that, many coming back again and again.

The restaurant owner added that the machine has become quite a drawing card for his general patronage. Customers are curious about the novel "movie-juke box," that plays some three minutes of sound film for a quarter.

The 40-selection fare consists primarily of Italian and British color films, with singers doing their bits against Continental backgrounds.

Cinebox has some 225 of the films available to operators and Ratajack said that U.S. production is now under way. Barbara McNair is the first U.S. artist signed. Others will follow shortly.

Ratajack said that the firm plans to put out some four U.S. films per month.

Ratajack said that in addition to Chicago, he has over 200

Cinebox machines out in New York, New Jersey, Pennsylvania, Washington and Southern California.

In previous tests made by David Rosen in Philadelphia, the machine grossed \$183 during its first week of operations (Billboard, May 11). Rosen and other operators throughout the country are also selling advertising to local sponsors for as much as \$5 a week each.

The advertising messages are projected in color stills, with the stills appearing automatically when the machine is not in play.

While the Cinebox is new here, coin-operated cinema juke boxes are firmly established in Europe. Both Cinebox and the French Scopitone have been doing well in the United Kingdom and on the Continent.

The cinema juke box idea was first tried in the U.S. shortly after World War II, but at that time it was a failure. Recent successes of Cinebox and Scopitone in Europe, however, have caused U.S. coinmen to take a second look.

Work Bench Plan Pays Off

PHOENIX, Ariz.—Switching over from the former assembly line system of phonograph and amusement repairs, into a plan which provides each of six mechanics with an individual stall and work bench has paid dividends for Garrison Sales Company here.

Completely remodeled a year ago, the new shop is built on the premise that mechanics take pride in individual workmanship, and that even though Garrison Sales Company is one of the busiest amusement machine service organizations in the Southwest, there is still plenty of time for individual, concentrated effort.

The large service shop is divided into six sections of equal size, each equipped with an eight-foot work bench, projecting out from the wall, which likewise serves as a partition, dividing that area from the next.

Work space within each bench area stall is eight feet wide by seven feet deep, so there is

plenty of space to pull in the largest phonograph or game.

"Guild" System
Following the "guild" system, each mechanic owns and uses his own hand tools, with securely locking tool drawers built into the bench, his own separate power sources for electric and air-operated tools and test equipment. The larger tools, of course, which are often required, are shared in common, primarily drill presses, saber saw, jointer and lathe, located in the front of the shop.

Otherwise, each man tackles an individual machine as his own project, and works undisturbed until he has completed the overhaul, tested the machine, and signs a statement that it is ready to go into operation.

As part of the remodeling project, Hap Nowell, manager, increased overhead fluorescent lighting to provide better than 90 foot-candles per square inch of working space, provided comfortable conditioned air, and treated each mechanic to a stool of the proper height and width for the individual worker's comfort.

Electronics Room

Divided away from the shop out in front through a partition is the electronics room, which includes an AMI master analyzer, tube testers, switch-testing equipment and complete electronic test needs for every type of equipment likely to flow through the shop.

Panels on the walls contain most-needed replacement parts for all games, amusement machines and phonographs serviced by the organization.

Concurrently with the remodeling and improvements in the service shop, Nowell also contracted for construction of a new building off to the left of the original building, which provides badly needed warehouse space.

Here Garrison Sales Company operates the only fork-lift unit in the city's coin machine industry, a midget lift capable of picking up the heaviest phono-

graph or pin game, and boosting it directly into the truck, rather than using the familiar muscle power into position, plus lift-gates installed on trucks.

With the handy electric fork-lift, the Phoenix distributor can stack phonographs, vending machines and heavy games two high through the new 2,000-square-foot warehouse space.



ACTIVE'S THE CHOICE FOR
**THE LOWEST PRICES and
BEST EQUIPMENT ALWAYS**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

ACTIVE

AMUSEMENT MACHINES CO.

666 N. Broad St., Phila. 30, Pa.

POplar 9-4495

Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

VIVA EL TORO! OLE' FUN!



- 2** PLAYER REPLAY GAME WITH EXTRA BALL FEATURE
- 2** DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

***NEW**
SIMPLE
FINGER-TIP
CONTROLLED
PLAYFIELD
LATCH



See Us at the
M.O.A. SHOW
BOOTHS 29-33



**We take pride in announcing another*

Williams EXCLUSIVE

THE NEW latchlock playfield — NOW standard on all Williams flipper games.

- that
- is easily accessible
 - operates at fingertip pressure
 - eliminates strain, stooping and fumbling to servicing

just lift/turn/and raise playfield

Order from your Williams distributor



Williams

ELECTRONIC MANUFACTURING CORP.

4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS



BUY THE BEST — BUY WILLIAMS

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



Capri 100
With Full
Dimensional Stereo
Model 404
DeLuxe Stereo
Monaural
Phonograph

ROCK-OLA
Capri 100



Capri 100
Model 404
DeLuxe Stereo
Monaural
Phonograph

Keeney Man

• *Continued from page 45*

been with Keeney for seven years. Before that he has been with the Williams Manufacturing Company and the Exhibit Supply Company, Chicago game manufacturers.

He is a graduate of North Park College and attended the Illinois Institute of Technology and the Chicago-Kent College of Law. Krynski has conducted Keeney service schools in the United States and in Canada.

NEW
BUMPER
POOL®

by

X-alley®

gives you
quality and
features that
protect your
profits...

- SLATE TOP • METAL BUMPERS
- PLASTIC LAMINATE ON RAILS
- BUILT-IN CUE HOLDER
- RIGID, SOLID-LEG CONSTRUCTION

WALNUT
FINISH
ONLY



For complete information, see your distributor or write

X-alley SALES COMPANY

(Sole Affiliate of Valley Manufacturing Co.)

333 MORTON STREET, BAY CITY, MICHIGAN • TWINBROOK 5-8587

Blue Sky Venture Uses Kenny Name, Foundation

NEW YORK—The name of a prominent Broadway columnist and that of a respected philanthropic organization are being used here to promote a blue-sky bulk vending venture.

Innocent pawns in the operation are Nick Kenny, columnist

for The New York Mirror, and the Asthmatic Children's Foundation, which maintains a hospital in Denver. And tossed in for good measure is the name of one of the giants of medical research, Dr. Bella Schick, who devised the Schick test and who serves on the board of directors of the ACF.

The promoter, Hygienic Vendors of Long Island City, has been advertising in New York newspapers offering to put investors in the vending business.

Several local operators have checked out the advertisement. Here's what they found out:

Here's the Deal

Hygienic will sell a four-unit Beaver installation, on location, for \$250. Market price for the equipment is around \$100. All Beaver models except the latest one have been adjudged by a federal court as having violated a copyright held by the Oak Manufacturing Company, and there is little chance that replacement parts for these units will be available.

In getting locations, Hygienic tells the management that 10 per cent of the profits go to the Asthmatic Children's Foundation, and Nick Kenny's name is used to make the deal more binding.

Kenny told Billboard that he had agreed to let Hygienic Vendors use his name and that of the

foundation because he felt that 10 per cent of the firm's gross take would do much to help the asthmatic children. Kenny suggested that Billboard check with his assistant, Jim Grady, who was handling the transaction.

\$1 Per Unit

Grady said that Jerry Daniels, head of Hygienic Vendors, had written him a letter to the effect that for each unit on location, ACF would receive \$1 a month.

When the deal was concluded three months ago, Grady said, the foundation received \$100. Since then, he added, it hasn't received a cent, and that several attempts to reach Daniels by telephone proved fruitless.

A Billboard reporter was able to get Daniels on the telephone, but was unable to get much in the way of specific information.

No Details

Daniels seemed puzzled that a publication would be interested in the activities of his firm, and suggested that we run a photograph of him presenting a check to Kenny. He refused to discuss the financial details between Hygienic Vendors and ACF or the terms with prospective operators.

He did say that some Beaver machines had been sold, but added that he is currently selling a snack vender. Daniels pointed out that the program was endorsed by Kenny and Dr. Schick.

How many machines have been sold by Hygienic is anybody's guess. The first and only payment—\$100—was based on 100 machines, but that's Daniels' figure.

Neither Kenny nor Grady, nor anyone else outside the Hygienic Vendors organization, for that

EDITORIAL

Dangerous Ground

Sponsorship operations, whereby an operator agrees to give a portion of the gross to charity, have long been a controversial subject in the bulk vending industry. Properly policed and openly run, they are a legitimate part of the industry. The danger, of course, is that a promoter will use the name of a respectable charity to make a quick kill.

This, we believe, is what is happening in the New York area (see separate story). There is no law to prevent a seller from getting an inflated price for his merchandise, provided that there are buyers who will pay the price. But there is also no law to prevent somebody from blowing the whistle. And this is what we intend to do.

Just for the record: Nick Kenny and the Asthmatic Children's Foundation appear in the story. Neither Mr. Kenny nor the ACF has any role in the promotion. Both acted in good faith and with the highest of motivations.

Ross, State Sales Named by Bally

CHICAGO—Bally Manufacturing Company last week named Eli Ross Distributors, Inc., its distributor in Florida, and State Sales & Services Corporation, distributor for Maryland and Delaware.

Ross has offices in Jacksonville, Fla., and Miami, while State Sales headquarters in Baltimore. The firms replace Taran Distributing Company, Miami, and Chris Novelty Company, Baltimore, both of which are retiring from active participation in the coin machine industry.

Eli Ross is headed by Herb Gorman who successfully managed the Jacksonville Taran office many years. Sam Weisman and Dave Koenigsberg head State Sales. The appointments were announced by Bill O'Donnell, Bally president.

matter, gets a cent, aside from the \$100 given to ACF.

Grady said that he was having some second thoughts about the arrangement.



Direct Low Factory Prices

- Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.
- Chicle Ball Gum, 130 ct... 38 1/2 lb.
- Clor-o-Vend Ball Gum... 43 1/2 lb.
- Clor-o-Vend Chicks, 320 ct... 43 1/2 lb.
- Chicle Chicks, 320 & 520 ct... 39 lb.
- Bubble Chicks, 320 & 520 ct... 31 1/2 lb.
- Tab (short stick), 100 ct... 40c box
- 5-stick Gum, 100 packs... \$2.00
- F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

*** SPECIAL ***

FAMOUS EPPY HORRIBLES
SIXTEEN IN ALL

*** ALL LARGE * SIZES**
4 FREE DISPLAYS

\$30.00
per M filled capsules

F.O.B. Jamaica, N.Y.
Or your nearest Eppy Warehouse.

EPPY CHARMS INC.
91-1B 144th Place, Jamaica 35, N.Y.

Northwestern SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
Phone: DRake 7-4300

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

BOYS' THREE CARAT SPARKLER
So read it will fool your Mother-in-Law!
In sparkling clear Sure-Lock Capsules.

Only \$47.00 per M.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

5c ATLAS MASTER Jumbo Charm Vender

Identification Marks Help Cut Down Theft of Scales

MIAMI — Willie Blatt, veteran Miami operator, feels that thefts of scales can be cut down by a fairly simple method.

Blatt, who has operated 350 scales in South Florida for 10 years, had few losses until last year, when 12 scales were removed from locations.

Blatt found out that two men, using a half-ton pick-up truck with out-of-State plates, had carted off the machines.

Now Blatt uses three identification marks on all his scales. The name and phone number of the operator is placed inside every scale. The serial number is punched near the coin chute. And four quarter-inch holes are drilled through every platform.

Blatt favors a system whereby every scale operator would list his markings with the National Vending Machine Distributors Association so that distributors would be on the alert for stolen scales.

He favors extending the system to all bulk vending machines and establishing a central clearing house which lists these markings.

USED VENDING MACHINES

N.W. Model 49, 1c or 5c	.....	\$ 9.95
N.W. Tab Gum	.....	15.00
N.W. 5c Package Gum	.....	12.50
Mills 1c Tab Gum	.....	10.00
3-Col. Trading Card with 3,000 cards	.....	20.00
Victor Toppers, 1c	.....	8.50
Victor Baby Grand, 5c capsule	.....	7.50
Victor Vendoramas	.....	12.50
Victor 10c Pen Vendors	.....	19.50
Alex 3-Col. Hot Nut (as is but complete)	.....	15.00
Reacho Game, like new	.....	19.50
Single Stands	.....	5.50
Double Stands	.....	7.50
4-Place Racks w/wheels	.....	10.50

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct.	30	.62
Mixed Nuts	30	.55
Spanish Peanuts	30	.33
Virginia Splits Peanuts	30	.25
Rainbow Peanuts (Candy)	30	.30
Boston Baked Beans	30	.30
Licorice Lozenges	30	.30
Confection Mix	30	.30
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.30
Candy Corn	30	.25
Marsheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Malfettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and rainbow colors	18	.34

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
WRITE FOR CATALOG.

Rake Coin Machine Exchange
609 A Spring Garden St., Philadelphia 23, Pa. **WALnut 5-2676**

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.

J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Toppers, Cigarettes and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Ave. Cleveland 15, Ohio
Phone: TOWer 1-6715

Best Bulk Spot: Near Bulletin Board

LOS ANGELES—Bulk vending machines in supermarkets do best when placed beneath bulletin boards, according to Bill Coombs and Preston Coombs, who operate 3,000 machines in Southern California.

The bulletin boards, placed for the convenience of shoppers, list such diverse goods, information and services as used cars, baby sitting, church notices and social notes. Almost all the women pause to read the notices.

The Coombs brothers place four, six and 10-machine batteries, vending charms, ball gum and confections.

Here, where parents stop to read announcements pinned on

the board, children are most likely to be nearby, setting up a clamor for a goody or two. Mothers usually begin absent-mindedly digging through their pocketbooks for pennies almost as soon as they approach the bulletin board, so accustomed have they become to the battery of vending units.

The Coombs family, whose

income per location is fantastically high through good merchandising methods and specialization in supermarkets, has found that it is possible to boost returns by as much as 25 per cent or more, through combining vending machines with the bulletin boards in this way.

A 15-minute spotcheck showed that of 11 women who stopped to read the bulletins, seven dug out pennies for the youngsters.

Moreover, around a third of the women who came up with pennies for their youngsters also dropped in a couple for themselves, particularly for licorice, jellybeans or beebees.

With more than 20 years' experience in supermarket bulk vending behind them, the Coombs have slowly transferred the majority of such locations to bulletin board spots—even encouraging supermarket owners or managers, where a bulletin board was not already in use, to add this much-appreciated everyday customer convenience.

Production on New Rejector



ABT MODEL 4000

ROCKFORD, Ill.—The Reed Electromech Corporation here has gone into production on its new version of the ABT Model 4000 slug rejector. The unit accepts nickels, dimes and quarters (the penny attachment is optional) and allows closer tolerances and more precise coin handling and selectivity than the model it replaces.

The new unit is interchangeable with the previous ABT model with comparable coinage requirements.

51 Companies Sign to Show In Los Angeles



PAUL F. MERCY

CHICAGO—Some 51 companies have been signed to exhibit at the National Automatic Merchandising Association's three-day Western Conference, October 18-20, at the Ambassador Hotel in Los Angeles.

The Western meeting follows by six weeks the NAMA national convention in Chicago, September 7-10. Paul F. Mercy, chairman of the Western meet, said that only 20 exhibit booths remain to be sold.

Besides showing the latest in automatic vending equipment, the Western meet will also feature a program of business talks and panel sessions and a filmed guided tour of the country's first vending machine repair school at the Los Angeles Trade Technical College.

Conference exhibit hours are in the afternoon for all three days of the meet. This is the third year that NAMA has sponsored a Western session.

Guggenheim Due Back

NEW YORK—Bob Guggenheim, president of Karl Guggenheim, Inc., was due to return to New York this week after a month-long business trip to the Orient. Guggenheim visited Hong Kong and Tokyo to arrange for the shipment of charms here.

NAMA TIPS TO OPS THEATER ON 2-A-DAY

CHICAGO — The National Automatic Merchandising Association will have a special audi-visual theater on its exhibit floor to give operators advice on a variety of business topics. The theater will have two complete shows a day and will cover such subjects as: NAMA's hot beverage safety program, "An Ounce of Prevention," "Sanitation Procedures for Cup Drink Machines," and "How Vending Serves the Public." Operators will be able to order their own copies of the slide presentations and supporting printed materials in the theater.

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2833 Armstrong St. Morris, Ill. Phone: WHiting 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Porc. Converter for 100 ct. B.G.	4.50
ABT Gums	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.49
Pistachio Nuts, Jumbo Queen, White	.42
Pistachio Nuts, Large Tulpia	.47
Pistachio Nuts, Vendor's Mix	.40
Pistachio Nuts, Sheikh, Red	.50
Cashew, Whole	.44
Cashew, Bufts	.41
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.34
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey's	.47

Rain-Blo Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.34
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum grossed on all Rain-Blo Ball Gum	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.43
Beech-Nut, 100 ct.	.43
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

on the New

Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO

MOE MANDELL
444 W. 26th St. New York 11, N.Y.
(LOngmeadow 4-0407)

NEW Going Strong!

LARGE SCARE-EMS

BEAUTIFULLY MOLDED! FINELY DETAILED! LIFE-LIKE! THE MOST REALISTIC YOU'VE EVER SEEN!

The Best in Scare-Ems from \$24 per M. capsuled and up. Live displays available.

PAUL A. PRICE CO., INC.
5 Skillman Street • Roslyn, N. Y. Phone: 516 MA 1-5500

VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

← L. C. TOPPER, \$15.00 ea.

Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise. Write for Prices.

GRAFF VENDING SUPPLY CO., INC.
2817 W. Davis Street Dallas, Texas

METAL Adjustable RINGS

From our Hong Kong factory. At your nearest warehouse—#1 ASSORTMENT or direct from \$8.00 per M

KARL GUGGENHEIM, INC.
159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5431

Send for complete catalog and list of warehouses

OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.

VICTOR VENDING CORP.
5711 W. Grand Ave. Chicago 39, Ill.

New V2 Capsule shown actual size.

OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

High Quality Merchandise Packed 100 to the Carton.

For 25c Vending...\$12.00 per 100
For 50c Vending... 20.00 per 100
F.O.B. Chicago

LOGAN DISTRIBUTING CO.
1850 W. Division St. Chicago 22, Ill.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
3700 W. Lake St. Chicago 2, Ill. Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5- Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy; Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

COINMEN IN THE NEWS

Made of stern stuff is Pete Geritz, head of Mountain Distributors here, who suffered a major automobile accident early in May. Despite the fact that he had broken ribs front and back, Geritz did not spend a minute in a hospital, and though taped up considerably, was on the desk at the Rock-Ola distributorship the day following the accident, which completely destroyed the company truck as well as the passenger car which hit it.

Hot weather and the opening of the Wyoming fishing season sent Zoltan Gancz and Eugene Zigman, of Cheyenne Music Company, Cheyenne, Wyo., scurrying into Denver, in late June, for new equipment to bolster their routes. Gancz and Zigman have expanded substantially during the past three years in phonographs, amusement, and vending machines.

Jerry Harris, formerly a phonograph distributor in the Denver area, has returned to the mountain capital following convalescence from a serious eye ailment... Although the installation is only a month old, Keane Smith, Mood Music Company, Denver, has already made several improvements in his \$40,000 160-unit wall box installation at the new Centre Motel.

Operators in this area are voicing an old complaint—a shortage of patrons in the city's taverns, brought about by the 1963 opening of the Greyhound

Racing Tracks north of the city. Pulling around 16,000 people per evening, Greyhound racing represents a considerable slack in phonograph and amusement machine play.

A recent visitor to Denver distributors was Stan Bennett, phonograph operator from Sterling, Colo. Bennett owns the Bluebird Restaurant, which was catapulted into a 300 per cent increase in volume, when a new superhighway bypassed all other towns in the area, and immediately brought hundreds of tourists' automobiles in front of the restaurant daily. Bennett already enlarged the restaurant, has less and less time available for his phonograph routes.

Mike Scarvada, Grand Junction, Colo., has taken over all of the locations formerly operated by Don Thorpe, who recently retired from vending and phonograph operation.

A unique assignment came the way of Pete Geritz, Mountain Distributing Company, recently when stars of the television program "Route 66" called upon him to provide a phonograph for a scene in the popular hour-long television show. Pete rushed a new phonograph to a restaurant in the mountain foothills, to supply atmosphere for a scene which shows a collector changing records.

Ben de Garmo, veteran Colorado operator, has recently sold his phonograph route in Yuma, Colo., to Bud Elliott. Elliott bought only the phonograph route, while vending and amusement machines will be sold to another party.

Sam and Dan Keys, partners with Marshall Pack in the new Stereo Music Company here, report themselves pleased with increases in volume, cuts in costs, which were the prime objective in combining the old Stereo Music Systems with Apollo Music Company a few months ago. Continental Music Company, headed by Bob Rothberg, has added a new panel truck to its operating facilities. BOB LATIMER

Angels' New One Looms as Big Chi Single of Summer

CHICAGO—"My Boyfriend's Back," by the Angels on Smash, looks as though it could become the hottest single of the summer, according to Gus Tartol, manager of Singer One-Stop here.

Tartol said the disk is getting top play from both operators and stores. It's an excellent teen number and seems destined to get adult play as well.

He added that juke box collections seemed to have leveled off and were on a par with last year. However, he described operator buying as down.

Hits Slow

"Summer is generally slow," Tartol said, "but last year a preponderance of hot new material kept business up. This year the hits haven't been coming as fast,

and both stores and operators have slowed their buying down." Other hot new disks getting operator action, according to Tartol, were "How High the Moon," Floyd Cramer on RCA Victor, and "Then He Kissed Me," the Crystals on Philles.

Singer is also getting calls for Kyu Sakamoto's "China Nights" on Capitol — though the disk hasn't been delivered as yet.

Another record getting both teen and adult play is "Blue Velvet" by Bobby Vinton on Epic.

Business traditionally stays even until a few weeks after Labor Day. Once the kids have returned to school (and bought books and clothes), the record buying picks up. Juke box play generally follows this pattern.

All Together Now: 'We're The Guys & Gals of MOA'

CHICAGO—It all started with an idea by John Bilotta. John, as most coinmen know, is a veteran juke box and amusement game distributor from Newark, N. Y. He's also an ardent supporter of Music Operators of America. His idea: Why shouldn't MOA have a song?

John decided to approach Seymour Schwartz, an ASCAP and BMI writer, publisher, president of his own Heartbeat Records, and perhaps best known to the juke box industry for his trumpet records on Heartbeat.

Seymour thought well of the idea and proceeded to write "The MOA Song." It's since been published and officially presented to the association. You'll probably hear it sung at the convention, so in case you want to join in, here are the words:

"We're the guys and gals of MOA
The greatest in the U.S.A.
We're on the move both night and day,
There's no other business like MOA.

We're the guys and gals of MOA
We're mighty proud of MOA
We hope collections grow each day
We love those folks who play play, play.

We have our ups and downs you know
And every day it's go, go go
The sweat and toil is all worthwhile
Just look at our gals in their latest styles.

We're the guys and gals of MOA
Let's give a toast this happy day:
Good health, good cheer, prosperity
MOA, MOA — long may you be.

TRUE ALBUM PROGRAMMING IN 33 1/3 STEREO

The Revolutionary New **SEEBURG LP CONSOLE**

WORLD WIDE—ONE STOP SERVICE! RECONDITIONED—GUARANTEED!

PHONOGRAPHS		VENDING	
AMI CONTINENTAL 200	\$595	ROWE ALL-PURPOSE MDSR. H/C	\$845
SEEBURG V-200	195	ROWE PASTRY	150
SEEBURG G 100-J	395	ROWE CANDY, 11 Col. G/M	195
SEEBURG AY160H	895	ROWE 20/700 CIG.	225
AMI F-120	175	ROWE SANDWICH (Refr.)	325
AMI CONT. 2-100 Stereo	595	ROWE HOT FOOD	325
AMI L-200	895	ROWE COFFEE RV-750 (Fresh)	425
ROCK-OLA 145B	295	DUGRENIER PASTRY (Shadow Box)	125
ROCK-OLA 1465-200	345	NATIONAL CIG. 11ML	145
ROCK-OLA 1475-200	425	STONER CANDY 160	165
ROCK-OLA 1478-120	545	SEEBURG CIG. 800 E-1	165
ROCK-OLA 1488-120	645	CORSAIR 20 CIG.	165
WURLITZER 1900	275	VENDO ICE CREAM 210 (Post)	475
WURLITZER 2200	295	APCO 4-Flavor (Ice)	1,045

COLE SPA MODEL TM—3 DRINK—AS IS COMPLETE MACHINE
with **WORKING COMPRESSOR \$50 EA.**
WE HAVE 9 AVAILABLE
(Compressor alone would cost \$150.00 if purchased NEW!)

We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List! Terms: 1/3 Dep., Bal. Sight Draft or C.O.D.

WORLD WIDE distributors
2732 WEST FULLERTON AVENUE, CHICAGO 47, ILLINOIS
EVerglade 4-2300 • Cable: "GAMES"—Chicago

RETARDED CHILDREN CAN BE HELPED

Support Your Local Association for Retarded Children

Mr. Coin Man

You're in business to make money. Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry... profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to BILLBOARD for
 1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later
Above subscription rates are for Continental U. S. and Canada only.
Overseas rates on request.

713

Company _____
Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____

Get tomorrow's news today.
Get it fast.
Get it often. Get Billboard. ▶

Auto. Canteen Buys Franchise

CHICAGO—Automatic Canteen Company of America last week purchased one of its major franchised distributors, New York Automatic Canteen Corporation, from its president and principal stockholder, John T. Collins.

Patrick L. O'Malley, Canteen president, said the acquisition culminates several years of negotiations and represents one of the last major metropolitan markets not wholly owned by the parent company.

He said he was pleased that Collins and all key executives would remain with the organization. Terms of the transaction were not disclosed.

FOR SALE

Games & Bowlers

Keeney Spurtzman	\$ 95.00
Bally Star Shuffle	95.00
Bally Spinner	145.00
United Chief Shuffle	85.00
Bally Official Jumbo	195.00
Bally Congress Shuffle	75.00
C.C. Championship Shuffle	65.00
C.C. Advance Pool	25.00
Gottlieb Miss Annabelle	185.00
Gottlieb Texan	265.00
Keeney Hi-Straight	125.00

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
Seeburg KD	295.00
AMI 120 WB	20.00
Wurlitzer 5210 WB	59.50
Wurlitzer 5207 WB	37.50
Seeburg 3W1 WB	18.50
AMI Lyric 100	295.00
AMI E 120	85.00
AMI G 120	195.00
AMI Bar Brackets	2.70

Call, Write or Cable. Cable: LEWJO
Distr. for Smokeshops & Gottlieb.

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel.: ME1935-51593 Tel.: AX 1-6969

Crown FIESTA by Fischer

Revitalizes player and location interest—revives profits with the irresistible appeal of outstanding quality and unique beauty. See your Distributor or write R. W. "Bill" Weikel:

Fischer SALES & MFG. CO.
1208 N. RIDGE RD., MCHENRY, ILL. • TELEPHONE 385-5530



ZIG-ZAG
Counter Game



8-ball play, 14-50-100 play, Size 13" x 17" x 8", in line scoring, high scoring. All natural wood cabinet.

\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated, 15, 21 and/or 30 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.

\$169.50

SPECIALS!

POOL SUPPLIES

1-Oz. Bumper Pool Balls (10) \$ 9.00
2 1/2" Balls, 1-15 w/Cue Ball... 12.50
3 1/2" Balls, 1-15 w/Cue Ball... 14.00
48" Cues \$ 1.50 ea.
32" Cues \$1.95 ea. J 25 1.50 ea.
27" Cues \$2.95 ea. J 32.00 ea.
Plastic Triangles, 3 1/4" 1.00

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2434

Shaffer Names Mel C. Shone Cincy Manager

CLEVELAND — Mel C. Shone, assistant manager of the Cleveland office of Shaffer Music Company, has been named manager of the firm's outlet in Cincinnati. He will replace Harvey Hobbs, who died early last month (Billboard, July 27).

Shone has been associated with Shaffer Music for the past four years and before that was with the former Seeburg distributor here for 18 years. He has served in sales, advertising and management capacities.

As manager of the Cincinnati office he will direct Seeburg distribution in Southern Ohio and Northern Kentucky.

The 45-year-old executive was born in Cleveland, educated at Fenn College here and the University of Wisconsin, majoring in business administration and marketing.

SET 'EM UP IN THE ABBEY, SAYS DUKE OF BEDFORD

CHICAGO—The Duke of Bedford, Britain's most distinguished coin machine operator, wants to install a coin bowler in Woburn Abbey, one of the Duke's properties.

Mort Secore, sales manager for Chicago Coin Machines here, received the following letter from His Grace:

"I was recently in France and noticed one of your bowling alleys at Bandol and I wondered whether by any chance you have an agent in this country, or how I could obtain details of the cost of an alley of this description. I am interested in installing one here at Woburn Abbey."

Secore sent the appropriate information to His Grace.

To date, no requests for coin equipment of any sort have been received for Westminster Abbey.

Production Starts On Mark V Tables

BROOKLYN — The Irving Kaye Company this week began production on its Mark V coin operated pool table, with initial deliveries set for mid-September. The table will be shown at the Music Operators of America convention, to be held in Chicago, September 4-6.

The 113-inch by 63-inch table is professional size and has the standard six pockets. Three separate three-quarter inch slate sections make installation easier, and the five-inch caster allows adjustments without raising the table.

The Mark V comes in the following finishes: platinum walnut, teak, Madagascar ebony,

mahogany and in pastel shades. Jumbo Club Pool, another new Kaye table, arrived in distributor showrooms this week. The 75-inch by 43-inch table comes in teak beige and blue-and-white finishes, with a formica top and white formica corner sections.

Irving Kaye said that the
(Continued on page 54)

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

ECONOMY BAFFLE-SPEAKER COMBINATION

Modern, fabric covered baffle, in Blonde or Walnut colors, with 8", 8 ohm ext. range speaker - 2.15 oz. magnet!

Stock No. 17-3425
Price - \$9.95 Pair

WICO

World's Largest Distributor of Coin Machine Parts & Supplies
2901-13 N. Pulaski Rd., Chicago 41, Ill.

ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYERS

* Packed in rolls of 100 * Available with special imprint
Call our PARTS & SERVICE Dept. for all your Typer needs



1318 N. WESTERN AVE.
CHICAGO 22, ILL. • EV 4-3120

6-POCKET POOL TABLE, 6'	\$185
6-POCKET POOL TABLE, 7'	315
BIG BALL BOWLERS	
Mutoscope	\$125
Drivemobile	195
Jet Pilot	125
Pollard Football	95
Field Goal	95
9' Am. Basketball	145
Shot	145
Wms. '62 World Series	375
Keeney Sportsman	145
Exhibit Rifle Gallery	85
PUCK BOWLERS	
Bally Monarch	\$295
Bally DeLuxe Club	\$265
Bally ABC	145
Bally Congress, Reg.	150
Bally Lucky	145
United Handicap	175
Keeney Diamond	95
Keeney Bonus	95
United Mars	125
Chicago Coin Blinker	125
Chicago Coin Venus	125
Keeney Palisades	145
Chicago Score Line	125
United Shooting Stars	75

PURVEYOR Better Buys
DISTRIBUTING CO.

4322-24 N. WESTERN AVE.
CHICAGO, ILLINOIS
JUNIPER 8-1814

Exclusive Chicago Area Distributor for
WURLITZER
PHONOGRAPH and PARTS

IMPORTERS
SEND FOR FREE LATEST CATALOG
64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.
Joe Kline
Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE • CHICAGO 22, ILLINOIS • Dickens 2-0500

DELUXE KLUB POOL

Quality Features — Best Value

Regular: 36" x 40"
Jumbo: 73" x 43"

- Teak grained formica top frame
- Lively metal bumpers
- Crisp, white tapered legs
- Recessed coin chute

Handsome, iridescent blue and white cabinet

Irving Kaye Co. Inc.
363 Prospect Place, Brooklyn 38, N. Y. STerling 3-1200
The Industry's Leading Pool Table Manufacturer

Chicago's Sig To Do Honors At MOA Event



SIG SAKOWICZ

CHICAGO—Sigmund Stanislaus Sakowicz, better known as Sig, popular WGN and WATQ disk jockey and interviewer, will emcee Music Operators of America's big wind-up banquet at the Morrison Hotel here September 6.

Sakowicz will also do a series of interview shows from the exhibit floor which will be broadcast throughout the convention area by the hotel's public address system.

Besides his two Chicago radio station affiliations, Sakowicz does a series of celebrity interviews currently heard on ABC, CBS, NBC, AFN (Europe and Pacific), AFRS (Greenland), CFN (Caribbean) and Canal Zone.

He's one of the best known personality interviewers in the city and is also very active in numerous civic and philanthropic activities.

KIDDIE RIDES

Auto Test	\$425	Kamel Ride	\$495
Bally Little Champ	295	Lightning Horse	295
Bally Fire Engine	395	King's Choo-Choo	250
Bally Hot Rod	395	Moon Rocket	595
Bally Western Express	425	Meteor Hot Rod	250
Bally Speed Boat	395	Motorcycle	325
Boat Ride	275	Miss America Boat	295
Big Bronco	295	Model T Ford	395
Chuck Wagon	425	Moon Rocket	595
Cow Pony	425	Midget Racer	425
Champion Horse	395	Indian Scout	595
Donald Duck	250	Old Smokey	275
Elsie the Cow	225	Pony Express	175
Fire Engine (All Tech)	425	Red Nose Reindeer	225
Highway Patrol	595	Round World Trainer	395
Helicopter	595	Satellite	595
Junior Jet	175	Space Ship	275
		Sandy Horse	350
		Sitdown Drive Yourself	375
		Scientific Boat	225
		See-Saw Clown	225
		Twin Merry Go Round	295
		Toonerville Trolley	375
		Twin Horse Stage Coach	425
		Turn Pike Auto Test	675
		Tusko Elephant	495

GUNS

Bally Sharp Shooter	\$250
Bally Spook	295
C.C. Ray Gun	295
C.C. Long Range Gun	450
Carnival	135
Dale Gun	65
Ex. Space Gun	245
Crusader	110
Genco Sky Gunner	110
Genco Circus Gun Rifle	250
Gun Patrol	110
Gun Smoke	225
Hercules	245
Jet Gun	110
Keeney Sportsman	150
Keeney Air Raider	150
Midway Deluxe Shooting Gallery	225
Midway Shooting Gallery	175
Mult. Sky Filter	125
Sharp Shooter	225
State Fair	175
Seeburg Bear Gun	165
Seeburg Coon Gun	165
Squalls Water Gun	195
Vanguard	195

CLEVELAND COIN
MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones, Tower 1 6715

M. S. GISSER
Sales Manager

EXCLUSIVE!

chicago coin's
GRAND PRIZE
6 PLAYER BOWLING GAME

Now! Servicing Is Just 10 Seconds Away!

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

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 18, ILLINOIS

Redd People Stay on Job After Take-Over by W.S. Distributors

BOSTON—The W.S. Distributing Company, the newly formed music and vending firm now occupying the premises of the former Redd Distributing Company, has announced that all personnel of the Redd firm will continue for the present in the same capacities.

Bob Jones will continue as sales manager under William Swartz, the firm's president. Only major change will be the

promotion of Bobby Green, who will take over as service manager. He has had extensive experience in this field as well as in sales forces and working for Seeburg in its service department. He also has had his own music route.

The reason for the shift is said to have been brought about by the increased demands in installation of the Seeburg Console and Consolette which is now in large demand in this area. Green also will go with the Seeburg van to service schools in Boston; Providence, R. I.; Augusta, Me.; Springfield, and White River Junction, Vt. Also in the van team will be Harry Stucky, of Seeburg, and a W.S.D. salesman.

Jones will take two weeks' vacation on Cape Cod with his family before going to Chicago for the Music Operators of America convention where his name has been placed in nomination as a director of that body. Swartz plans to move his family to a home in suburban Needham.

Redd, now that he has more time on his hands, plans to devote a good part of it to working in the game and amusement field with the particular aim of assisting operators in areas where games have been illegal because of antiquated interpretation in the law.

Some 33 communities in the Bay State do not allow games, many because of the spectre of the old-time gaming problem. Redd will also attempt to effect a move to cut excessive fees and assist with other problems facing game operators. He will handle his games business through the premises and personnel of the W.S. Distributing Company at the same address in Brighton.

Hot Spell Hurts Colo. Collections

DENVER—Exceptionally hot weather continued to plague Denver operators during mid-summer, with some temperatures hitting above 95 degrees keeping people out of all but air-conditioned locations. Inasmuch as Denver has a remarkably small percentage of such air-conditioned dwellings, the result has been a sharp drop in play in both phonograph and amusement machine categories.

Enterprising operators were building up somewhat on the drop by spotting machines in outdoor locations, such as sidewalk cafes and outdoor beer gardens, all of which have become popular here in the last few years.

Leading the play parade has been:

1. Easier Said Than Done—Essex
2. Fingertips — Little Stevie Wonder
3. Pride and Joy — Myron Gaize
4. Danke Schoen — Wayne Newton
5. Memphis—Lonnie Mack

Coin Machine Exports Booming

• Continued from page 45

February, bought another 533 in March. Only Belgium, with 582 new machines, topped West Germany's March totals in this category.

U. S. exports of new juke boxes dropped slightly from February to March, used juke box shipments jumped from \$259,720 to \$317,200, while game shipments rose from \$1,533,856 to \$1,827,073.

Oddly enough, the rise in U. S. coin machine exports is taking place at the same time that the Europeans are developing a coin machine manufacturing industry of their own.

In the main, U. S. and European coin machine manufacturers are not competitive. In the phonograph field, the Europeans have been able to build basic, low-cost juke boxes and market them successfully. This effort has resulted in building up the juke box market for the U. S. exporters as well as for the European manufacturers. And

when an operator wants equipment for a top location, he generally specifies an American model.

The same thing holds true for games. To date, European games have lacked the sophistication of their U. S. counterparts, and they have yet to push any appreciable number of American machines off locations.

There is little doubt that eventually the Europeans will be able to produce juke boxes and games that will give the U. S. product a run for its money in the world market.

But by that time, Asians, Africans and South Americans will be buying in sufficient quantity to keep factories on both sides of the Atlantic humming.

Mark V Tables

• Continued from page 53

company will also show its new professional table at the MOA show. This model comes in pastel shades and a variety of cloth colors. The three slate sections are 1 1/16-inch thick and the nine-inch caster is adjustable without raising the table.

Art Daddis, sales manager, is touring the country taking orders for the new models.

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE
★
UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 18, Ill.

ADVERTISING IN
BUSINESS PAPERS
MEANS BUSINESS

BARGAINS

FOR THE WEEK

GAMES 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
C.C. Citation Shuffle Alley, Like new 675.00
C.C. Aristocrat Shuffle Alley 495.00

All above equipment is reconditioned and in A-1 condition.
Mills Panorama \$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

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: Cendist



SWING
GOTTIEB'S 2 PLAYER
ALONG

Novel
Swinging Targets
Give A Brand New
HI-FI Sound
To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
- Side and bottom rollovers light for high score
- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Double-size cash box
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb
FLIPPER
SKILL GAME

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

memo

*to all Manufacturers
and Distributors*

of phonographs, amusement games, pool tables, cigarette or other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

Time Is Short—Get Your M.O.A. Ad Plans Finalized Immediately. Special Billboard M.O.A. Issue will be dated Saturday, September 7. Distributed Monday, September 2. Ad Deadline Wednesday, August 28.

This fact-packed issue offers advertisers a once-a-year opportunity to display and sell equipment at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

*Advertising Highlights of
Billboard's M.O.A. Convention Issue*

- ✓ Standard Billboard page size.
- ✓ Regular Billboard advertising rates apply.
- ✓ Second color (publisher's choice) free on page units.
- ✓ Offset printed—no plates required.
- ✓ Excellent reproduction.
- ✓ An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
- ✓ Special free distribution of this important issue from Billboard's Servicecenter—located at a high traffic location during the entire convention—Morrison Hotel, Chicago . . . September 4-6.

Start Planning Now!!! Have your advertising sales message ready to appear in the pre-convention issue (August 31), convention issue (September 7), and post-convention (September 14) issue of Billboard.

Remember . . . Advertising Deadline for the M.O.A. Convention Issue is Wednesday, August 28. Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

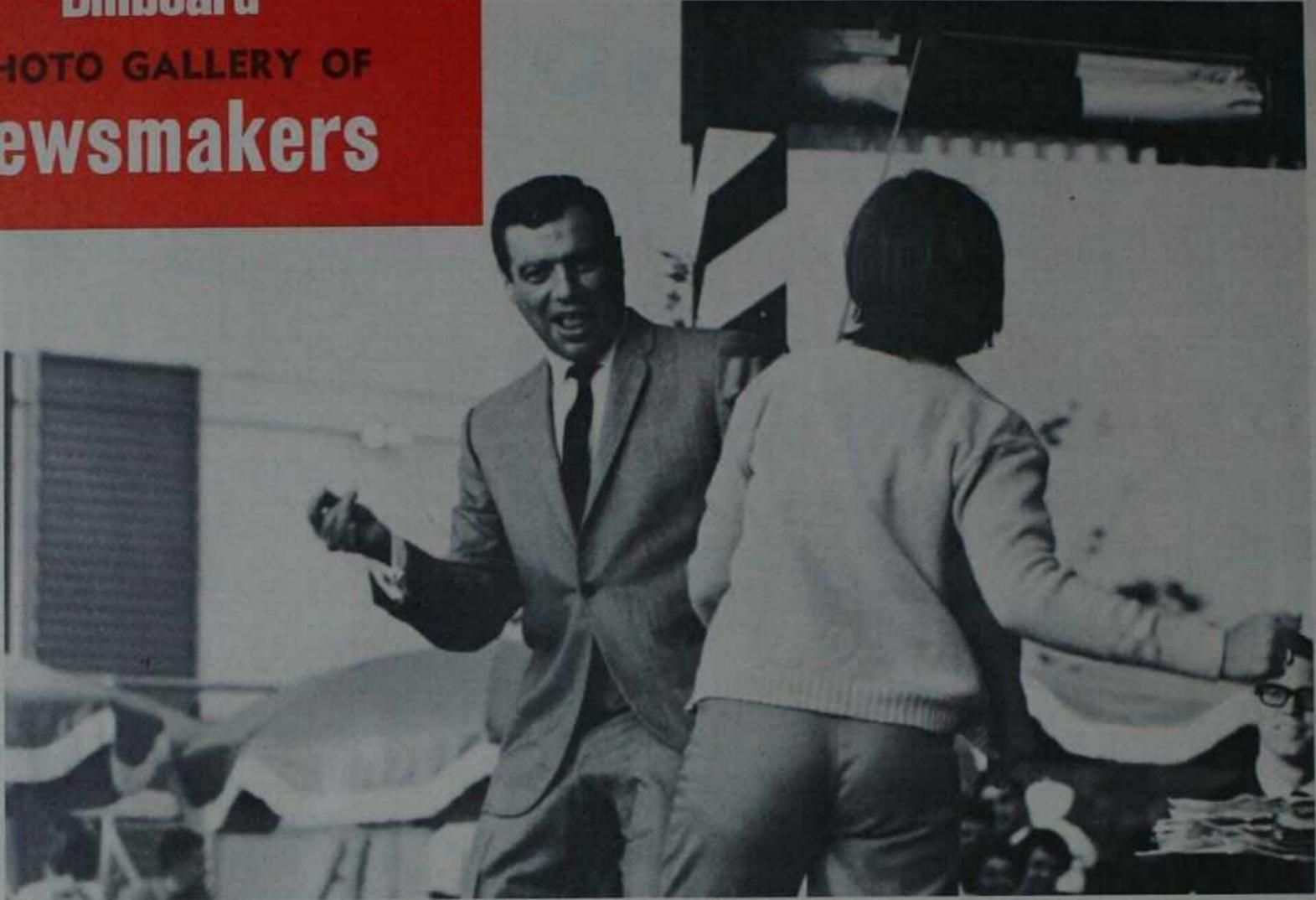
Make your reservation for advertising space today.

Chicago 1, Ill.
188 W. Randolph
Central 6-9818
Dick Wilson

New York 36, N. Y.
1564 Broadway
PLaza 7-2800
Denis Hyland

Hollywood 28, Calif.
1520 N. Gower
HOLLYWOOD 9-5831
Sam Abbott

Billboard
PHOTO GALLERY OF
Newsmakers



SHAKING IT UP AT FREEDOMLAND: Band leader Si Zentner is in a pretty spirited mood during his engagement at Freedomland and takes to twistin' away with pretty fan.



JOLLY LAND is her name, and she stars at "Clan Club," Argentinian TV show. She recently had two hit singles.



STILL'S BILL: Bill Anderson has officially signed a new long-term contract with Decca Records (shown here with Nashville record chief Owen Bradley). The composer of "Still," Bill currently has four compositions on the Hot 100.



DECCA RECEIVES AWARD: Dr. Gray Twambley (right), of the New York City Cancer Committee, presents the Sword of Hope Award to Leonard W. Schneider, executive vice-president of Decca, for outstanding contributions of time and talent to cause.



THE WINNER of the Miss Candy Girl contest sponsored by Vee Jay is 4-year-old Laraine Lowe of Somerville, N. J. She'll receive \$500 U. S. Bond and tour of Disneyland.



PASSING JUDGMENT: David, mascot of Canada's Fort Henry Guards, employs his trained ear to pass judgment on playback of new Discus release which features the Guards' 1812 retreat ceremonial. David's familiarity with the ceremony was of invaluable assistance to company executive Mike Cassidy (kneeling) in determining authenticity and effectiveness of the disk.



ACHIEVEMENT AWARD: At Columbia sales convention in Puerto Rico, Ted Rosenberg (left, seated), Los Angeles distributor, and members of staff eye the national performance award presented to them. Group includes (left to right) Paul Peppin, Walt Swan and Bob Mooring. This is highest achievement award offered to distributors.