

JUNE 29, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

SPECIAL—IN THIS ISSUE:
Record Distributor &
One-Stop Surveys
in association with
ARMADA and ROSA
CONVENTIONS
(See Pages 14 and 20)

COLUMBIA FTC HEARINGS RECESSED FOR 2 WEEKS

NEW YORK—Hearings on the Federal Trade Commission complaint against the Columbia Record Club, were recessed for two weeks last Friday (21). During the week prior to the calling of a recess, highlight witnesses included Herman Starr, head of Music Publishers Holding Corporation and Art Talmadge, head of United Artists Records.
In addition to these disk executives, a number of statistical and economic experts gave testimony in support of the club. Also testifying were various consumer members of the Columbia club. Hearings are expected to resume in New York on Monday, July 8. The defense case, now being heard, is then expected to be concluded within two weeks, to be followed by brief rebuttal periods for both sides.

Chain Starts 4th L.A. Store

HOLLYWOOD—Clyde Wallich next week will break ground on the fourth store in his six-city chain, a 12,000-square-foot building located in Torrance across from the East Bay shopping center. The store is scheduled to be completed in October and adds to Music City's existing chain of volume disk shops in Hollywood, downtown Los Angeles and Lake-wood.
The latest edition to the Wallich's Music City chain is expected to be the first of four stores to be built in the immediate future. Additional Music City stores will be located in West Covina, West San Fernando Valley, Orange County, and the store in Torrance.

As part of the ground-breaking ceremonies, Music City, in conjunction with KFWB disk jockey Bill Ballance and KMPC jockey Ira Cook, staged a treasure hunt on the site of the new stores. Prizes amounting to \$1,000 are to be planted on the

TV's Gary Clarke Cuts for Decca

NEW YORK — Decca Records continued its talent hunt this week by signing another artist with high-powered potential, Gary Clarke, one of the regulars of "The Virginians" TV show. The lad's first record will be out next week. The record was cut on the West Coast by Bud Dant. The label is marshalling added promotional guns behind the release of the single.

area where construction will take place, with the 50 persons first to arrive on the scene receiving shovels to dig up Columbia albums, transistor radios and phonographs.

As a promotion staged in conjunction with Columbia Records, Robert Goulet, currently appearing at the Coconut Grove, will be on hand to entertain the public.

CHART INFO? CALL PL 7-3127

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

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

Phony Ratings Face Crossfire

By MILDRED HALL

WASHINGTON—Broadcasters basing audience measurement ratings on fraudulent surveys, or making false claims based on misuse of bona fide ratings, will be caught in a new cross-check between Federal Communications Commission and the Federal Trade Commission. Both agencies have announced that broadcasters and advertisers will both be held liable in any fraudulent rating claims, and the two agencies will co-operate in surveillance.

FCC warned broadcasters to take "reasonable precautions" to make sure any ratings used in their advertising are valid. The

ARMADA Men Split on Answers to Industry Ills On Eve of Convention

BY REN GREVATT

NEW YORK—Should distributors diversify into racking, one-stopping and retailing? What role can a distributor trade association play in bringing order out of chaos in the industry? Can the government bring about some form of orderly working arrangements between the various levels of the industry without precipitating ultimately restrictive influences on the industry? These were among the critical topics of conversation as distributors hopped planes at week's end for the fifth annual convention of the American Record Merchants and Distributors Association (ARMADA) at the Eden Roc Hotel, Miami Beach, Fla.

Witnesses to Tell Trade Ills To Roosevelt Group in Aug.

CHICAGO—Society of Record Dealers President V. H. (Andy) Andersen and other members of the SORD executive board are among those scheduled to testify on record industry ill at congressional hearings to be held in August.

Anderson told Billboard he had received the invitation last week from James Roosevelt, chairman of the House subcommittee on distribution, Select Committee on Small Business.

Others invited are Amos Heilicher, president of American Record Merchants and Distributors Association (ARMADA); Jules Malamud, National Association of Record Merchandisers (NARM), and Irving Perlman of Record One-Stop Association (ROSA).

Roosevelt noted that "the sub-

committee has scheduled the taking of testimony from a number of witnesses concerning the record industry, when the hearings recommence early in August, and will be pleased to hear such testimony as you or your representatives may care to give at that time."

Roosevelt emphasized that the "impact on small business of dual distribution and related vertical integration . . . was a subject of great importance to
Continued on page 8

The convention was due to open officially Tuesday morning (25), and was to be preceded by four days of manufacturer sales presentations to the group of indie distributors.

As far as the questions went, there seemed as many opinions as there were distributors headed for the conclave.

Said Jimmy Martin, an ARMADA board member, as he
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GET ONE FREE!

SEE PAGE 9



ELVIS

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DEVIL IN DISGUISE

45 RPM





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Firms Facing Up to Need Of Change in Distribution

By BOB ROLONTZ

NEW YORK—Major changes in distribution patterns now taking place in the record jobbing field add a dimension to the meeting this week of ARMADA members in Miami Beach. Many of the changes have directly affected ARMADA members; some of them may affect them in the future. Just recently, Cosnat Distributors, the Jerry Blaine coast-to-coast distributing network, closed three of its key outlets, in Newark, Pittsburgh and Cincinnati. Reason for the change, according to Blaine, is not only to cut costs, but because the time is here to face the great changes wrought in the retail picture over the past 10 years.

Whereas, Blaine says, he used to have hundreds of retail record shops to service in a major market, there are often fewer than 50 or 60 old-style mom and pop stores in large metropolitan areas. The rest of the records are bought by 10 or 12 large outlets, such as chain store buyers, general merchandise stores, discount houses and racks.

Resident Salesmen

"These fewer outlets can easily be serviced by a resident salesman, with records themselves shipped from a nearby large city where the records are warehoused," Blaine said.

"We sell more records today
Continued on page 8

Everest Adds Classic Works

HOLLYWOOD — Everest Records, with more than 100 titles in its classical catalog, is moving deeper into the long-hair realm with the start of domestic recording of serious music and by concluding arrangements with firms abroad for U. S. distribution of their classical selection.

Everest President Bernie Solomon last week signed the American prize-winning composer, Edward Applebaum, to serve as the label's classical artist and repertoire director handling domestic recording. Everest also signed the Vocal Arts Ensemble which appeared at the recent Ojai Festival, and New York's Desoff Choir among its first U. S. artists.

Solomon has concluded U. S. distribution deals with Germany's Ariola (first two releases featuring conductors Deak Dickson, Anatole Fistoulari), Club Francais du Disque (to include premiere U. S. releases of a number of established and contemporary serious works), England's World Record Club, plus Concert Disc Records and its Fine Arts Quartet and the New York Woodwind Quintet.

Dot Ohio Move Points Trend

By LEE ZHITO

HOLLYWOOD—Dot Records, in a move that promises "trend-setting" ramifications, last week closed its own Cleveland branch and sold its distribution franchise there to Seaway of Ohio, the firm that had handled Columbia Records for the past 12 years. Contracts were concluded last week between Dot President Randy Wood, and Seaway's President John Cohen and Vice-President Tom Katz, and are effective immediately.

Seaway, operating under the newly created Ohio Corporate structure known as Dot Records Distributing Corporation, will handle the Dot line in the Cleveland, Buffalo, Pittsburgh and Cincinnati areas. It will use resident salesmen and promotion
Continued on page 8

Surf Movie Offered for DeeJay Hops

HOLLYWOOD—Del Fi Records President Bob Keene last week acquired a two-reel, 35-mm. color motion picture devoted exclusively to surfing action footage. Keene plans to add narration and a musical sound track and make the vehicle available to disk jockeys for "deejay hops," after the film has had its theatrical run.

Keene plans to release the film for theatrical bookings later this summer. He will make 16-mm. dupes available to disk jockeys for use in staging their "hops" immediately thereafter.

The footage consists of spectacular action shots of surfers riding the waves. Keene sees the film as a strong promotional force aimed at spreading the surfing word to those audiences around the country who haven't had the opportunity to observe the sport at first hand. The sound track will be comprised of selections from Del Fi's surfer album line.

NAME JACK ORR BILLBOARD MANAGING ED.

NEW YORK—Jack Orr this week was named managing editor of Billboard. Orr, who formerly was copy editor and Talent department editor, joined the staff of Billboard early in 1962.

In making the announcement, editor in chief Sam Chase said that Orr will continue with his previous functions and in addition will participate actively in the administrative operations of the editorial department. He will continue to report directly to Chase.

Robert Rolontz continues to head the news-gathering functions of the music department as music editor, with Ren Grevatt as associate editor, while Aaron Sternfield continues as coin machine editor.

UA to Distribute Humpty Dumpty

NEW YORK—United Artists Records has concluded a deal for the exclusive distribution of the newly formed Humpty Dumpty line of children's records. Henry La Pidus, UA director of children's recordings and creator of the Peter Pan series, will produce the new series. United Artists currently distributes the Tale Spinners for Children series.

Delegates Mull Industry Woes

• Continued from page 1

prepared to leave his Chicago headquarters for the conclave: "I think we can get much done at the meetings. If we can just manage to get all discounts eliminated, we'll be back to the better days we once had in this business." On rack jobbing for a distributor: "If I'm forced into it by my competition, I'll go, but I don't want to." On accomplishments already: "The Washington picture looks good. It seems that we are at last about to do something there. And I'd say we've accomplished plenty when we had Columbia Records go out and take two suites at our Eden Roc convention headquarters."

Sings the Blues

Henry Stone of Tone Distributors, Miami, said glumly, "You keep looking for the answers and I don't know if ARMADA really has them. All I know is I'm getting hit bad. There's a New York rack jobber operating here in Miami. Several labels are selling him direct and he's here with their cream. I'm sitting here with their catalog merchandise while the rack does the business. I expect to discuss this with these labels at the convention, but I'll handle it on my own."

Phil Goldberg, commenting on a pre-convention letter circulated by Jim Schwartz of Schwartz Brothers, Washington, to the effect that distributors should stay out of racking, said he sees nothing wrong with distributors playing another role.

"It's simply a new merchandising direction and we're taking it here in Charlotte, with three of us distributors operating our own one-stop, which is also in the rack business," he said. "We now also have a mobile operation for juke operators as well."

"If there's a real trouble now it's the fact that the pipeline is choked with too much product. Inventory has grown six or seven times but the market hasn't. It's up to the manufacturers to do something about that. However, despite all this, I'm not pushing any panic buttons. I'm paying my bills and my dealers are paying me."

Debates Self

Al Rosenthal of Chips, Philadelphia, said: "A year ago I thought going into rack jobbing might be the answer. But that end of the business is in bad

shape financially, which makes you wonder if it is the right answer.

"What we really need is price stabilization. That would be good and the expected Columbia move is good. If ARMADA can bring this about, that will be good. Beyond this, ARMADA should be so strong that it represents a sort of seal of approval and if you're not in it, you're an outlaw. That's what they need, but I'm not really sure the main troubles can be solved at the level."

Jerry Blaine, chief of Cosnat Distributors, said that the most important question facing ARMADA and the entire record business, was whether the industry will stabilize prices. "You can't get a Cadillac for \$2,000 in one showroom, \$4,000 in another, and \$6,000 in another. Yet this is the way the same record might be sold in three different stores in New York."

Up to Big Ones

"It's up to the big manufacturers to get prices stabilized. For my part they should stop all extra discounts, stop all free goods, and end all functional discounts. That way they will stop giving larger buyers a special edge that no one else has. And sales plans should only take place twice a year, once in the spring and once in the fall.

"The other thing that has to be done," said Blaine, "is for manufacturers to scrap all cutouts, just as they used to years ago. Then you wouldn't have product selling for 99 cents that the consumer doesn't even know is a cutout."

"But only the big manufacturers can do it. If they lead the way, others will follow."

Joe Sinshiemer of Allen Distributors in Richmond, said: "I would like to see all distributors in the country take a pledge not to take on a line that has been moved from another distributor until the first distributor has been paid."

"I would give the manufacturer 10 days after the return of the merchandise to pay the first distributor. If no payment was made all distributors in the country should refuse to sell that manufacturer's line," he added.

Sinshiemer said he would welcome FTC intervention in the business, and would support a plan whereby equal treatment would be given all record wholesalers. "I do not want racks or one-stops or any other wholesaler to get preferential treatment as far as price or guarantees are concerned. I also do not think distributors should go into racks or one-stops."

Irwin Fink of All State Distributors in Newark, told Billboard: "The great question facing ARMADA has to do with support. Are distributors going to support one another, or are they going to be destroyed by constantly fighting one another? This is what is happening to racks. Distributors must unite to make themselves powerful, and impress manufacturers with their needs."

"I also welcome both the FTC and the Roosevelt Committee inquiries into record business practices."

Oh, Those Cover-Record Blues

By JACK MAHER

NEW YORK—Before the record to sleep at night, record manufacturers offer a silent prayer that goes: "Bless my dealers, bless my distributors, bless my rack jobbers and chain buyers; but, Lord, protect me from those cover records."

Cover records that break simultaneously are a bloody business these days. With profit margins a narrow thing at best, the battle expenses that incur (added promotion men, added advertising costs and step-up of pressure on program directors and deejays) trim that already slim margin to next to nothing.

This becomes particularly grueling when business is as thin as it has been recently. The price of promotion goes up as a label

has to double and triple up on everything—from lunch and drinks for influential people to air freight costs—(speed is essential). One of the most extensive and widespread incentives for getting record action is the use of special deals and freebies. Special deals, sometimes at one-for-one, are offered to dealers to get them to push a particular single over the competitors.

There has been a plethora of cover records in the past six months. One company, Atlantic, got caught in two consecutive battles. Once with Double L (distributed by Liberty), over "If You Need Me," and another time with Liberty over "Just One Look." Atlantic came out ahead in both cases. The Solomon Burke record won out over the Justin Pickett Double L disk,

and Doris Troy came out ahead of the Liberty record by Andy and the Marglows.

Atlantic and Liberty aren't the only firms in the cover wars. They just happen to be two of the most recent. Wars were fought between the Anthony Newley (London) and Sammy Davis Jr. (Reprise) versions of "What Kind of Fool Am I." Recently, too, Jack Jones on Kapp and Frank Sinatra, Reprise, battled for top honors in "Call Me Irresponsible." Over last winter Kitty Kallen (Victor) and Sandy Stewart (Colpix) duelled for the high position with versions of "My Coloring Book."

Astonishing thing about that battle was that both skittered up the chart within a couple of positions of one another through most of the action.

Expect 500 at San Juan Meet

NEW YORK—Five hundred delegates are expected to attend the first Columbia Records sales convention ever to be held out of the continental United States. The date is July 17 at San Juan, Puerto Rico's Americana Hotel. Columbia Records' creative

force, sales personnel from all 50 States and international affiliates representing CBS Records in major overseas markets will be among those in attendance.

The sales meet will be opened officially by Goddard Lieberson,

president of Columbia Records. Delegates from overseas slated to attend are: Bill Smith, managing director, Australian Record Company, Ltd.; Manuel Villarreal, director general, Discos CBS S.A. (Mexico); Janez Truden, managing director, Discos CBS S.A. (Argentina);

Leslie Gould, managing director, Philips Records, Ltd. (England); Dr. Kohki Naganum, chairman of the board, Nippon Columbia Company, Ltd. (Japan); H. Kaneko, Jun Imaheri and Takayasu Yoshioka, all of Nippon Columbia Company, Ltd. (Japan).

NARM Sets Sales Meet

PHILADELPHIA—The 1963 mid-year meeting and sales conference of the National Association of Record Merchandisers will take place at the Edgewater Beach Hotel in Chicago, July 31-August 20. Harold Goldman of Rak Sales, St. Louis, and James J. Tiedjens, of Musical Isle Record Corporation, Milwaukee, are co-chairmen of the event.

An opening luncheon will take place on Wednesday for both regular and associate members. The person-to-person sales conference appointments will begin immediately following the luncheon and continue all day Thursday through noon on Friday.

A person-to-person sales conference between record manufacturers and NARM regular members will be a feature of the meet.

Al Kasha Set to Produce at WB

HOLLYWOOD — Warner Bros. Records is launching a crash program to acquire the talent of independent producers. The first to be signed is Al Kasha. He was formerly with Columbia Records as a producer and supervised many of the Steve Lawrence and Eydie Gorme dates.

Agreement calls for Kasha to produce a series of singles and albums each year, with material and artists to be supplied by the producer. Under terms of the deal, Warner Bros. will hold an option on the artists brought to the label for future use, plus Kasha's services in recording the new talent.

Warner Bros. also has independent production deals in the works scheduled for Andy Wiswell, among other producers. Part of the reason for Warner's accelerated use of independent producers is to fill the void created by the loss of its Eastern producer, Stan Applebaum. Applebaum, however, will still be producing for the label on a free-lance basis.

4-Day Run for Newport Fest

BOSTON — Newport Jazz Festival has budgeted more than \$165,000 for talent to perform at its 10th annual event for four nights and two afternoons, July 4-7 scheduled at Freebody Park, according to George Wein, festival director. This year the event will run for four days instead of three, as in previous years. Wein announced the following program:

THURSDAY, July 4: Stan Kenton and his orchestra; Cannonball Adderley Sextet; Howard McGhee; Thelonius Monk Quartet; Pee Wee Russell; Nina Simone; Zoot Sims; Terry Clark and others.

FRIDAY, July 5: Maynard
Continued on page 8

CHECKING UP

Auditor Taking Look At Filipino Disk Books

By LUIS M.A. TRINIDAD

MANILA — Joseph Fenton, C.P.A., and his wife Ady, arrived from Hong Kong to audit royalties that are due to the Harry Fox office, American agent and trustee for major music publishers in the United States a short time back. Fenton was here to regularize the royalties due American music publishers, and at the same time to find ways and means to protect legitimate principals whose copyrighted music is being "pirated" or illegally manufactured in Japan, Hong Kong or the Philippines.

The American couple visited various Filipino record companies, among them Luis Villar Mereco, Inc., Eusebio Contreras of Mico and Antonio Lustre of Cosdel (Philippines).

Queried on his impressions of the music industry in this republic, Fenton said: "Modern, up-to-date facilities, the latest techniques of production as well as the capacity to manufacture each element of the finished product are the rule rather than the exception here."

Fenton explained that the volume of business continues to rise in the face of PX competition which finds its way into the black market, a 30 per cent tax on records, and in spite of the lack of electrical service in parts of some of the provinces.

"There appears to be practically no sheet music business as each musician arranges his own score directly from some other rendition on a record. Performance rights have not been recognized although common law may well recognize them.

"It would be unreasonable to expect an immediate adoption of the American-type performance society inasmuch as 80 per cent of the music used is of outside origin and the drain would work a hardship on the Philippine economy."

The American visitor further observed that the recordings of American record companies who

have not licensed their works in the Philippines are pirated openly. The major labels are well represented and in this way consequent policing by local licensees prevents pirating of these works. He said that this is a saving grace in the pirate problem of this territory.

"I think that American publishers and record companies must be patient in the promotion of their works in this market," Fenton added. "Advances and guarantees from Philippine firms will not be acceptable and in the long run will probably not be beneficial to the American companies."

Paul Wexler Handling New Science Line

NEW YORK—Paul Wexler is handling a newly formed record operation set up by the Allis-Chalmers Manufacturing Company's subsidiary firm, the Science Materials Center. Allis-Chalmers bought the Science Material Center a few months ago, in its first move into consumer products.

The new label is called Ballads for the Age of Science, and it consists of six LP's, created by Hy Zaret. Line is aimed at children from six to 12 and it features artists Tom Glazer, Dorothy Collins, Dottie Evans and Marias and Miranda.

Wexler, former sales chief for Columbia and more recently for Colpix, said that the firm will go out on an extensive consumer ad campaign to put over the disks. Alan Marks of SMC will handle sales. Price at list is \$3.98 and Wexler said there will be no deals and no discounts. LP's include "Nature Songs," "Space Songs," "Western Songs" and "Energy and Motion Songs."

No Code Law, NAB Urges

WASHINGTON—Cementing the NAB radio code's commercial time limits into government rules would kill self-regulation in broadcasting, the National Association of Broadcasters' Radio Code Board has declared. The board has urged the Federal Communications Commission to drop its proposed limitations on radio and TV commercials which might incorporate NAB codes, and let broadcasters police themselves.

NAB Radio Board says that empowering the FCC to limit the number of commercials would set up rigid and unrealistic commercial time standards. Also, it would result in judgment of stations by the number of commercials rather than by quality of operation.

The Radio Board says the Radio Code, which has been in effect less than three years, has acquired 1,830 subscribers, over 37 per cent of radio stations, and the subscription list increase in the past year alone has been over 19 per cent.

In other action the NAB Radio Code board approved appointment of a screening committee to consider alternates to present Code time standards, and proposed that the Radio Code be amended to include proviso against disparagement of competitive products in commercial copy. The Radio Code board turned down a suggestion to permit increased number of commercials during certain times.

Laurie Post To Singer

NEW YORK — Laurie Records, hot right now with four records moving, has just appointed Murray Singer as director of special products. Formerly with Bethlehem Records, Singer's job is to reach rack jobbers and one-stops.

Laurie's current hot singles include sides by the Chiffons, and Dion on Laurie, and Randy and the Rainbows, and the Four Pennies on the firm's subsid. Rust. Sound of the latter group, incidentally reminds many traders of the Chiffons.

Leeds Names Roth

Lewis Roth has been appointed editor-in-chief of Leeds Music Corporation. In addition to heading the editorial department, Roth will direct Leeds' symphonic and educational departments. He was editor in chief of the Sam Fox Publishing Company for five years prior to joining Leeds. Previously, he was educational director of Shapiro-Bernstein & Company, Inc., director of the symphonic department and member of the editorial staff of Mills Music, Inc.



More than 2,000 record windows from coast to coast are now featuring "Cleopatra" windows. Here is a typical display in New York City of the 20th Century-Fox sound-track sets, with the by now famous picture of Rex Harrison, Elizabeth Taylor and Richard Burton. Picture opens this week in 50 cities.

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"360 SOUND"

The Barbra Streisand Album



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This One



CUSA-G28-0XHQ

A FANTASTIC FIRST! ON COLUMBIA RECORDS

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RCA Victor's campaign to introduce Dynagroove was called "the most outstanding promotional program of the year" by the New York Sales Promotion Executives Association. Mort Vazor (r), head of the N. Y. chapter, presents plaque to Bill Alexander, Victor advertising chief.

WHO KNOWS BETTER?

Industry Know-How Just Right for Ad Job

By BOB ROLONTZ

NEW YORK—When a group of record men leave a record company to go with an advertising agency, what kind of accounts do they handle? Record company accounts, of course. At least that's the case with ex-record men Mort Nasitir (ex-Decca), Dom Cerulli (ex-Victor and Warner Bros.), Ace Lehman (ex-Victor) and John Murello (ex-Victor) who make up the record-account wing at the Donahue and Coe Agency.

The record firm handled by Donahue and Coe is MGM-Verve, which includes all of its many subsidiary labels and the German classical DGG label. For MGM-Verve the Donahue and Coe onetime disk men perform all sorts of functions above and beyond their normal functions as an ad agency.

They help in merchandising consultations, serve as a sounding board for ideas, and also give a hand as packaging consultants. They also participate in MGM meetings on almost everything.

Do the Job

Nasitir, the account supervisor, who was recently made an executive with the firm, said that Donahue and Coe handles the art work, the marketing and the advertising for MGM-Verve Records. Lehman is the art director for MGM covers while Murello handles the Verve covers and the classical covers.

Cerulli, who used to be Eastern editor of Down Beat prior to his record company career, works closely with Creed Taylor on jazz albums for Verve, advising on sequencing, coming up with album ideas and handling lines notes. When Verve was a part of MGM a few years ago, it was the Donahue and Coe staff which helped modernize the packaging, while retaining the feel of the Verve image.

Donahue and Coe has a long track record handling movie accounts, and some of its top executives were involved in the movie business. It was Arnie Maxin, president of MGM Records, who gave impetus to the idea of having record men handle the record company accounts at Donahue and Coe.

Packaging Ideas

On the packaging side, the agency, after MGM landed the DGG line, redesigned the DGG package for U. S. market tastes.

The agency participated in the designing of the new package, a more expensive looking package that would go with the

Surfer Sets Own Firm

HOLLYWOOD — Brian Wilson, leader of Capitol Records' top-selling Beach Boys surfing group, last week formed his own disk production firm in conjunction with his father-manager, Murray Wilson. The firm is known as the Sea of Tunes Production Company, and will produce surfing disks for "any legitimate record company" using that company's artists and material.

Murray Wilson told Billboard that the production firm will also sign recording talent on its own, and will produce masters with its own surfing discoveries. Capitol Records will get first refusal on Sea of Tunes' own disk productions. Selections Capitol decides to by-pass will be placed by the Wilsons with other label's for sale and distribution.

The Wilsons have taken a hand in producing their own disks, their father said, with the assistance of Capitol's a.&r. department, and feel that their production talent can be further put to use in producing recordings by other performers. Out of three sides issued by Capitol, Beach Boys' father said, two were double-sided hits.

The Wilsons also own Sea of Tunes Music Company (BMI), their own publishing firm.

Philips' PPP Offers 14%

CHICAGO—Philips Records' new "PPP Program" sales plan offers a 14 per cent discount on the firm's entire catalog plus its current release of nine new albums. The plan runs from June 15 through July 31.

The release includes a new Connoisseur Collection selection, "Missa Luba," featuring the Congolese Choir singing the Catholic Mass. The Connoisseur Collection series was introduced March 1, and features de luxe packing with double-fold albums and accompanying illustrated portfolios.

The regular release includes albums by Woody Herman, Paul and Paula, Dizzy Gillespie, Granny and Jim, and three classical selections, including an LP of Beethoven Sonatas with David Oistrakh and Lev Oborin.

BIONDI TO JOIN CHI'S WYNR?

CHICAGO — Rumors were flying around the Windy City last week that deejay Dick Biondi was going to join WYNR. Story was sparked by Wally Phillips, who made an on-the-air statement that Biondi would start with WYNR shortly. Station executives at WYNR would neither confirm nor deny the report at press time.

higher cost of the imported German LP's. And the firm also redesigned all DGG ads to come closer to the style of the U. S. market.

If Donahue and Coe gets more record accounts, the place where the firm will get additional record account executives will not be from advertising agencies, but from the record business, said Nasitir.

MEADER CORPORATE SELF READY TO SPREAD OUT

NEW YORK — Vaughn Meader and his manager Buddy Allen have set up a new corporation—Vaughn Meader Enterprises, Inc. The firm will set all Meader recording activities, personal appearances and outside investments.

Meader exited Cadence Records and the Booker-Doug organization in favor of a \$30,000 advance on a two-year deal with MGM Records last week.

Meader's debut as a singer will take place on his first MGM single release. The artist will abandon his JFK impersonation in favor of general satire on his first comedy excursion for the label.

The humorist will also change his personal appearance act incorporating the comedy team of Bucky Searles and Donna Jean Young in his skits.

Meader will record following a series of engagements beginning at the Steel Pier in Atlantic City, July 7 through 13; performances for G.I.'s in Mannheim, Germany, July 17 through August 17, and then back to this country for the debut of the new Meader and Company act at the Continental Hotel in Houston, Tex., September 2-15.

The big switch to MGM, arranged for Meader by Sid Bernstein of General Artists Corporation, accompanied reports of a possible MGM TV and movie opportunity for the star of "The First Family" LP's.

"The First Family" LP on Cadence hit an all-time high for album sales with more than 4,500,000 copies sold. "The First Family, Vol. II" on Cadence is currently in fourth place on Billboard's monaural LP chart. It is over the 250,000 mark.

INDUSTRY BRIEFS

For Tape Distrib

NEW YORK—Norm Weiser, vice-president of 20th Century-Fox Records, has named a number of new distributors to handle the label. Marnel of Baltimore; Mutual Distributing, Boston; Cleve-Disc, Cleveland and Cincinnati; Arc Distributing, Detroit; Trinity, East Hartford, Conn.; Marnel of Philadelphia; Fenway, Pittsburgh, and C&C, Seattle, are the nine new outlets handling the label. This makes a total of 31 in the U. S. with Quality Records, Ltd., Canada, and Music Craft, Hawaii, outside the continental limits.

'Cleo' Tapes Set

NEW YORK—Bel Canto pre-recorded tapes will release "Cleopatra," the original sound track recording acquired through arrangement with 20th Century - Fox Records. The "Cleopatra" tape will be followed up by release of "The Longest Day" another film sound track recording acquired from the label. The disk company has said that a "substantial" advance payment for tape distribution rights had been paid by Bel Canto.

Smash Sets 1-For-7 Deal

CHICAGO—Smash Records is offering a buy-seven-get-one-free deal on its entire Smash and Fontana catalog including a new June release of 10 albums. The deal runs through August 15.

The June release includes five new albums each by Smash and Fontana. The Smash release includes LP's by Bill Justis, Curtis Fuller and His Jazz Ambassadors, and Ivory Joe Hunter. Nana Mouskouri heads the roster of Fontana talent.

The plan, dubbed "'63 Summer Release," was introduced at an all-day sales meeting here recently. Attending were Charles Fach, Smash-Fontana head; Doug Moody, Jay Swint and Alan Mink, East, West and Midwest sales managers respectively.

REPRISE INKS ALLEN & ROSSI

HOLLYWOOD—Reprise Records last week signed the comedy team of Marty Allen and Steve Rossi to an exclusive recording contract. Acquisition of the comedy team adds a comedy facet to the Frank Sinatra label's product line-up. Reprise's Moe Austin also extended the label's contracts with Lou Monte, Dorsey Burnette and Wynona Carr. The acquisition of Allen-Rossi came on the heels of Reprise signing Debbie Reynolds to an exclusive contract.

R&B JOCKS TO MEET IN L.A.

HOLLYWOOD — The National Association of Radio Announcers and Rhythm and Blues disk jockeys will stage its annual convention here August 22-25 at the Ambassador Hotel. According to Floyd Ray of the association, approximately 50 per cent of the organization's associate members (record companies) have already confirmed that they will be represented at the convention. Ray said the association

Anderson Named

CLEVELAND — Bob Anderson has been tapped as regional area manager for Cleve-Disc, recently formed distributing operation headed by Godfred Dickey. Anderson will handle promotion and distribution in the Cincinnati-Indianapolis area for Liberty, 20th Century-Fox, part of the London-American group and IPG labels.

Tannenbaums Go On

CHICAGO — Some dealers may be complaining, but not Max and Jean Tannenbaum. Their 47th and Ingleside store has been in business for more than 17 years, and this week the pair is opening a new outlet at 87th and Stoney Island. Mrs. Tannenbaum will run the new store while Max stays with the old. Mrs. Tannenbaum managed the first self-service record department originally set up in Wieboldt's here in 1942.

Britons Launch R&B Gazette

PETERSFIELD HANTS, England — A brand-new publication, Rhythm and Blues Gazette, has started here. It is also starting a rhythm and blues record club, to obtain for its members U. S. r.&b. disks which are not issued in Britain.

The club will also try to obtain from the U.S.A. any single it lists in the magazine as a new release.

Membership in the club is free to all those who are subscribers to the Rhythm and Blues Gazette, located in Lyndum House, High Street in Petersfield.

Merc Releases 20 June LP's

CHICAGO—Albums by Lesley Gore, Erroll Garner, the Platters, Xavier Cugat and the Shackelfords were included in Mercury Records' latest release of 20 LP's.

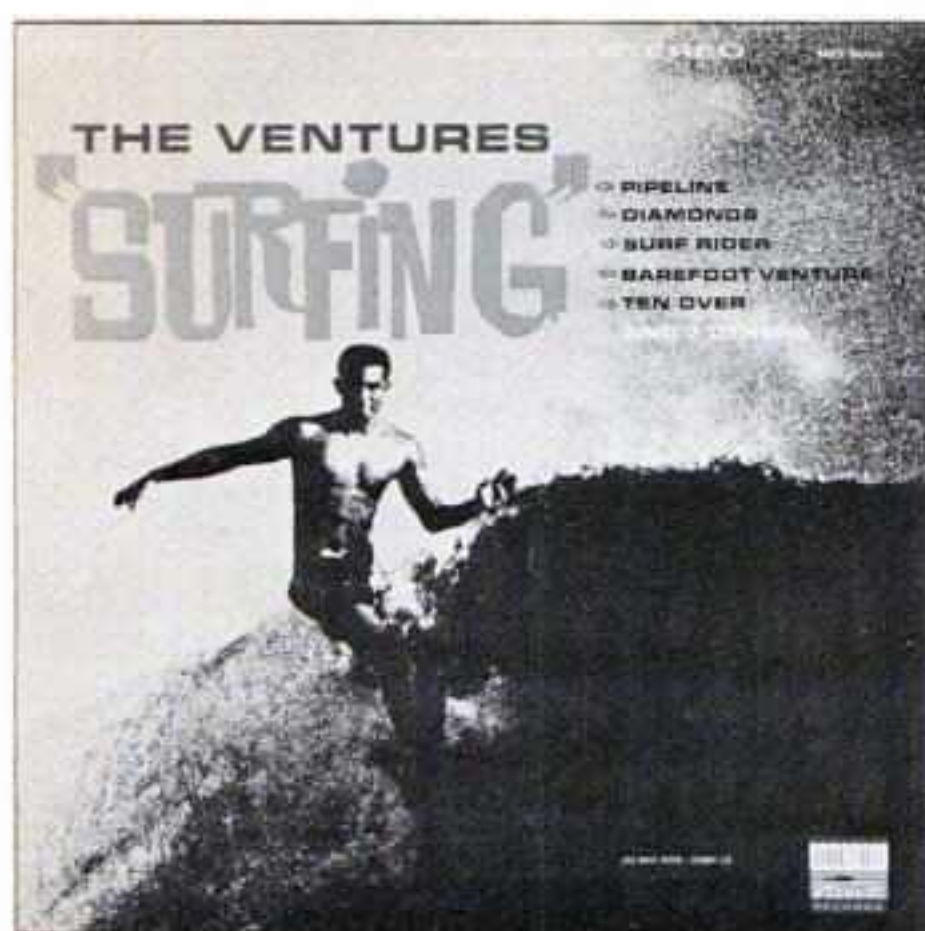
The new releases plus 40 albums from Mercury's "Three Ring Circus," "Sellstar 85," and "The Great Music Series" programs are also covered by a 15 free with 100 sales plan running through July 14.

Deferred billing is being given qualified dealers. Die-cut easel jackets will be available for the entire June release.

Mercury is dubbing its new program "Hits Summertime." Of the new albums, 14 are pop and jazz; two classical by Antal Dorati, and four classical in the "Curtain Up" series. The "Curtain Up" series is packaged with cartoon covers done by New York cartoonist Robert Day.



**“THE SURF IS UP AT LIBERTY,”
said the charts smashingly.**



SURFING-PIPELINE
BLP-2022 / BST-8022



JAN & DEAN TAKE LINDA SURFIN'
LRP-3294 / LST-7294

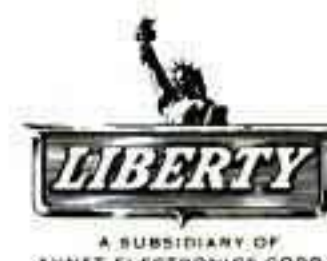
COMING SOON. WATCH FOR IT!



SURF CITY Produced by Jan Berry for Screen Gems, Inc.
LRP-3314 / LST-7314



LIBERTY RECORDS



CONGRESS INCLINING TO TAX HELP FOR SHOWBIZ

WASHINGTON—Tax news out of the Capitol leans toward help for the entertainment industry. The House Ways and Means Committee, working over the President's proposed tax reforms, has tentatively adopted language to spread income for songwriters, artists and others who have fluctuating income. Several Congressmen have introduced bills to rectify the havoc in business entertainment deduction resulting from Internal Revenue's confusing interpretation of last year's revenue revisions enacted by Congress.

Rep. Paul Rogers (D., Fla.), Representative Pelly (D., Wash.) and others have introduced legislation to bring back the "reasonable estimate" and reasonable record keeping approach to de-

ducting business entertainment expenses. Representatives Rogers and Pelly feel that IRS has produced such confusion on the issue that it will take new Congressionally enacted regulations to clear things up.

Business entertaining across the country has dropped the level of banquet functions 40 per cent, of food and beverage sales 10 per cent, and has pulled down over-all hotel, motel and restaurant employment from 5 to 10 per cent, Representative Rogers said. Representative Pelly said the National Restaurant Association estimates a loss of \$1 billion to that industry on an annual basis. It goes without saying that entertainers, musicians, record stars et al., suffer lost bookings as a result.

The tentative wording to spread tax for those with feast-and-famine income would apply to anyone whose income in the fifth year exceeds the average of the four preceding years by at least one third. Tax rate on the bonanza year's excess above 133 1/3 per cent of the average income, would be five times the tax payable on the first one-fifth of it, with "certain restraints."

To put it more simply, taxpayer would first estimate one and one-third times his average income. Subtract this amount from income in the bonanza year to get "excess." Figure tax due on one-fifth of this "excess" figure, and multiply this by five.

C-P Profits Dip

PHILADELPHIA — Cameo-Parkway net profits for the first quarter of 1963 amounted to \$294,425 or 49 cents per share, as against 57 cents per share for the first quarter of 1962, according to a progress report to stockholders released by the firm as of June 10, 1963.

According to the report by President Bernie Lowe: "Notwithstanding the fact that for the past several months the phonograph record industry as a whole has experienced a rather sharp cyclical drop in sales, we are gratified to report to you that we have outperformed the industry in the first five months of this year."

VICTOR BUYS 'TIP TOES'

HOLLYWOOD—RCA Victor last week purchased the master of "Tip Toes," by Boots Faye, originally released on the Callfaye label. Latter label is owned by Boots Faye and her husband Idaho. The disk on the Callfaye label has been getting action in Spokane and in Richmond, Va. Under terms of the master purchase, the major label has options on recording talents of both Boots and Idaho. Platter was purchased by Steve Shoals and Neely Plum, of Victor's West Coast recording operations here.

Newport Fest

Continued from page 4

Ferguson and his orchestra; Dizzy Gillespie Quintet; Milt Jackson; Lambert - Hendricks-Baven; Jerry Mulligan Quartet; Sonny Stitt; Joe Williams, and others.

SATURDAY, July 6: Duke Ellington and his orchestra; Bunny Briggs and Baby Lawrence; Coleman Hawkins; Paul Winter; Ramsey Lewis Trio; Newport Jazz Festival All-Stars; Bud Freeman; Ruby Braff; George Wein; Sonny Rollins Quartet; Nancy Wilson and others.

SUNDAY, July 7: Dave Brubeck Quartet; John Coltrane Quartet; Herbie Mann Quintet; Jimmy Smith Trio; Dakota Statton and others.

Friday afternoon will feature "New Faces in Jazz," and Saturday afternoon "An Afternoon at the Hoofers Club."

Wein pointed out that the Newport Folk Festival, of which he also is director, will be run as a non-profit event with proceeds being used to provide scholarships in the field of folk music. All of the big names in the folk field work for scale, he said, thus making it possible for "an unknown country fiddler or a Welsh miners' quartet to be brought to the festival," which is scheduled for July 26, 27, 28 at Newport.

Witnesses to Tell Trade Ills To Roosevelt Group in Aug.

Continued from page 1

the small businessmen of our nation, and indeed, our entire economy."

An attached "background paper" defined dual distribution as occurring when "one's supplier is also one's competitor." Examples are "... at the retail level, the manufacturer of a product distributes through independent retailers and also his own retail or captive outlets."

Vertical integration is defined as taking place "upon the entry by a firm into successive stages of production and distribution of a product."

Roosevelt noted that the purpose of the hearings "is to determine the extent of these practices and their impact upon small business."

Andersen asked dealers interested in testifying or furnishing information through him to write him at his home, 1614 North Pulaski Road, Chicago 39.

The Federal Trade Commis-

sion has been investigating the inpouring of complaints from dealers and distributors, with a view to possible trade regulation procedures.

However, the agency may instead go after individual violations of laws prohibiting unfair practices and price discrimination, if Roosevelt findings indicate need of a faster and tougher approach than the Trade Practices Conferences under the agency's Industry Guidance Bureau.

Hearings by the Roosevelt subcommittee were recessed until the end of July to allow Chairman James Roosevelt to attend the International Labor Organization convening in Geneva, Switzerland. The dual distribution hearings will resume possibly in mid-August, and staffers expect music spokesmen to be scheduled for sometime around the end of the month, barring unexpected developments.

Dot Ohio Move Points Trend

Continued from page 3

men in each of its aforementioned markets, and fill orders out of its Cleveland headquarters.

This marks the first time that Dot moved to an independently owned regional distribution set-up. Of greater significance is the fact that Dot will be covering the four key markets with on-the-spot sales and promotional forces in each city, but supplying product out of a central depot in Cleveland.

It also marks the first time that Dot has reversed procedures of the past several years of opening company-owned distribution outlets by selling its franchise to an independent distributor.

In making this move Dot has placed its product in the hands of a well-seasoned firm which has been a strong distributor in the Columbia Records network for the past dozen years. Furthermore, the line will enjoy its

own distribution identity in functioning under the Dot distributing corps banner.

While these aspects mark a decided departure for Dot from its traditional distribution operation, the label has had a somewhat parallel set-up in the Los Angeles area with Mrs. Dorothy Friedman. In December 1961, Wood switched his line from Los Angeles from Hart Distributors to Mrs. Friedman, who established Dot Distributing Corporation of Los Angeles. As a result of the independently owned unilateral distribution operation, Dot's Los Angeles sales, according to Wood, have jumped a full 40 per cent during the first 12 months.

Seaway's Cohen told Billboard, "I think Randy Wood in making this move is paving the way for the rest of the industry to follow. In going to a regional distribution system that is supplied out of a central point, Dot will enjoy intensive sales coverage with maximum product availability in each market."

The advantages to a label of this plan are threefold: The firm no longer has to shoulder the overhead and responsibility of a company-owned branch; it is able to maintain in-person resident sales and promotional representation in each market; it still reaps the benefits of concentrated single line sales activity through a sales corporation bearing the label's name. Similarly, there are distributor benefits. He gains four territories, but is spared the high cost of maintaining inventory in all four by servicing them out of a single central point.

Under the new set-up, Cohen told Billboard that he will utilize the well trained sales force that heretofore had served Columbia, and will add to this about half the personnel staff of Dot's company-owned Cleveland branch.

BATTLE STARTS \$1.98 SERIES

NEW YORK—The Riverside subsid label, Battle, has started a \$1.98 series. First album in line is an LP called "On Top of Spaghetti," by Tom Glazer. The album features Glazer doing a concert version of his current Kapp hit.

Bankruptcy Sale

By Order of U. S. District Court, Southern District of Florida.

Set assets of Pan American Distributing Corp., Inc., also known as Record Service Co., Inc., located at 3401 N.W. 36th Street, Miami, Florida, will be offered for sale, in parcel or bulk free of and/or subject to liens, at public auction to the highest and best bidder for cash on Friday, June 28, 1963, at 2:00 p.m., second floor U. S. Federal Building, 300 N.E. 1st Avenue, Miami, Florida. Said assets consist of records and accessories, plant equipment, air conditioners, office furniture and fixtures. Over \$650,000 (at wholesale) of clean merchandise.

Inspection will be held from 9:00 a.m. till noon, and from 1:00 p.m. to 4:00 p.m., Wednesday and Thursday, June 26 and 27, 1963, on said premises.

Said sale is subject to confirmation by the court. For information call from 9:00 a.m. to 5:00 p.m., 635-4702.

"Mel" Stavros, Trustee-Receiver U. S. District Court

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715

Company _____

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See Need of Distribution Shift

Continued from page 3

than ever before," said Blaine, "but we sell them to a smaller number of store buyers."

Blaine's approach reflects a continuing pattern of change. There are reports that one of the large record firms may eventually go to resident salesmen in all but a handful of major markets, with records to be shipped to all large metropolitan areas from five or six shipping points, or depots, with some of these depots located close to the firm's pressing plants.

Columbia Records appears to be on the verge of a big change in its own distribution set-up. Recently Columbia established its own branch in Miami. This is said by many tradesters to be the first step in a program of consolidation and strengthening of Columbia's distribution pattern across the country.

Further changes reportedly

encompass Columbia setting up its own branch distribution in Minneapolis and Cleveland, replacing long-time independent distributors in both of these areas.

Other Shifts

Perhaps as important is that Columbia is also reported to be readying the end of distributorships in Des Moines and Kansas City. Des Moines is reported to be served from Minneapolis, and Kansas City from St. Louis. Columbia's Terre Haute plant is now servicing much of the Cincinnati market where Columbia has had its own branch also.

These consolidation moves apparently are being readied to give Columbia closer control of its product in the field. The changes may also be part of a price stabilization move that Columbia has in the works for its July convention. Tradesters estimate that Columbia Record Distributing Corporation controls about 70 per cent of all product sold by Columbia through its national distribution network. These new distribution moves, if they come to fruition, would increase this control even more.

when answering ads . . .

Say You Saw It in **Billboard**

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AN EXCITING INTERNATIONAL PROMOTION TO SPARK SUMMER STORE TRAFFIC AND SALES

OVER 100 TITLES OF ANGEL;
'CAPITOL' OF THE WORLD
AND CAPITOL CLASSICS
FRENCH REPERTOIRE NOW ON A
BUY 2 GET 1 FREE!
PROGRAM*

BACKED UP WITH CONSUMER
ADVERTISING, COLORFUL
EXCITING WINDOW AND
STORE DISPLAYS, CONSUMER
FOLDERS, DEMO DISCS,
BROWSER CARDS AND
ADVERTISING MATERIAL

ADS LIKE THIS WILL APPEAR
IN THE NEW YORKER, RÉALITÉS,
SCHWANN, ETC. (See Capitol-Angel Rep.
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INCLUDES THE NEW, ALL-FRENCH RELEASES
ON ANGEL AND 'CAPITOL' OF THE WORLD
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NOW—THESE RICHES AT A GREAT SAVING!

Whether or not your vacation plans include Paris, many record dealers are currently offering the next best thing—a chance to enjoy *Faust* at L'Opera, *The Pearl Fishers* at L'Opéra-Comique... popular singers such as Piaf and Trenet... great entertainers from smart clubs along the Champs Elysées and leading French jazzmen from smoky *caves* underneath Boulevard Saint-Germain... the immortal art of Walter Gieseking and Maggie Teyte.

From the bountiful combined catalogs of Angel Records and Capitol Records you can build your library of great music by Debussy, Ravel, Franck, Bizet and performances by the popular and classical artists who have made Paris a center of the musical world.

See your record dealer today for details and complete lists of French music on Angel and Capitol. Enjoy these riches at a saving of many francs!



VIVE
LA
MUSIQUE
FRANÇAISE



ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

SONGS FOR A SUMMER NIGHT (2-12")

Various Artists. Columbia PM-2 (M); PMS-2 (S)

Easy listening for the hazy, lazy days on this LP. Most of the tracks are by vocal artists, many of whom are riding with hits, although the hits are not included here. Among those represented on this LP are Andy Williams, Tony Bennett, Steve Lawrence, Dion, Eydie Gorme, etc. A good bit of the music is ballad but there's also a bit of beat as well.



POP SPOTLIGHT

55 DAYS AT PEKING

Soundtrack. Columbia CL 2028 (M); CS 8828 (S)

This album is the sound track of the music from the film "55 Days at Peking." Since the picture is one of the big ones for 1963 there is a good chance that it will sell well, especially if exposed and promoted when the picture plays near store locations. To add some strength to the exciting Dimitri Tiomkin music, Andy Williams' recording of the pretty theme from the flick is included in the album.



POP SPOTLIGHT

UNTIL YOU'VE HEARD THE SHACKLEFORDS YOU AIN'T HEARD NOTHIN' YET

Mercury MG 20806 (M); SR 60806 (S)

The Shackelfords, a new and stylish vocal group that mixes neo folk, country and pop in a mighty listenable menage, recently generated healthy action with their first single release "A Stranger in Your Town," and here they come with that ditty plus a fine selection of tunes bearing such titles as "Mama Was a Cotton Picker," "If the World Don't End Tomorrow" and "The Big Boss Man." Set warrants plenty of attention.

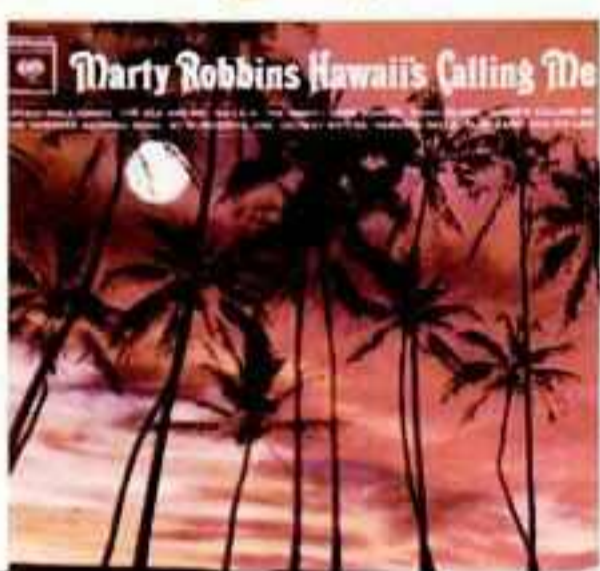


POP SPOTLIGHT

HAWAII'S CALLING ME

Marty Robbins. Columbia CL 2040 (M); CS 8840 (S)

Marty has scored with straight country, the Tex-Mex school and strictly pop material and here, spinners will find the lazy, languid Hawaiian approach also very much in his ken. There are familiar island tunes like "Lovely Hula Hands" and "Hawaiian Wedding Song," neatly mixed with a flock from the chanter's own imaginative pen. It can be said that he has a strong touch for this milieu. Watch this one. It could make noise.

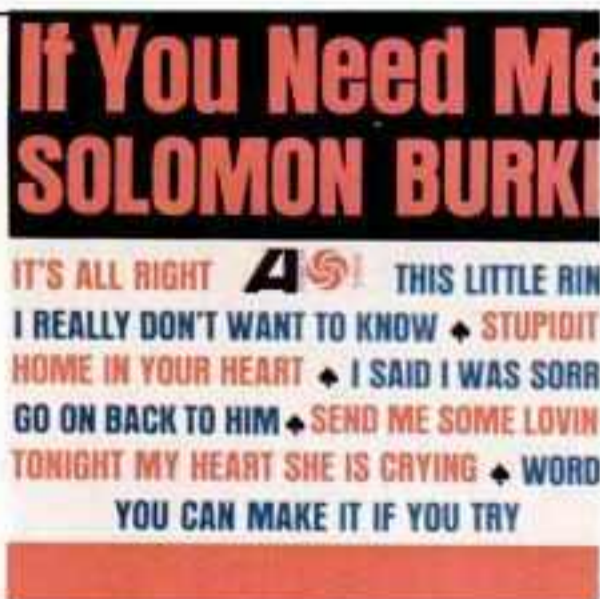


POP SPOTLIGHT

IF YOU NEED ME

Solomon Burke. Atlantic 8085

Here's an album that should prove a solid item with old and new Solomon Burke fans. The set includes the artist's current charter plus a wealth of other top-flight performances. "Words," "I Really Don't Want to Know," "Home in Your Heart" and "Tonight My Heart Is Crying" are some of the other fine tracks.

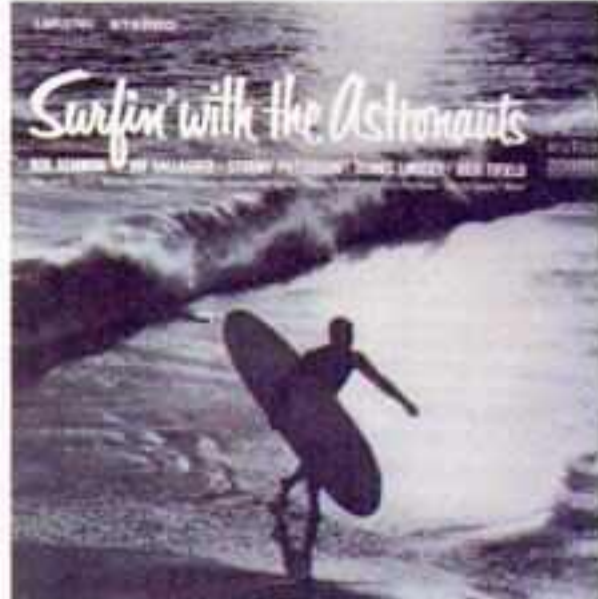
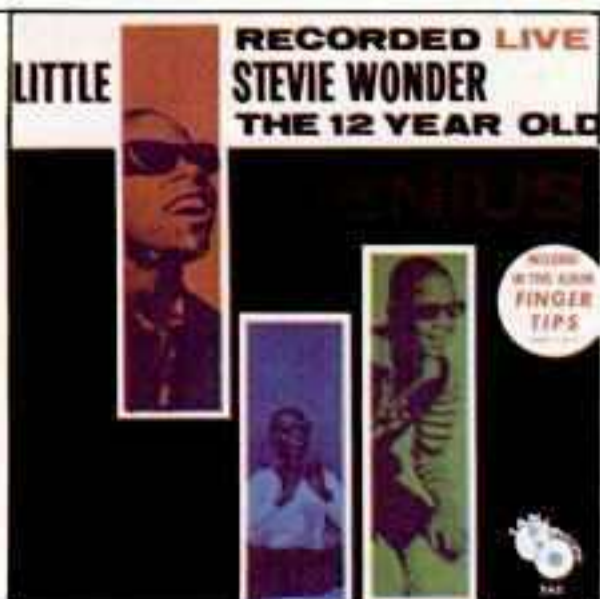


POP SPOTLIGHT

LITTLE STEVIE WONDER/THE 12-YEAR-OLD GENIUS

Tamla 240

Tamla Records leaped on early action for an artist they've been building for some time with this Little Stevie Wonder LP and they've got a winner. The set features the artist singing and playing his heart out on a number of extended tracks. "Finger Tips," Parts I & II, are included, plus some other strong tracks. Especially effective are "Don't You Know," "Hallelujah I Love Her So" and "Soul Bongo."



POP SPOTLIGHT

SURFIN' WITH THE ASTRONAUTS

RCA Victor LPM 2760 (M); LSP 2670 (S)

The tide's comin' in strong on the surf scene. The Astronauts know how to ride it. The group, although the newest of the surfers on record, are on board and riding, the crest of such frothy favorites as "Banai Pipeline," "Pipeline," "Surfer's Stomp," "Kuk" and others. The boys have a mighty solid sound and could step right out.



POLKA SPOTLIGHT

YOUR FAVORITE POLKAS

Frankie Yankovic & His Yanks Columbia CL 1952 (M); CS 8752 (S)

The irrepressible Polka King, Frankie Yankovic and his Yanks have come up with a collection of favorite polkas such as "I've Got a Date With Molly" and "Volley Spring Polka." Yankovic should capture the hearts of Milwaukeeans and Chicagoans with his "Milwaukee Polka" and "Chicagoland Twirl Polka." Polka fans should latch on to this.



COUNTRY SPOTLIGHT

THE ORIGINAL COUNTRY HITS, VOL. 1

Various Artists Liberty LRP 3305

Oldies are making it big in the pop field and here's a sharp group of older country smashes that can register equally well in that market. There are, for example, "I Walk the Line," by Johnny Cash; Bobby Edwards' "You're the Reason"; Walter Brennan with "Old Rivers"; "Alabam" by Cowboy Copas and a flock of other goodies. This one is sure to catch a lot of action, over quite a spell.

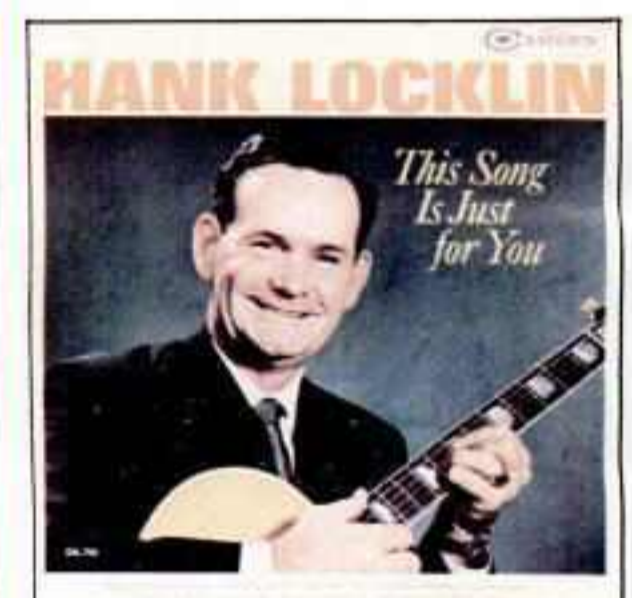


COUNTRY SPOTLIGHT

THE ORIGINAL HIT PERFORMANCES! ALL-TIME COUNTRY & WESTERN, VOL. IV

Various Artists. Decca DL 4359 (M); DL 74359 (S)

Here's another edition of some of the great country classics of yesterday. Patsy Cline sings "A Church, A Courtroom, Then Goodbye," while Roy Drusky sings "Three Hearts in a Tangle." "Tumbling Tumbleweeds" by the Sons of the Pioneers and "Half a Mind" by Ernest Tubb are also among the 12 great tracks.



LOW-PRICE COUNTRY SPOTLIGHT

THIS SONG IS JUST FOR YOU

Hank Locklin RCA Camden CAL 765 (M)

Hank Locklin can always be counted on to do a goodly share of business, be it single, full-price or low-price album. The first in his Camden series has already done well and this second collection should do equally well with fans looking for a real bargain. The price is right, the sound is fine and the tunes—"One Step Ahead of My Past," "Second Fiddle," "Why Baby Why" and "The Other Side of the Door" among the dozen, are all winners. Good wax.



COUNTRY SPOTLIGHT

BLUEGRASS SPECIAL!

Bill Monroe and His Blue Grass Boys. Decca DL 74382 (S); DL 4382 (M)

The men who made blue grass music what it is today, Bill Monroe, has turned out another fine album, spotlighting his own vocals, plus solid instrumental work from his blue grass boys. The songs include both new and old favorites, including "Blue Ridge Mountain Blues," "Columbus Stockade Blues," "Cheap Love Affair," "I'm So Lonesome I Could Cry" and "Foggy River."

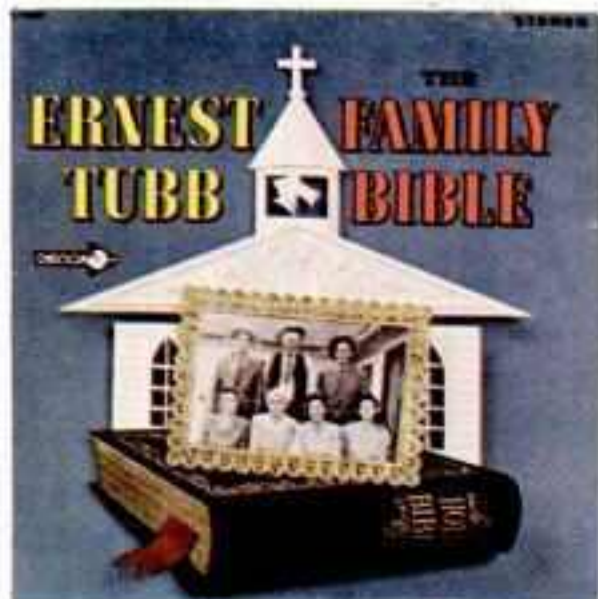


SACRED SPOTLIGHT

BOW THY HEAD

Webb Pierce. Decca DL 74384 (S); DL 4384 (M)

Webb Pierce makes the move from his traditional country ballad stylings into the sacred area with ease and finesse, adding up to a most sincere and impressive outing. The material is particularly well selected with such as "If Jesus Came to Your House," "The Preacher's Vacation," "Standing on the Promises" and "Just as I Am," all among the standouts. Chanter gets simple, effective arrangements throughout. Package should achieve a solid sale.

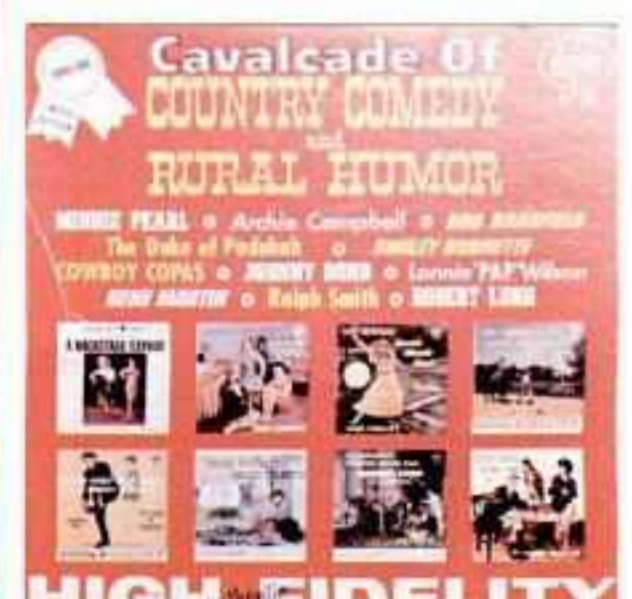


SACRED SPOTLIGHT

THE FAMILY BIBLE

Ernest Tubb. Decca DL 74397 (S); DL 4397 (M)

Fine singing by Ernest Tubb of favorite sacred songs should have a strong appeal to his many country fans in the Midwest and South. Songs include "Great Speckled Bird," "Precious Memories," "What a Friend We Have in Jesus," "The Wings of a Dove" and "I Saw the Light." Tubb sells them with feeling and sincerity over strong backing by the Texas Troubadours.



LOW-PRICE COUNTRY SPOTLIGHT

CAVALCADE OF COUNTRY COMEDY AND RURAL HUMOR

Various Artists Starday SLP 237 (M)

Here's a real bargain sampler for lovers of homespun, hill country humor. Starday is putting this edition out at a suggested retail price of 99 cents. Those in the plan with albums of their own, from which tracks are here included, consist of Minnie Pearl, Rod Brasfield, Archie Campbell, the Duke of Paducah, Smiley Burnette, Gene Martin, Ralph Smith, the late Cowboy Copas.



How many ears must one man have
Before he can hear people cry?
How many deaths will it take 'til he knows
That too many people have died?
The answer, my friend, is blowin' in the wind,
The answer is blowin' in the wind.'

*©M. Witmark and Sons

Peter, Paul and Mary

SING

"Blowin' in the Wind"



WARNER BROS. RECORDS

SINGLE NUMBER 5368



ALBUM REVIEWS



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

SHE LOVES ME
Frank Chacksfield & His Ork
London LL 3316 (M); PS 316 (S)

The cast album for this new Jerry Bock and Sheldon Harnick (of "Fiorello" fame) score is already out and doing business but there is always room for additional material if the show has any kind of hit status (which this one does). The Chacksfield shimmering ork sounds are well adapted to showing material as they show here on 14 songs from the score. Excellent sound, technically, too.

POP SPECIAL MERIT

THE BANJO BARONS PLAY GOLDEN HAWAIIAN HITS
Columbia CL 1983 (M); CS 8783 (S)

A rollicking set which gives 37 songs of the Islands (from both native and mainland sources) a treatment somewhat related to a Dixie quality. There's a prominent wah-wah trumpet sound, and a sub-tone clarinet also sneaks into the arrangements. As usual the pickers themselves turn in sprightly jobs and the whole thing adds up to good listening and dance fare. All the familiar Hawaiian items are here along with some of the less-known, more traditional material. Tunes are arranged in medley form.

POP SPECIAL MERIT

AS LONG AS HE NEEDS ME
Anita Bryant
Columbia CL 2035 (M); CS 8835 (S)

Anita Bryant displays a notable improvement in technique over some of her earlier outings. She gives warm and full-bodied offerings to "As Long As He Needs Me," "The Second Time Around" and gives out with a sock dramatic reading of "What Kind of Fool Am I?" The set has much to recommend it.

POP SPECIAL MERIT

HOLLYWOOD AWARD WINNERS!
Skitch Henderson & His Ork
Columbia CL 2026 (M); CS 8826 (S)

Skitch Henderson's woodwinds, lush horns and sophisticated piano float lightly with style and grace over such Hollywood greats as "Secret Love," "High Noon," "The Last Time I Saw Paris" and "The Way You Look Tonight"—to name a few. It's a solid mood set and provides many spinnable sides for jocks.

POP SPECIAL MERIT

FOLK BALLADS FROM THE WORLD OF EDGAR ALLAN POE
Ivy League Trio
Reprise R 6087 (M); R9-6087 (S)

The tension-filled tales and poems of Edgar Allan Poe have been transformed into folk-oriented ballads and given dramatic performances by this campus-type trio. The supernatural direction of the originals lend themselves quite well to this treatment in the main, especially such famed works as "Tell-Tale Heart," "The Raven," "The Bells" and "The Pit and the Pendulum." Could grab strong air play.

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.

POP SPECIAL MERIT

LITTLE GIRL BLUE—LITTLE GIRL NEW
Keely Smith
Reprise R 6086 (M); R9-6086 (S)

Whether Little Keely Smith is "A Little Girl Blue" or "Little Girl New" she's fine on this new package. She generates lots of excitement whether it's an up-tempo ditty like "A Lot of Livin' to Do" or a more relaxed "Gone With the Wind" or "I'll Never Be the Same." Nelson Riddle contributes highly effective support.

POP SPECIAL MERIT

OSCAR BROWN JR. TELLS IT LIKE IT IS
Columbia CL 2025 (M); CS 8825 (S)

The highly individual style of Oscar Brown Jr. has been winning him a substantial fandom, especially via his frequent TV appearances. Some of his finest work is on his latest LP, performed with his usual flair for the dramatic. Included are some items of folk-gospel origin, plenty of satire, and one potent excerpt from his show, "Kicks & Co."

JAZZ SPECIAL MERIT

QUINCY JONES PLAYS HIP HITS
Mercury MG 20799 (M); SR 60799 (S)

Jones' artistic merits as an arranger have become increasingly apparent in recent years. These talents come into full play in this interesting new production which, smartly enough, takes as its source the numerous jazz-based pop singles hits which have hit the charts lately. These include such numbers as "Back to the Chicken Shack," "Cast Your Fate to the Wind," "Watermelon Man," "Jive Samba," "Take Five," "Gravy Waltz" and others. The set has a great, big-band sound such that it can have good appeal with both jazz and pop buyers.

JAZZ SPECIAL MERIT

REEDS & DEEDS
Roland Kirk
Mercury MG 20800 (M); SR 60800 (S)

The multi-horn playing Kirk turns out a strong, pure-jazz LP here, with plenty of expert help from Virgil Jones (trumpet), Charles Greenlee (trombone), Harold Mabern (piano), Rafik Abdullah (bass) and Walter Perkins (drums). The success of his "We Free Kings" album should pave the way to some healthy sales action on this one. One of the finest tracks is an avant-garde treatment of "Song of the Countrymen," inspired by the Brazilian composer Villa Lobos.

CLASSICAL SPECIAL MERIT

THE ART OF THE PRIMA BALLERINA
London Symphony Orchestra (Bonyng)
London CMA 7213 (M); CSA 2213 (S)

This two-disk set offers excerpts from a dozen ballets and will be of surpassing interests to balletomanes. For others, there is much familiar music, all of it melodic and pleasing, as it must be to be danceable. Produced under the supervision of famed ballerina Alicia Markova, it offers excerpts from "La Bayadere," "Les Millions d'arlequin," "William Tell," "Giselle," "La Sylphide," "Swan Lake," "La Favorita," "Don Quixote," "Bolero 1830," "Pas de Quatre," "Sleeping Beauty" and "The Nutcracker."

CLASSICAL SPECIAL MERIT

BEST INTERPRETERS OF CHOPIN, VOLUME 1
Vladimir Ashkenazy. Bruno BR 14052L

The young Russian pianist, who recently figured in the news by deciding to live in England with his bride, has turned in a highly impressive reading of the popular Chopin Etudes here (complete). His treatment is highly romantic and youthful, with excellent long phrasing and occasional departures from routine tempi. Particularly compelling is Op. 25, No. 1, which he takes much more slowly than is usually done. The result is sheer poetry.

COUNTRY SPECIAL MERIT

AN EVENING WITH GRANDPA JONES
Decca DL 4364 (M); DL 74364 (S)

Grandpa Jones is one of the most exciting performers in the country field, and he gets that excitement into all of the sides he has recorded here. They include such oldies as "Mountain Dew" and "Waiting for a Train," to newer items like "Pickin' Time" and "Don't Bring Your Banjo Home." And familiar Grandpa Jones items like "Eight More Miles to Louisville" are also in the fine collection.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO

I GOT SOMETHING TO TELL YOU!
Moms Mabley, Chess LP 1479

THE JAMES BROWN SHOW
King 826

THE UNITED STATES MARINE BAND
RCA Victor LPM 2687

FOOLISH LITTLE GIRL
Shirelles, Scepter LP 511

UNIQUELY MANCINI
Henry Mancini, RCA Victor LPM 2692

STEREO

CLEOPATRA
Sound Track, 20th Century Fox SXG 5008

I LOVE YOU BECAUSE
Al Martino, Capitol ST 1914

THEMES FOR YOUNG LOVERS
Percy Faith & Ork, Columbia CS 8823

UNIQUELY MANCINI
Henry Mancini, RCA Victor LSP 2692

THE CONCERT SINATRA
Frank Sinatra, Reprise R 9-1009

★ NEW ACTION LP'S

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

MONO

SOUTH STREET . . .
Orlans, Cameo C 1041

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

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

COUNTRY SPECIAL MERIT

FOLK SONGS OF THE BAYOU COUNTRY
Jimmy "C" Newman
Decca DL 74398 (S); DL 4398 (M)

A most interesting program, and one of the few around currently dealing with the rather forgotten art of Cajun music from the Louisiana bayou country. Newman is most adept at these songs—which feature the almost polka-like accordion along with the country instrumentation—and he does most of them in the Cajun French of the Delta as well as English. T. Tommy Cutrer, WSM's famous deejay, introduces the numbers and chats with Newman at intervals. Included are the classic, "Jole Blon," "Jean Lafitte," "Pretty Mary Ann," etc.

COUNTRY SPECIAL MERIT

A COLLECTION OF FAVORITES BY THE CARTER FAMILY
Decca DL 4404 (M); DL 74404 (S)

For fans of the Carter Family or collectors of Americana (and sometimes both are the same), this album will be welcomed. It features A. P. Carter, Sara and Maybelle, singing such A. P.-written items as "Hello Stranger," "My Dixie Darling," "Oh Take Me Back," "Little Joe" and "Coal Miner's Blues." Folk, country, blues and sacred songs made for a first-rate country set here.

COUNTRY SPECIAL MERIT

COUNTRY COMEDY TIME
Lonzo & Oscar
Decca DL 4363 (M); DL 74363 (S)

The comedy twosome turns out their typical brand of humor ditties, with neat Grand Ole Opry type accompaniment. The boys are favorites on that show and their fans will want this set, their first in a spell. Included are parody lyrics on "Hey Joe," "Gone," "I'm Moving On," "A Fallen Star" and a cutie called "Give Me an R C Cola and a Moon Pie." A neat set that fans will dig.

ONE WORLD CONCERT . . .

Erroll Garner, Reprise R 6080

GOLDEN GOODIES, VOL. IV . . .
Various Artists, Roulette R 25211

STARDUST . . .
Boston Pops/Arthur Fiedler, RCA Victor LM 2670

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

DEAN (TEX) MARTIN RIDES AGAIN . . .
Reprise R 6085

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

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

BROADWAY . . . I LOVE YOU . . .
Sergio Franchi, RCA Victor LM 2674

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

PAUL ANKA'S 21 GOLDEN HITS . . .
RCA Victor LPM 2691

EARL GRANT YES SIRREE! . . .
Decca DL 4405

TRAVELIN' . . .
Chet Atkins, RCA Victor LPM 2678

STEREO

JAZZ SAMBA ENCORE! . . .
Stan Getz & Luiz Bonfá, Verve V6-8523

STREETS I HAVE WALKED . . .
Harry Belafonte, RCA Victor LSP 2695

SUKIYAKI AND 11 HAWAIIAN HITS . . .
Billy Vaughn, Dot DLP 25523

FOR YOUR SWEET LOVE . . .
Rick Nelson, Decca DL 74419

VAUGHN MEADER & THE FIRST FAMILY, VOL. II . . .
Cadence CLP 25065

YOU SING THE MILLION SELLERS
Music Minus One MMO 651

YOU SING THE MILLION SELLERS
Music Minus One MMO 652

TRINI LOPEZ AT PJ'S
Reprise R 6093 (M); R9-6093 (S)

HOW THE WEST WAS WON AND OTHER SONGS OF EARLY AMERICA
The Voices Eleven. Epic LN 24058

PIANO RHAPSODIES OF LOVE
George Greeley, His Piano and Ork.
Reprise R 6092 (M); R9-6092 (S)

HAWAII'S GREATEST HITS
Prince Kalua and the Tropical Islanders. Epic LN 24055

LOVE
Rosemary Clooney. Reprise R 6088 (M); R9-6088 (S)

JOSE MELIS AT THE POPS CONCERT
Mercury MG 20684 (M); SR 60684 (S)

PIANO ROLL BLUES
Del Wood. Mercury MG 20804 (M); SR 60804 (S)

TROPICAL HEAT WAVE
Rene Paulo Group. Life L 1012

JAZZ

LIONEL HAMPTON ON TOUR
Glad-Hamp GH 1005

JUNIOR'S BLUES
Junior Mance. Riverside RM 447 (M); RS 9447 (S)

ROUND MIDNIGHT
Various Artists. Riverside RM 3522 (M); RS 90339 (S)

CLASSICAL

ERNST VON DOHNANYI PLAYS BEETHOVEN SONATAS 30 AND 31
Everest 6109 (M); 3109 (S)

CURTAIN UP! GALA FAVORITES
Various Artists. Mercury MG 50339 (M); SR 90339 (S)

(Continued on page 44)

LOW PRICE COUNTRY SPECIAL MERIT

EARLY BLUE GRASS MUSIC

Monroe Brothers
Camden CAL 774 (M)

For collectors, this should have considerable interest. The Monroe boys haven't sung together in quite a while, but Bill Remains a kingpin of the blue grass movement and is widely regarded as one of the true artists of this genre. The early dueting of the brothers, as reproduced here, is historically of interest and includes performances of such items as "Once I Had a Darling Mother," "No Home, No Place to Pillow My Head," "New River Train," etc.

★★★★

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

THIS IS SOCIETY DANCE MUSIC BY LESTER LANIN
Epic LN 3242 (M); BN 628 (S)

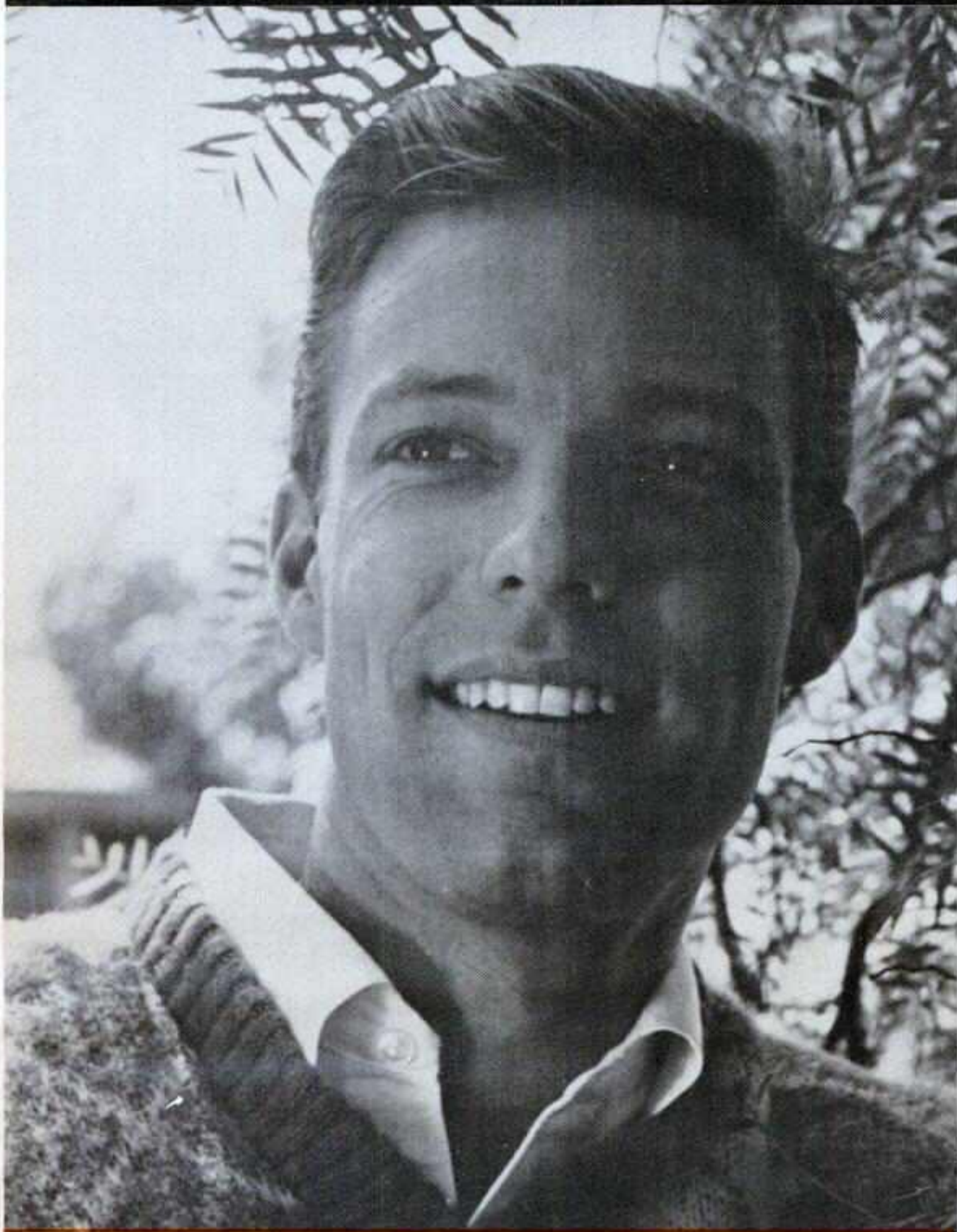
GETTING SENTIMENTAL OVER TOMMY DORSEY
Jo Stafford. Reprise R 6090 (M); R9-6090 (S)

LIMBO FROM TRINIDAD
Trinidad Limbo Ork. RCA Victor LPB 3013 (M); LPS 3013 (S)

A PORTRAIT OF NANCY
Nancy Ames. Liberty LST 7299 (S); LPR 3299 (M)

THE SOUL OF ITALY L'ANIMA D'ITALIA
Jerry Murad's Harmonicats. Columbia CL 1999 (M); CS 8799 (S)

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including 1963 Survey of Independent Record Distributors

ARMADA AGENDA
and Associated Events

(Hotel Eden Roc, Miami Beach, Fla.)

MANUFACTURER SALES MEETINGS

- Monday, June 24:**
- 8:30 a.m. United Artists Records Continental Breakfast Imperial Room North
 - 9:30 a.m. United Artists Records Sales Meeting Imperial Room South
 - 1:00 p.m. United Artists Records Luncheon Mona Lisa Room
 - 3:00 p.m. Atco Records Sales Meeting Paladium Room
 - 4:30 p.m. Atlantic Records Sales Meeting Paladium Room
 - 7:30 p.m. Atlantic-Atco Records Hawaiian Luau Luau Restaurant
- Thursday, June 27:**
- 9:30 a.m. Everest Records Continental Breakfast and Sales Meeting Paladium Room

OFFICIAL ARMADA PROGRAM

- Monday, June 24:**
- 12:00 noon Convention Registration to 8:00 p.m. Regency Lounge
 - 9:00 p.m. Executive Board Meeting Card Room B
- Tuesday, June 25:**
- 8:00 a.m. Registration Regency Lounge
 - 9:30 a.m. Opening Meeting Cafe Pompeii Reports by president, treasurer and executive secretary and appointment of nominating committee
 - 10:20 a.m. Guest speaker: Dave Kapp
 - 10:40 a.m. Guest speaker: Earl Kintner Special ARMADA counsel
 - 11:00 a.m. New Business
 - 12:30 p.m. Luncheon Mona Lisa Room
 - 2:00 p.m. Discussion Period Cafe Pompeii
 - 2:05 p.m. Address by Edwin Abramson, CPA, on "Traveling Entertainment Expenses Under the Revenue Act of 1962"
 - 2:40 p.m. Symposium Diversification for Distributors Moderator: Irwin Fink Panelists: Carl Glaser, Robert Hausfater, Jim Schwartz, Bob Kornheiser
 - 3:50 p.m. Symposium The Manufacturer-Distributor Relationship in a Changing Market Moderator: Ewart G. Abner Jr. Panelists: John Sippel, Al Rosenthal, Paul Cohen, Jimmy Martin, Norman Weiser, Lenny Sachs, Hans Lengsfelder, Don Pierce, Sam Phillips
 - 6:00 p.m. Cocktail Party Host: Eden Roc Hotel Imperial Room
- Wednesday, June 26**
- 9:00 a.m. General Discussion Cafe Pompeii
 - 9:30 a.m. Guest speaker: Dave Miller
 - 10:00 a.m. Symposium The Proposed Standard Contract Moderator: Bill Shocket Panelists: Al Bennett, Herb Dale, Kenny Myers, Jordon Ross
 - 11:00 a.m. Symposium The Return Privilege Moderator: John Kaplan Panelists: Lou Klayman, Al Bennett, Bud Katzel, Phil Skaff, Bob Chatton, Joe Martin, Ahmet Ertegun

(Continued on page 24)

Mfrs. Draw Most Blasts In Survey of Industry Ills

By REN GREVATT

NEW YORK—"Put another nickel in, in the nickelodeon, all I want to hear is Money, Money, Money." This, according to one candid distributor, is the theme song of most record manufacturers today. The comment was made in connection with an attempt by the distributor to pinpoint greed as one of the primary sources of industry ills. Accusing manufacturers of making music a "purely mechanical thing, turned out in wholesale lots," in the dash for more money, the distributor called for a return to good music, in limited quantities, as the industry's salvation. Others were even more pointed in placing responsibility for their biggest complaints at the doorstep of the manufacturer. Deploring "inconsistent discount programs and one-shot deals" by diskeries, Herb Dale, of Dale Enterprises, Boston, remarked, "It is imperative that we distributors make a concentrated effort to establish with manufacturers a reasonable, year-round cost price."

Joe Sinsheimer of Allen Distributing, Richmond, Va., put it in even more succinct, bitter terms. "The manufacturer is sick, the whole industry is sick." The manufacturer has killed the goose that lays the golden eggs," he asserted.

These and many similar comments directed at manufacturers were received in replies to Billboard's 1963 Independent Distributor Survey, results of which appear elsewhere on this page. The manufacturer became the scapegoat for what distributors called the key evils, namely, decline of the traditional dealer and the concurrent growth of racks and one-stops and attendant credit problems.

Where to Turn?

What to do about the evils? Governmental intervention has frequently been mentioned as the only answer. Almost 70 per cent of the distributors participating in the Billboard survey believe a Federal Trade Commission-sponsored Trade Practice Conference can accomplish a purpose in the record industry.

There are, of course, hazards involved in bringing the government into the picture, as some distributors have pointed out. It is true that a Trade Practice Conference would simply set up guide lines of business practice without strict provisions for enforcement.

However, according to some of those replying, intervention at all could lead later to more restrictive controls, perhaps having a sort of strait-jacket effect on the industry.

Yet, the great majority favor a Trade Practice Conference. One answers this way: "Yes, if for no other reason than to stabilize discount structures within the industry." Another, registering a "yes," says, "Many ills could be brought out to the public and illegal practices corrected."

Still another answering "yes" indicates that "the whole industry needs a revamping. Amount of product needs to be cut, inventories need to be cut and discounting practices need investigation."

Fears Controls

On the other side of the fence, John Filcich of Festival Record Distributors, San Francisco, says, "We would not welcome any federal or other

control. We feel the free enterprise system is best for us, even though it hurts some, as long as the public is not being deceived or hurt."

Is a trade association drawn

from the membership of one or another level of the distribution picture, a suitable vehicle for effecting change for the better? Slightly more than 40 per cent

(Continued on page 61)

Billboard 1963 Survey of INDEPENDENT RECORD DISTRIBUTORS

QUESTION 1: WHAT IS THE APPROXIMATE SHARE OF YOUR TOTAL DOLLAR VOLUME BEING DONE BY:

(percentages shown are average of all distributors replying)

- 32.7% traditional record dealers (including department stores not noted as discounters)
- 27.8% rack jobber accounts (including those owned by distributor himself)
- 17.5% one stop accounts (including those owned by distributor himself)
- 15.7% large discount outlets (for which records are only a part of the total business)
- 1.9% leased departments operated by distributor.
- 4.5% other types (appliance stores, juke operators, high fidelity stores etc.)

QUESTION 2: SINCE LAST YEAR AT THIS TIME, HOW MUCH CHANGE HAS OCCURRED IN THE AMOUNT OF BUSINESS BEING DONE BY THE FOLLOWING TYPES OF ACCOUNTS:

(figures indicate percentage of all distributors replying)

	Accounts Increased	Accounts Decreased	Accounts About Same
Traditional Dealers	6.3%	78.1%	15.6%
Large Discounters	64.3%	-	35.7%
One-Stops	13.8%	13.6%	72.6%
Rack Jobbers	28.6%	10.7%	60.7%
Leased Departments	42.9%	7.1%	50.0%

QUESTION 3: OF THE RECORD LINES YOU CARRY, ABOUT WHAT PERCENT ARE:

Primarily Singles	18.1%
Combined LP's & Singles	59.3%
Primarily LP's	19.2%
Budget Lines	3.4%

QUESTION 4: PLEASE SHOW THE AVERAGE PRICE YOU PAY AND THE LOWEST PRICE YOU HAVE PAID FOR LP'S WITH THE FOLLOWING SUGGESTED LIST PRICES, (percentages shown represent averages of all distributors replying)

	Average Price	Lowest Price
Suggested \$3.98	\$1.79	\$1.45
Suggested \$4.98	\$2.27	\$1.88
Suggested \$5.98	\$2.82	\$2.43

QUESTION 5: WHAT PERCENT OF YOUR TOTAL DOLLAR VOLUME INVOLVES THE EXTENSION OF A SO-CALLED FUNCTIONAL DISCOUNT:

50.3%

PLEASE INDICATE THE AVERAGE AND THE LARGEST FUNCTIONAL DISCOUNT EXTENDED:

10.5% Average
12.6% Largest

(Continued on page 18)

IKE KLAYMAN SAYS...

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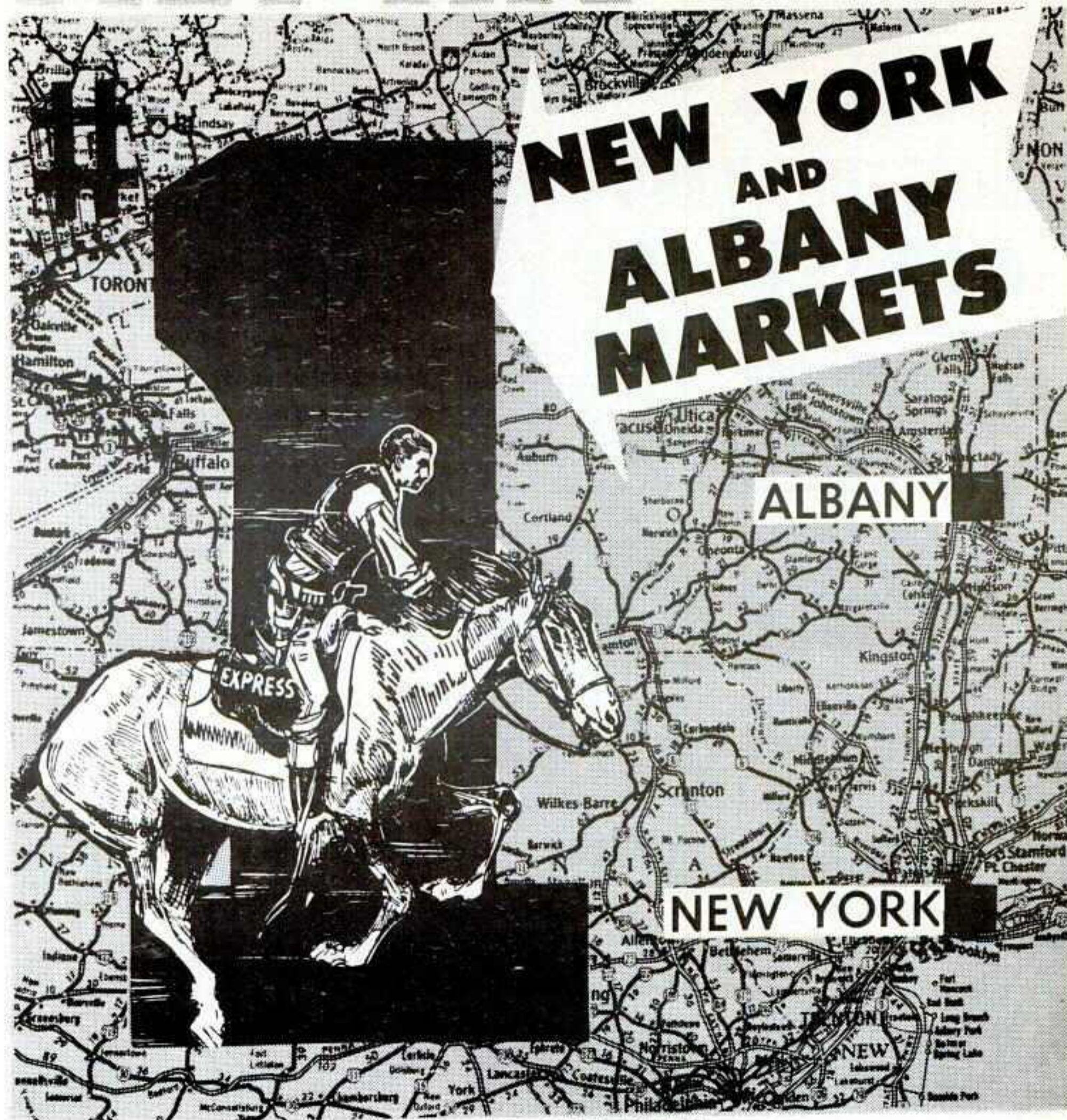
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From My Dad,
the Vice-President



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Billboard 1963 Survey of INDEPENDENT RECORD DISTRIBUTORS (Continued from page 14)

QUESTION 6: WHAT ARE YOUR CURRENT CREDIT ARRANGEMENTS WITH THE FOLLOWING TYPES OF RECORD OUTLETS:

	Rack Jobbers	Big Users (Discounters, Chains, etc.)	One-Stop	Traditional Dealers
COD or within 10 Days	9.7%	5.7%	5.6%	13.7%
30 to 60 Days	62.8%	77.8%	76.0%	68.8%
60 to 90 d Days	12.2%	12.0%	14.0%	10.9%
90 to 120 Days	6.4%	4.5%	.4%	4.0%
Over 120 Days	5.5%	-	4.0%	2.6%

QUESTION 7a.: ARE TRANSHIPPED GOODS REACHING YOUR TERRITORY:

97.0% YES 3.0% NO

QUESTION 7b.: DO YOU TRANSHIP TO OTHER TERRITORIES:

53.0% YES 47.0% NO

QUESTION 7c.: WHAT PERCENT OF YOUR ANNUAL SALES VOLUME IS ACCOUNTED FOR BY TRANSSHIPPING:

7.8% (average of all distributors replying)

QUESTION 8: ARE YOU ENGAGED IN ANY FACET OF THE RECORD BUSINESS OTHER THAN BEING A DISTRIBUTOR?

48.5% YES 51.5% NO

OF THOSE ANSWERING YES, THE AVERAGE NUMBER OF THE VARIOUS OPERATIONS WERE AS FOLLOWS:

- 2.6 record labels.
- 1.3 manufacturing firms.
- 6.5 retail stores.
- 2.0 leased departments
- 1.4 one-stop firms
- 196 rack locations.

QUESTION 9a.: DO YOU RECEIVE AN OVER-RIDE FROM THOSE MANUFACTURERS SHIPPING DIRECT TO RACKS OR OTHER ACCOUNTS IN YOUR AREA:

- 5.7% Yes, on all direct shipments to my territory.
- 34.3% No, and no shipments are being made to my knowledge.
- 25.7% Yes, on some of the direct shipments to my area.
- 31.4% No, and I know there is some direct shipping of my lines into my territory.
- 2.9% I don't receive over-ride but racks are in the area with product bought all over the U.S.

QUESTION 9b.: IF YOU RECEIVE AN OVER-RIDE, WHAT IS THE AVERAGE AMOUNT:

- Under 5% over-ride: 16.7%
- 5% over-ride: 50.0%
- 5% - 10% over-ride: 33.3%

QUESTION 10: HAS THE NUMBER OF "BONUS" OR PROMOTION SINGLES INCREASED OR DECREASED DURING THE PAST YEAR:

- 56.0% Indicated the number increased by an average of 22.6%.
- 44.0% Indicated the number decreased by an average of 26.7%

QUESTION 11: WHAT DO YOU, AS A DISTRIBUTOR, CONSIDER YOUR MOST PRESSING PROBLEM IN TODAY'S RECORD BUSINESS:

- 17.5% Transshipping.
- 11.1% Overproduction.
- 9.9% Decline of the traditional dealer.
- 8.7% Growth of racks and one-stops and credit problems involved with each.
- 8.4% Poor collections.
- 7.2% Artificial list prices.
- 6.9% Decreasing profit margin.
- 5.7% Discounting.
- 5.4% Manufacturer ethics.
- 5.1% Increased costs of overhead.
- 4.5% Extension of functional discounts.
- 3.0% Changing distributor-rack jobber relationship.
- 2.4% Cut-outs.
- 4.3% Other (includes decline of Top 40 stations; heavy inventory; general business conditions down, etc.)

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President



SI MAEL
V.P.-Comptroller



LLOYD LEIPZIG
Director of Creative Services



JOE BERGER
National Sales Mgr.



ANDY MIELE
General Mgr.
Subsidiary Labels



GEORGE WIEN
Director U.A. Jazz



JAY R. JACOBS
Dir. of Sales Merchandising



LEROY HOLMES
Musical Director



BUDDY FRIEDLANDER
National Promotion Mgr.



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MM 2005 MS 3005 STEREO



UAL 4105 UAS 5105 STEREO



UAL 4108 UAS 5108 STEREO



UAL 3278 UAS 6278 STEREO



UAL 3287 UAS 6287 STEREO

FUTURE BLOCKBUSTERS!!



UAL 4109 UAS 5109 STEREO



UAL 3292 UAS 6292 STEREO



UAL 3298 UAS 6298 STEREO



UAL 3281 UAS 6281 STEREO



UAL 3272 UAS 6272 STEREO



UAL 3241 UAS 6241 STEREO



THE PROUDEST NAME IN ENTERTAINMENT

including 1963 Survey of One-Stops

ROSA CONVENTION AGENDA

(Hotel Fontainebleau, Miami Beach, Fla., June 24-25)

Monday, June 24

- 9:00 a.m. Business Session
Conference Room "E"
ROSA members, Manufacturers, Distributors
Chairman of the Day Manny Wells
President's welcome Irv Perlman
Guest speaker William Gallagher
Vice-President Marketing
Columbia Records
- 12:00 noon to 2:00 p.m. Luncheon and Awards Presentation
Louis Philippe Room
- 2:00 p.m. Business Session
Conference Room "E"
Guest Speaker Amos Heilicher
President ARMADA
- 3:30 p.m. Round Table Discussion
Conference Room "E"
Guest Speaker Ralph Berson
Vice-President
Pickwick Records
- 7:30 p.m. Cocktail Party
Sponsored by Roulette Records
ROSA Host: Jim O'Dwyer

Tuesday, June 25

- 9:00 a.m. Business Session
Conference Room "E"
ROSA members, Manufacturers, Distributors
Chairman of the day Pat Cohen
Report of ROSA Study Stanley Stone
Guest Speaker Morris Levy
- 12:00 noon to 1:30 p.m. ROSA Round-Table Luncheon
Louis Philippe Room
- 1:30 p.m. Regular Meeting

MUSIC AS WRITTEN

NEW YORK

Egroll Garner, who celebrated his birthday June 15, received a special "Rumbleseat" award from the TV emcee of "Play Your Hunch," Robert Q. Lewis. Award was given to Garner for being pre-empted three times when he was to appear on the show. Last season the show on which he was to appear was pre-empted for the Alan B. Shepard space shot. This season Gordo Cooper knocked him off, and on June 11, President Kennedy's speech came at show time. Garner says he's honored to take a backseat for such top level dignitaries, but says he has no intention of either volunteering for the space program or running for President to appear at scheduled TV time.

If RCA Victor is interested in scoring with strength on the folk market they might look into the archives. Some folk savants say the label has at least two LP's of Woody Guthrie material in the vaults plus other precious material that's cream for collectors. . . . Harry Sosnik is a new musical director for the Ted

Bates ad agency. . . . Robert Goulet and Robert Morse have been signed to star in and Jimmy Van Heusen and Sammy Cahn have been assigned to write music for the new MGM flick "His and Hers?" . . . The first record co-operative, including studio, engineering, arranging, song-writing, pressing, art, promotion and publicity services has been set up by Tony Bruno through the Metro-International firm.

Kathy Keegan will be introduced by Tony Bennett when she appears on "Talent Scouts" on July 16. The lass' latest dishing of "I Bought a Balloon" is grabbing a lot of air play. . . . Marshall Sehorn, formerly with Fire and Fury, has been named sales manager of Arnold and Craig Records. . . . George Levy of Lois Music has set deals with Southern Music to handle the song "100 Years" by the late Rudy Toombs, in France and the Benelux Countries, Italy and Germany, Switzerland and Austria. . . . Syd Nathan is recuperating at the Doral Beach Hotel in Miami Beach, and expects to be back at work sometime this summer. Reports are that Syd has slimmed down to his fighting weight. . . . Bob Astor's Continental Booking is now repping Jimmy Soul along with his other acts like Bill Black, Barbara Lynn, Little Eva and Roy Hamilton. . . . Cleffer Bob Colby married Audre Johnston, singer-dancer last Monday (17) in St. Thomas, V.I.

JACK MAHER

PITTSBURGH

Local promoter Tim Tormey, just back from a three-week, four-day tour of the Midwest
(Continued on page 23)

Can't Turn Off Trend to Bigness, One-Stops Feel

By REN GREVATT

NEW YORK—More than 70 per cent of all one-stops taking part in Billboard's survey of this end of the distribution scene feel that the trend to concentration and bigness in record distribution is here for keeps.

Beyond this, half of all one-stop respondents are in favor of the trade association as a force for betterment of industry conditions. In another area, fully half the one-stops also support the idea of a Trade Practice Conference to be sponsored by the Federal Trade Commission to deal with current industry problems.

Commenting on concentration of distribution, Gordon Darrah of Record City in Grand Rapids, Mich., said the same trend became manifest in the sheet music business 25 years ago. Darrah feels that rack jobbers, becoming stronger, will eventually take over a substantial portion of the industry's business.

On the question of government intervention, Darrah remarked that "as long as the government's attitude remains that 'bigness per se is not inherently bad', the big outfits will get the better prices, deals and services, and the government won't see anything wrong about it."

Those Phone Calls

In connection with the trend to concentrated distribution, another one-stop from the South comments, "I think the answer is fewer shipping points with resident salesmen using the WATS (wide area telephone service) system." This observation reflects what is already a fact with respect to some major companies reducing factory branch operations.

With regard to the possibility of government action in the record business through an FTC-sponsored Trade Practice Conference, the "no's," though slightly in the minority, were more vocal.

"No, government interference we don't need," says one. Another comments, "It could only lead to more controls by outsiders who don't understand our business. Those with the golden tongues will reach the open ears." Still another says, "We would simply not be in favor of it."

Though one-stops are among those in the business who have qualified for the so-called functional discount, it appears that such a discount can have a wide variance from one one-stop to another. Ranked in first place among one-stops' most pressing problems was "the difference in prices to different customers from distributors. One one-stop put it in simple, clear-cut terms: "Some of my competitors get much better deals than I do."

Another pet gripe was voiced by a well-known New York operator, Ben Karol of K. K. Records, Inc. Karol, commenting on a key problem, said, "It is difficult to compete against operators, who, when they get stuck, yell Chapter 11, settle for a fraction on the dollar and continue in business without interruption. This is far too common in our industry."

Hurdles Cited

The one-stops cited many problems facing them in business today. A prominently mentioned difficulty was the matter
(Continued on page 23)

Billboard 1963 Survey of ONE STOPS

QUESTION 1:
COMPARED WITH FIVE YEARS AGO, WHAT IS THE APPROXIMATE SHARE OF YOUR TOTAL DOLLAR VOLUME NOW BEING ACCOUNTED FOR BY:
(percentages shown are averages of all one-stops replying)

Share of Dollar Volume Now		Share of Dollar Volume 5 Years Ago
28.2%	Juke Operator	42.1%
56.1%	Retail record stores (not including chains and discounters)	52.9%
7.8%	Rack Jobbers	1.3%
7.9%	Other outlets (including chains, discounters and post exchanges)	3.7%

QUESTION 2:
SINCE LAST YEAR AT THIS TIME, HOW MUCH CHANGE HAS OCCURRED IN THE AMOUNT OF BUSINESS BEING DONE BY THE FOLLOWING TYPES OF ACCOUNTS:
(figures indicate percentage of all one-stops replying)

	Accounts Increased	Accounts Decreased	Accounts About Same
Juke Operators	33.3%	27.8%	38.9%
Retail Record Stores (not including chains or discounters)	38.9%	38.9%	22.0%
Rack Jobbers	44.5%	- -	55.5%
Chains, Discounters	57.1%	- -	42.9%

QUESTION 3:
OF YOUR CURRENT DOLLAR VOLUME, WHAT PERCENTAGE WOULD YOU ESTIMATE IS ACCOUNTED FOR BY:
(figures shown indicate average of all one-stops replying)

53.1%	singles
37.8%	LP's (regular price)
5.7%	LP's (budget price)
1.9%	Kiddie Records
.7%	EP's
.8%	Other (including cut-outs)

QUESTION 4:
PLEASE SHOW THE AVERAGE PRICE YOU PAY AND THE LOWEST PRICE YOU HAVE PAID DISTRIBUTORS FOR LP'S WITH THE FOLLOWING SUGGESTED LIST PRICES:
(percentages shown represent averages of all one-stops replying)

	Average Price	Lowest Price
Suggested \$3.98	\$2.15	\$1.66
Suggested \$4.98	\$2.67	\$2.20
Suggested \$5.98	\$3.28	\$2.83

QUESTION 5:
WHAT ARE YOUR CURRENT CREDIT ARRANGEMENTS WITH THE FOLLOWING TYPES OF CUSTOMERS:

	Juke Operators	Retail Record Stores	Rack Jobbers	Others (including discounters & chains)
COD or within 10 Days	57.6%	36.2%	35.7%	16.7%
30 to 60 Days	41.5%	60.9%	64.3%	83.3%
Over 60 Days	.9%	2.6%	- -	- -

(Continued on page 23)

Correction

In last week's Music as Written column from Boston it was erroneously reported that Dave Marshall, new PR man for Mutual Distributors was handling, among others, the MGM label. Actually, Marshall is taking care of London and the London group, Dee Jay, Philips, Monument and I.P.G. It also was reported that Gerry Sher was an ex-Dot executive. Sher was and is now in San Francisco with Mutual Distributors.

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For Your Record Needs
Serving Our Region

MEMBER ROSA

MUSIC AS WRITTEN

• Continued from page 20

with his "Spring Shower of Stars," will bring in the Dick Clark show to Pittsburgh's Syria Mosque on July 22 for two per-

formances. In addition to Clark, the show features Johnny Tillotson, Gene Pitney, Paul and Paula, the Crystals, Ruby and the Romantics, the Orlons, Lou Christie, the Dovells, Barbara Lewis, Bobby Sox and the Blue Jeans, Dick and Dee Dee, Ronnie Cochrane, Ricky St. Romaine, Big Dee Irwin, the Tymes and Bobby Comstock. . . .

Keely Smith has been signed for her Pittsburgh debut at the Twin Coaches in October.

Vaughn Monroe canceled two weeks at the Holiday House on July 15 to take a rest. . . . Lou Guarino, who claims to have broken even with his two performances of a record-name show headed by Dion at the Civic Arena, plans another such

show in October along with Neil McIntyre, KQV program director. . . . Mort Locker, RCA Victor distributor here with the Hamburg Bros., became a grandfather last week for the first time when his daughter, Mimi, presented him with a grandson, David Scott Levy, on June 8. The father, Gene Levy, is with "Route 66." . . . The

Miltie Pipers of Carnegie Tech, eight bagpipers and three drummers, waxed their first commercial LP for Gateway Recordings, Inc. The LP will be distributed nationally by National Record Marts, according to Robert Schachner, Gateway president.

Say You Saw It in Billboard

Bigness Trend Here to Stay

• Continued from page 20

of unequal return and guarantee privileges for different customers of distributors. Others included overproduction, manufacturer and distributor ethics, too many releases, inconsistent credit policies, transshipping, inability to get merchandise when needed, rack jobbers becoming distributors and lack of stereo singles.

Others cited were not enough promotion of adult singles, having to pay for title strips, the fact that "we are forced to sell price, not music," trouble collecting money from customers, too much concentration on big buyers and ads in local papers with fantastic low prices destroying the value image of records.

In connection with the matter of concentration of distribution functions, it's interesting to note that of the one-stops participating in the Billboard survey, 83 per cent are engaged in other areas of the record business.

Of those having other interests, 60 per cent reported owning retail outlets, 13 per cent were also distributors, fully one-third were in rack-jobbing with an average of 132 locations and 27 per cent operated an average of 2.5 leased retail departments each.

Billboard 1963 Survey of ONE STOPS

(Continued from page 20)

QUESTION 6a.: DO YOU SELL OUTSIDE YOUR OWN MARKET AREA:

57.9% YES 42.1% NO

QUESTION 6b.: WHAT SHARE OF ANNUAL SALES ARE ACCOUNTED FOR BY BUSINESS DONE OUTSIDE YOUR OWN MARKET AREA:

23.9% (average of all one-stops reporting)

QUESTION 7: ARE YOU ENGAGED IN ANY FACET OF THE RECORD BUSINESS OTHER THAN BEING A ONE-STOP:

83.3% YES 16.7% NO

OF THOSE ANSWERING YES:

- 60.0% own an average of 1.1 retail record stores.
- 33.3% are rack jobbers with an average of 132 rack locations.
- 27.0% operate leased record departments, averaging 2.5 locations.
- 13.0% are record distributors.
- 7.0% other businesses, including coin machine distributorship, appliance and other types of retailing.

QUESTION 8: BASED ON A 100 POSITION NATIONAL SINGLES CHART, AT WHAT POSITION DO YOU ESTIMATE YOUR CUSTOMERS DO THE BULK OF THEIR BUYING?

	Retail Stores	Rack Jobber	Juke Operator
Before it hits chart	6.3%	5.0%	53.3%
Position 70 to 100	43.8%	12.5%	20.0%
Position 50 to 70	12.5%	7.5%	20.0%

Position 30 to 50	6.3%	37.5%	--
Position 15 to 30	18.8%	37.5%	--
When it hits Top 10	12.3%	--	6.7%

QUESTION 9: HOW DOES YOUR CURRENT VOLUME OF BUSINESS COMPARE WITH THE LEVEL FOR LAST YEAR:

- 84.6% reported an increase, averaging 30.2%
- 15.4% reported a decrease, averaging 14.5%

QUESTION 10: HAS THE NUMBER OF "BONUS" OR PROMOTION SINGLES INCREASED OR DECREASED DURING THE PAST YEAR:

- 81.8% indicated the number INCREASED by an average of 27.2%
- 18.2% indicated the number DECREASED by an average of 22.5%

QUESTION 11: WHAT IS THE CURRENT RATIO OF YOUR SALES OF LP'S TO SINGLES: (figures shown represent an average of all one-stops replying)

LP Units 33.2% SINGLE Units 66.8%

QUESTION 12: WHAT DO YOU, AS A ONE-STOP, CONSIDER YOUR MOST PRESSING PROBLEM IN TODAY'S RECORD BUSINESS:

- 30% Different sale prices to different customers by distributors.
- 14% Unequal return and/or guarantee privileges.
- 9% Over-production.
- 6% Inventory ratio to sales.
- 41% Other (including: Inability to get merchandise when needed, trans-shipment, inconsistent credit policies, rack jobbers becoming distributors, too few 45 and 33 stereo singles, collections, etc.)

CASALS CONDUCTING

Casts Spell at Carnegie Hall

By BARRY KITTLESON

Pablo Casals, one of the great human beings and musicians of this century, blessed New York's Carnegie Hall on Sunday (16) with his Festival Casals of Puerto Rico in an uncut, English

version of the monumental Bach "St. Matthew Passion." This was undoubtedly one of the major musical events of the 1962-1963 season in New York.

Seated on a swivel chair, legs parted (as though he were playing on his 'cello) Casals, at 86, conducted a performance which could only be the product of a vigorous and youthful mind: painstakingly prepared, perfectly controlled, and elevating in its conception and cohesion. Detail was inseparable from continuity and the over-all atmosphere of concentration was nearly intimidating.

Casals maintained an awesome rapport through the long evening with the orchestra, with the chorus and particularly with one of the soloists (William Warfield in the role of the Christus).

They seemed to be of one breath—a mood which was transmitted to the audience, which rose to applaud, each of the eight times Casals arrived on and left the stage. In fact, the tension was so great that the audience was divided into those who wished to express their appreciation for the soloist with applause, and those who preferred that the concentration not be broken. The latter resorted to hissing at the others.

But when, in the last section of the work, Ara Berberian, who had unsuccessfully attempted to tackle his difficult bass series through a bad case of laryngitis, gave up and William Warfield stepped out of character to sing

the final bass aria, "Come, my heart, and make thee clean," the entire house was of one sentiment, and thundered its approval. Of the soloists, Warfield was transcendent in his sympathy and grasp of the music at hand.

Chorus Impeccable

The Cleveland Orchestra Chorus (under the direction of Robert Shaw — who, incidentally, provided a beautifully singable English translation) was impeccable in responding to the elastic demands of the conductor and never once (though very large in number) did it overproduce or lose the intimate, chamber quality of Casals' conception.

Ernst Haefliger, renowned for his role as the Evangelist, suffered from a difficulty with the English text, but his musicianship and mood were first-rate, as was the case with Maureen Forrester who sang the contralto part. Soprano Olga Iglesias displayed an angelic soprano from time to time, but her voice was too small for the part.

As the final double chorus died out, the audience rose in standing ovation which lasted a timed, 15 minutes, during which the humble and myopic maestro took nearly none of the credit personally, but wandered about the stage emotionally embracing the various members of the cast and orchestra; perhaps the final testament to his greatness. Some 3,000 intellectually and emotionally exhausted grateful listeners reluctantly left the hall.

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Brenda Lee opens for a week at the Steel Pier, Atlantic City, on June 30. . . Stan Getz will be appearing at the Village Vanguard through Sunday. . . The bill at the Apollo Theater from June 28 through July 4 headlines Sam Cooke. . . Oscar Brand, who opens at the Bitter End on June 26, will moonlight at Palisades Park, Friday (28). . . On June 29, the Clancy Bros. & Tommy Makem wind up their concert season in Hershey Park, Pa. . . Al Hirt will play the Westbury Music Fair on Monday (24). . . Headliner at the Holiday House, Pittsburgh, this week is Paul Anka. . . Comic Jackie Mason will leave them "with the words of a great comedian" at the Monticello Inn, Framingham, Mass., through the week. . . Preceding Brenda Lee into the Steel Pier (24) will be Peggy March. . . Earl Wrightson plays the male lead in "Silk Stockings" in Camden, N. J. this week. . . Blinstrub's in Boston will fea-

ture singer Al Martino through Sunday.

SOUTH

On June 24, Carol Burnett opens in the title role of "Calamity Jane" at the State Fair Music Theater, Dallas, for two weeks. The production will be re-staged for television in New York after that, for a CBS musical special to be aired in the fall. . . Anita Bryant will be featured in the "Music Under the Stars" series in Memphis, June 25.

MIDWEST

Anyone who is ready for Phyllis Diller can catch her at the Moonlight Gardens, Cincinnati this weekend.

WEST

Della Reese will be at the Safari Club, San Jose, Calif., from June 28 through July 10. . . Guests at the Del Mar State Fair, Del Mar, Calif., will include Andy Williams (28). . . The Dukes of Dixie will wind up their engagement at Harrah's Club, Reno, on July 10. . .

ARMADA AGENDA

• Continued from page 14

12:00 noon	Luncheon Mona Lisa Room
2:00 p.m.	General Business Meeting Cafe Pompeii Report of nominating committee, election and installation of officers and adjournment of 1963 convention
7:30 p.m.	Banquet Cafe Pompeii Entertainment by Screen Gems TV characters, courtesy of Columbia Pictures

TV QUEST APPEARANCES BY RECORD TALENT

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

JUNE 24-30

(All Time Eastern Daylight Saving)

MONDAY 24—JOANIE SOMMERS, DION

Columbia artist Dion and thrush Joanie Sommers sing to Steve Allen on the Steve Allen Show (Westinghouse tape syndicated) Dion's latest single "Be Careful of Stones That You Throw."

TUESDAY 25—THE CLANCY BROTHERS AND TOMMY MAKEM

The "Today" show will be host to the Irish folk foursome. (NBC-TV, 7-9 a.m.)

WEDNESDAY 26—BILL (JOSE JIMINEZ) DANA, GIGI GALON

Jose Jiminez will make his fourth appearance on the Steve Allen Show (Westinghouse Tape Syndicated) along with singer Gigi Galon.

THURSDAY 27—ROSEMARY CLOONEY

Reprise artist Rosemary Clooney will guest on Johnny Carson's "Tonight" show (NBC-TV, 11:30 p.m.-1 a.m.). Her new album is "Love."

SATURDAY 29—LIMELITERS, JOE MAPES, MIKE SETTLE, CLARA WARD SINGERS

The "Hootenanny" this week comes from Syracuse University. The Limelitters are on Billboard's top LP chart with "Makin' a Joyful Noise" on Victor.

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.

**BIG DEE IRWIN**
(Dimension)

REAL NAME: DiFosco Irwin. **AGE:** 25. **HOMETOWN:** New York. **EDUCATION:** High school. **HOBBY:** Collecting records. **BACKGROUND:** Like many record artists today, Dee Irwin started singing in his church choir and went on from there. He made his debut as lead singer when he was 12. He played clarinet in the school orchestra, but

singing remained his first interest. After a three-year hitch in the Army, the 295-pound six-footer drew the attention of Don Kirshner, who had just formed Dimension Records. Dee's first single for Dimension was "Everybody's Got a Dance to Do But Me," which he wrote himself. His new hit single and second record for Dimension is "Swinging on a Star." Today he's busy playing night club dates and writing songs.

LATEST SINGLE: "Swinging on a Star" continues to do well on the Hot 100.

JAN AND DEAN
(Liberty)

PERSONAL MANAGER: Lou Adler. **NAMES:** Jan Berry, Dean Torrence. **HOMETOWN:** Los Angeles. **EDUCATION:** College. **HOBBIES:** Sports car racing, sailing and surfing. **BACKGROUND:** Jan and Dean teamed up in 1958 when they recorded their first record, "Jennie Lee," in a garage owned by Jan's parents on a home-made tape recorder.

Surprisingly, it was a hit. Right after this, the team was split up when Dean went into the Army for a six-month stint. When he returned they headed back to the garage. This time, with Lou Adler as their manager and producer, they came up with "Baby Talk." Right now they're riding the crest of their newest and biggest hit, "Surf City," which after only four weeks is heading for the top of the chart. Both boys still go to college. Jan is a pre-med student at UCLA and Dean attends USC.

LATEST SINGLE: "Surf City" is starred at No. 10 on The Billboard Hot 100.

LATEST ALBUM: "Jan and Dean's Golden Hits."

**New PR Outfit****Boasts Strong List**

NEW YORK—Some of the biggest names in the singing business were in the public relations stable formed recently when Gene Shefrin anked the David O. Alber office to go into a new venture with vet publicist Mike Merrick.

Accounts to be handled by Merrick-Shefrin include Robert Goulet, Harry Belafonte, Johnny Mathis, the McGuire Sisters, Peter Nero, Buddy Greco, George Maharis, Abbe Lane and Xavier Cugat. The firm also handles nine Floyd Bennett stores, which go in heavily for record departments.

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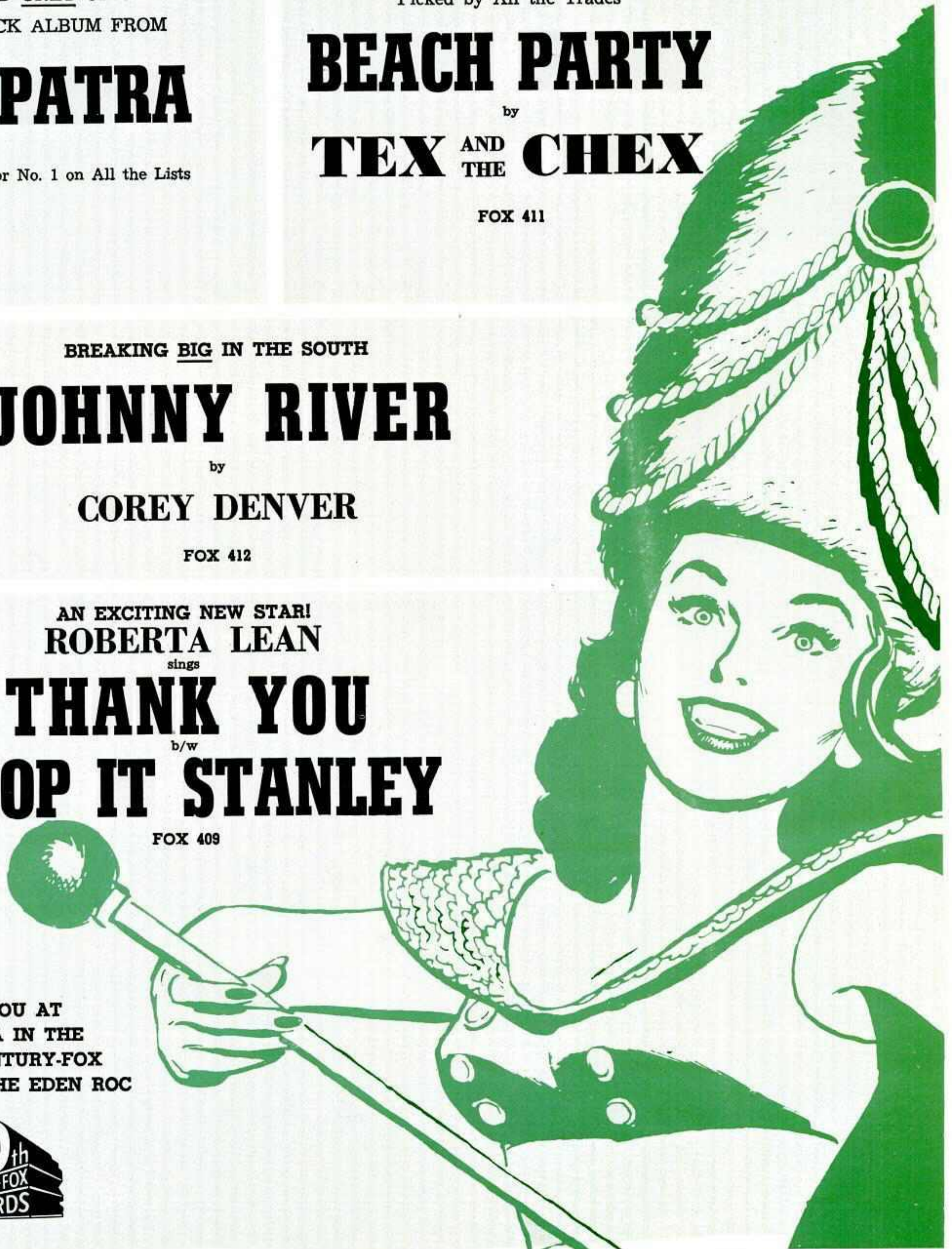
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SUITE AT THE EDEN ROC



Making Nice Surfing in the Pacific



Photos Courtesy Del Fi Records

Surfing Craze Ready to Splash Across Country to East's Youth

By LEE ZHIFU

HOLLYWOOD—When California's surfing craze spills across the nation—and many here claim it's about to happen—the U. S. will find itself ear-deep in the kookiest, wildest, and most refreshing fad within memory.

The surfing storm has been brewing long on California's beaches. It has already engulfed Hawaii and Australia, and is reaching into Japan. During this time, it has armed itself well for a long siege of the land-locked points beyond the Great Divide.

Its disciples list the following factors in favor of surfing conquering the country at large:

It's a fad that belongs to the teen-and-20 set, an age group most inclined to ardently follow the unorthodox.

Surfing is a sport that connotes courage, and as such, has become a status symbol among youngsters who strive to be linked or "in" with anything that is related to surfing. Furthermore, surfing requires an investment of more than \$100, and sometimes closer to \$200, thereby adding to the status appeal. Those who can't afford the gear can be part of the crowd through the music and dance.

Fun and Games

For the first time, a sport has emerged with its own music, and its own dance step, thereby combining the appeals of all three. Those who can't surf, can be part of the group by digging the music or becoming proficient in dancing it.

The fad (i.e. sport-music-dance) has developed its own uniform which readily identifies the surfer—hair bleached blond (to give one the sun-faded look), and white levis cut off at the knee. Many can be seen sporting this attire whose sole acquaintance with a body of water is



MUSIC CITY in Hollywood features a "surfing rack" which displays many of Del-Fi's surfing LP's, hint of importance of surf craze in sunny Southern California.

the family bathtub. It has developed its own lingo.

Surfing has become big business to countless suppliers who

Eastern Firms Jump Into Swim

HOLLYWOOD — The past several weeks have seen Eastern based majors jump into the surfing swim through their West Coast a.&r. offices. RCA Victor signed and recorded the Astronauts and released its first surf single, "Baja," and immediately followed it up with an LP by the group. It also issued a Hank Mancini surfing debut single in "Banzai."

The label is expected to give several other of its established artists a dip into the surf market, in an effort to cash in on their name value.

RCA Victor is currently mapping a surfing session with guitarist Duane Eddy to be among the next members of its roster to go surfing musically.

Columbia Records similarly moved into the surf field. Its a.&r. producer Terry Melcher signed Bruce Johnson and is producing "Surfing Around the World" as the latter's debut release for the label.

NOW: 'MY SON, THE SURF NUT'

HOLLYWOOD—"My Son" is jumping into the surf. This time, the comedy offspring is the brainchild of composer-arranger Jack Marshall who has recorded a soon-to-be-issued Capitol LP, "My Son, the Surf Nut." One side is devoted to a brace of laugh-lyrics based on surf-centered comedy songs. The other side is comprised of on-the-beach interviews with surfers. Among the tunes are such sure-to-become standards as "Some Gremmie Stole My Hair Bleach." Notables among the man-on-the-beach items is "Teen-Age Surfing Vampire."

manufacture everything from records and surf boards to swimming gear and apparel. They are eager to keep the fad alive, and continue to fan its flame with new products and promotion to see that it spreads.

The fad has shown its strength by spilling over into other fields, including records, in addition to music and dancing, its unique form of transportation—the old panel station wagon or "woodie,"

(Continued on page 31)

THOSE SPINNERS EASY, GEMMY SAID SINKINGLY

A SURFING GLOSSARY (courtesy of Dolton Records):

- Cruncher**—Hard breaking wave that folds over; almost impossible to ride.
- Gremmy**—Beginners or young hangers on who are troublesome to surfmen.
- Hanging Five**—Five toes over the nose or front of the board.
- The Heaves**—Very big waves, 18 to 20 feet high, found only in Hawaii.
- Hero**—One who thinks he's greater on a surfboard than he is.
- Ho-dad**—A greaser, sort of a hot-rodder with long hair and sideburns.
- Hot Dogger**—A great and showy performer on the board.
- Pipeline**—A very large tube.
- Pseudo**—Pretends he's a surfer but he isn't.
- Shorebreak**—Wave that breaks close to shore.
- Spinner**—A full 360 degree turn while riding a wave, a very difficult maneuver.
- Ten-Over**—Ten toes over the nose.
- The Tube**—The hollow part of the wave.
- Wipe-Out**—Being spilled by a wave.
- Woodie (or Woody)**—The station wagon a surfer uses to haul his board.

Wee Surf Disk Ripple Building Into Big Wave

HOLLYWOOD—A batch of West Coast labels—Liberty, Dolton, Capitol, Del-Fi and Dot—have helped turn the surfin' fad into America's latest musical craze, with the help of swinging records, astute promotion and a dash of showmanship.

Riding with the surfing wave when it was little more than a "shorebreak," these firms and a few others, helped turn it into a "cruncher." Right now one of these labels, Del-Fi, is devoting 50 per cent of its activity to the surfing market.

One of the first national surfing hits was originally issued on the Candix label. It featured the Marketts and was called "Surfer's Stomp." Liberty picked up the master and turned it into a national hit, which made the top 10 of Billboard's "Hot 100." The Marketts also had the first surfing LP, also called "Surfer's Stomp," which has sold more than 50,000 albums.

Another pioneering surfing hit, also originally issued on the Candix label, featured the Beach Boys, and was called simply "Surfin'." The record was issued in December of 1961 and by January, 1962, had turned into a big West Coast hit. The Beach Boys were signed shortly after by Capitol.

National Noise

Since then, there have been a number of national surfing hits, both singles and LP's. The Beach Boys, on Capitol, have had two big singles, "Surfin' Safari" and "Surfin' U.S.A." The Chantays on Dot had a solid hit with "Pipeline." The Marketts' second big hit was "Balboa



THE BEACH BOYS these days are probably hottest surf group in country. They've had two smash singles and two hit LP's. Three of the members of Capitol Records' hit group are brothers.

Blue." And currently Jan and Jean, on Liberty, have a big, big smash with their recording of "Surf City," a disk that jumped to No. 10 on Billboard's "Hot 100" this week.

Del-Fi is not the only label to work hard on surfing disks. Liberty and its subsidiary label Dolton, have issued a surfing LP with the Ventures (on Dolton), and another with the Marketts called "The Surfing Scene" and the latest Jan and Dean "Jan and Dean Take Linda Surfin'."

Capitol hasn't been idle, either. In addition to the Beach

(Continued on page 31)

THE BEAT, BEAT OF SURF MUSIC

HOLLYWOOD — What is "surfing music"? Murray Wilson, a composer and music publisher, explains it as follows: "The basis of surfing music is a rock and roll bass beat figuration, coupled with a raunch-type weird-sounding lead guitar, an electric guitar plus wailing saxes. Surfing music has to sound untrained with a certain rough flavor to appeal to the teenagers. As in the case of true c.&w., when the music gets too good, and too polished, it isn't considered the real thing."

Bob Keen, Del Fi president, a musician in his own right, sees it as "music in which the lead guitar plays a double beat, with the instrumentation invariably consisting of two guitars, bass, and sax."

Coming on this page in future weeks:

Next week

Jazz

July 13 issue

Classical

July 20 issue

Folk

July 27 issue

Latin American

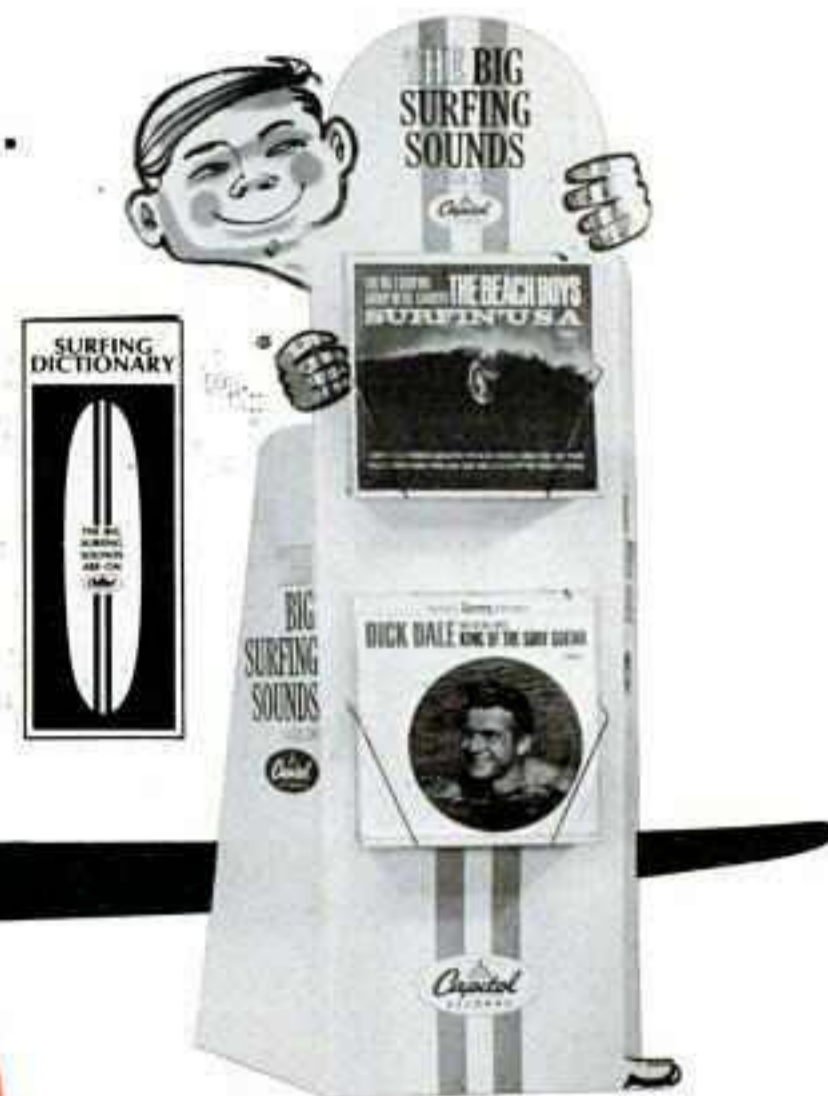
COMING JULY 1 FROM CAPITOL



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- With a complete and comprehensive selection of Surfing Sounds merchandising aids.
- And with the greatest Surfing Sounds on records.



SURFING SALES



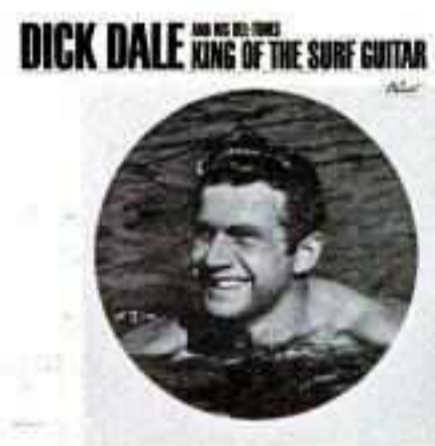
(S)T 1808



(S)T 1890



(D)T 1886



(S)T 1930



(S)T 1915



(S)T 1939

These are the great Surfing Sounds artists and albums on Capitol Records.

The fantastically popular Beach Boys with two smash albums: "Surfin' Safari" and "Surfin' USA."

The skyrocketing Dick Dale and the Del Tones with two tremendous albums: "Surfers' Choice" and "King of the Surf Guitar."

The drivingly authentic "Sunset Surf"... with all the numbers chosen by the surfers themselves. (And what a selling point that is!)

The unbelievably funny "My Son the Surf Nut"... the comedy and music album about surfing that's really going to take off!



SURFING DISCOUNT

Get the complete story on Capitol's big Surfing Sounds promotion from your CRDC representative on July 1st!

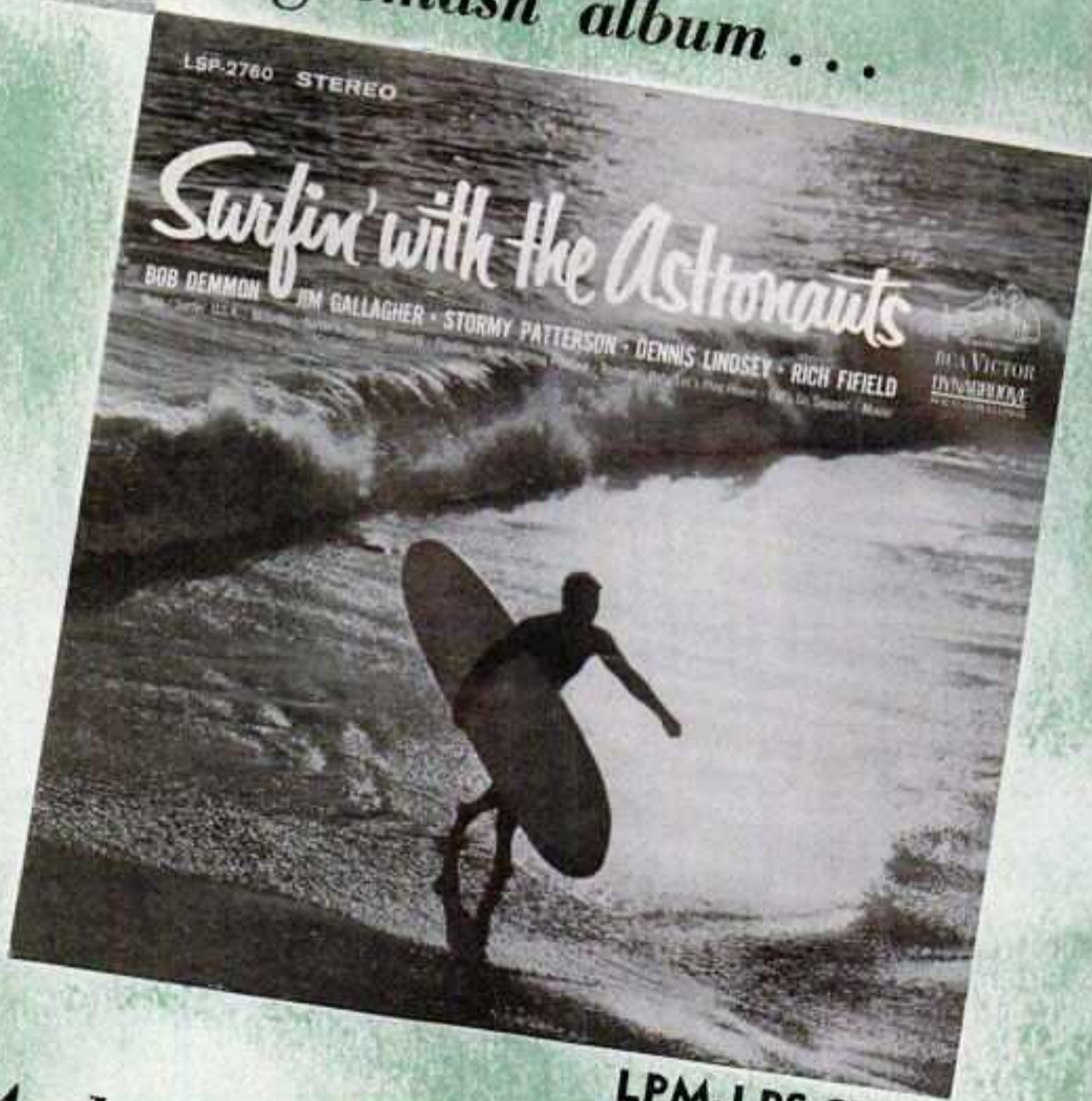


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THE
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ASTRONAUTS



with their
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Dick DALE

And The DEL TONES

"King of the Surfin' Sound"

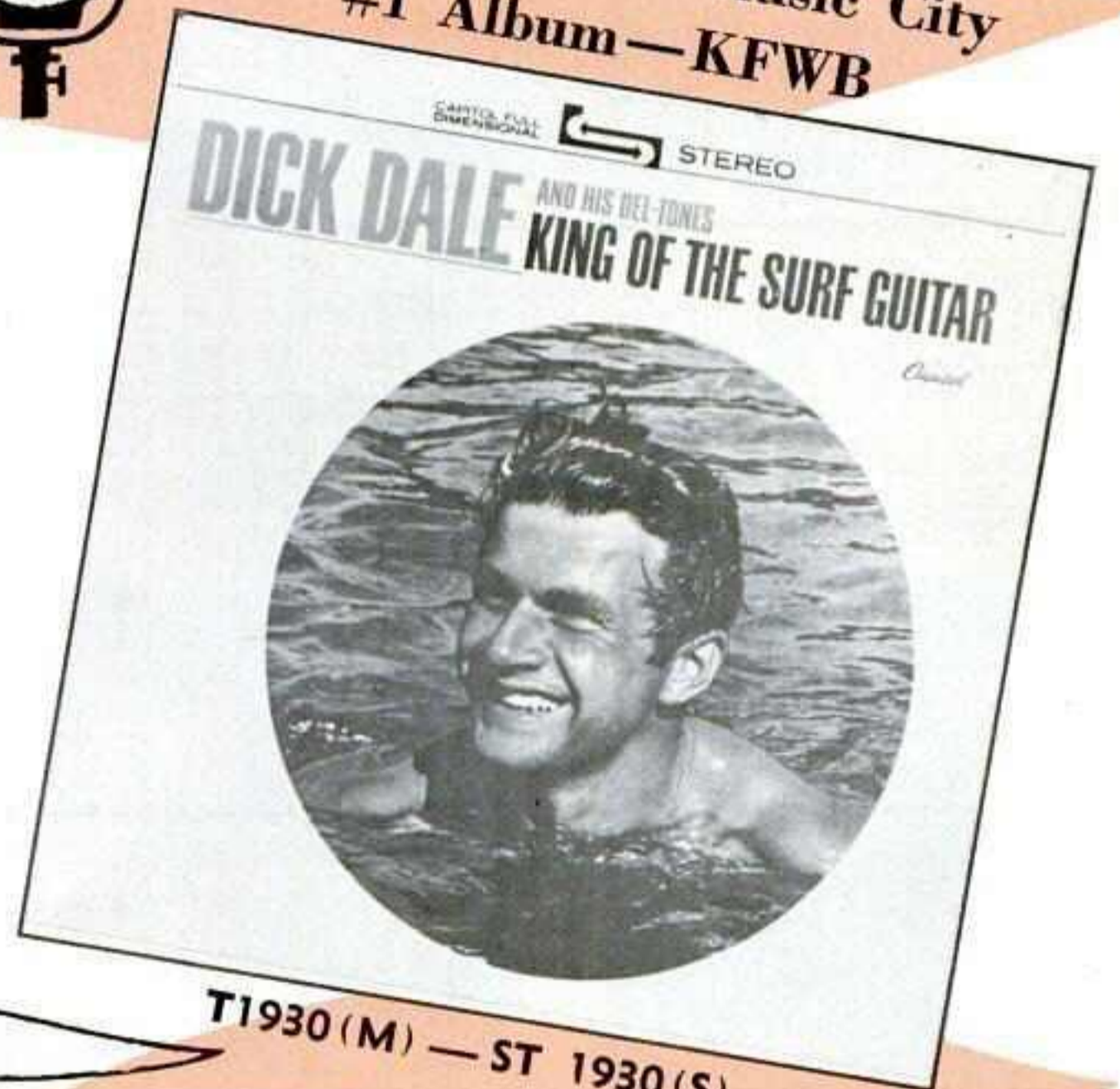
with his

1st ALBUM FOR CAPITOL!



#1 Album—Music City
#1 Album—KFWB

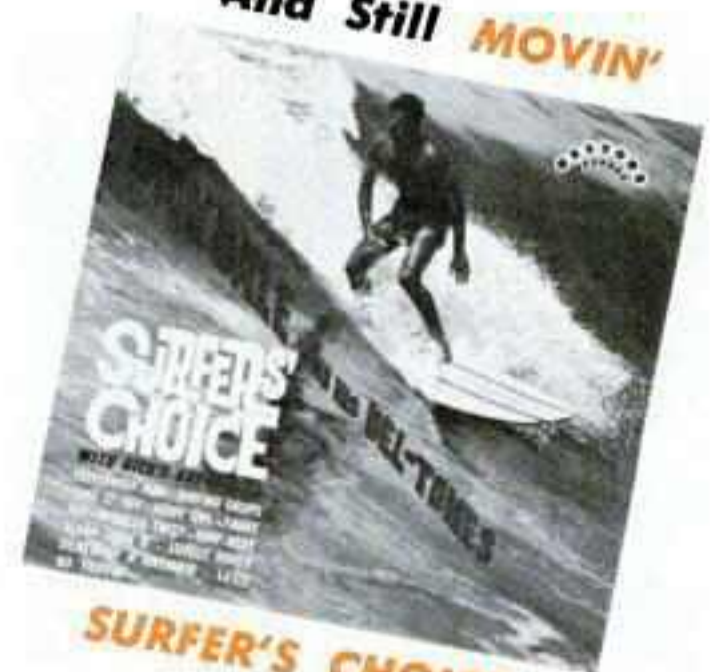
Soon to be on a national tour



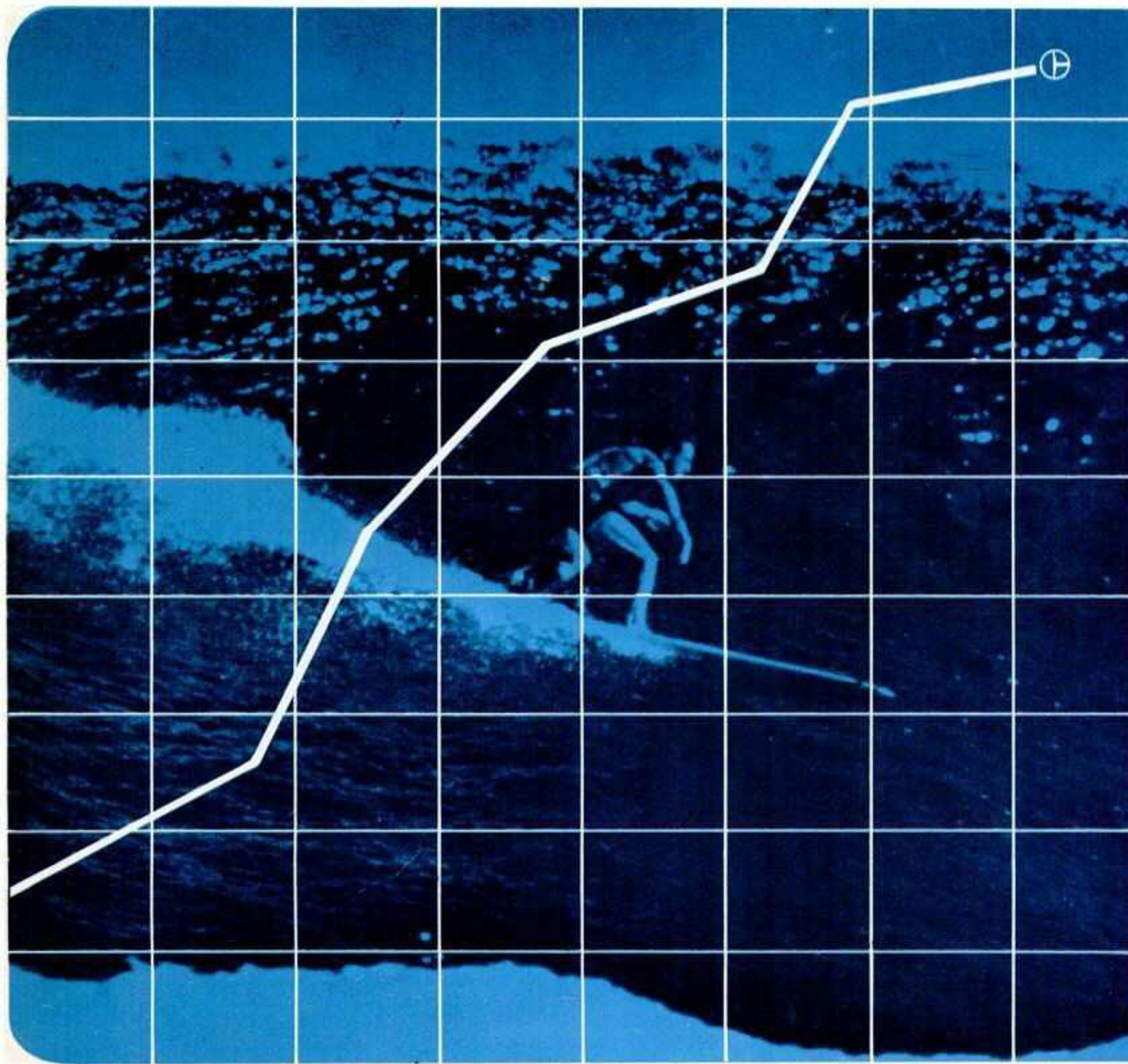
Recording



And Still **MOVIN'**



SURFER'S CHOICE
DT 1886



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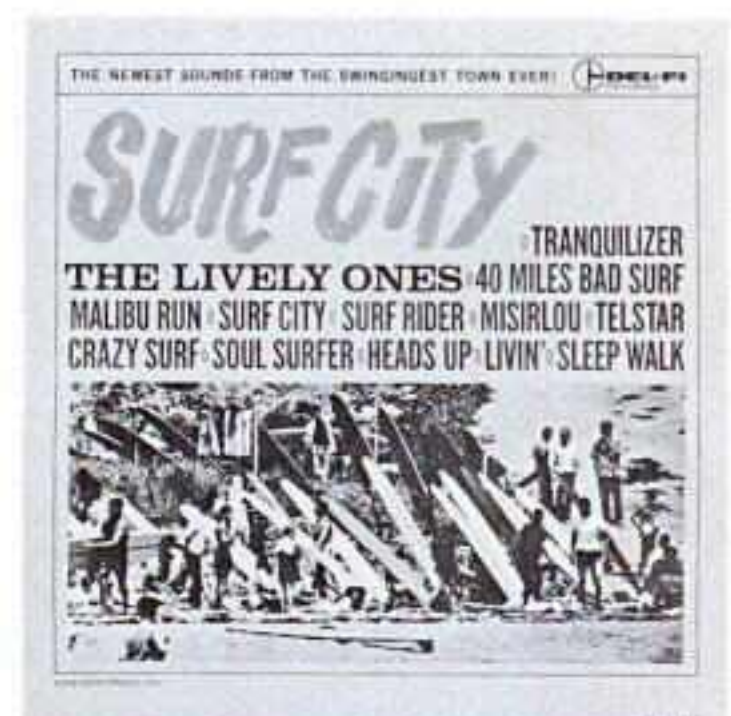
SURF RIDER • The Lively Ones
DFLP-1226 DFST-1226



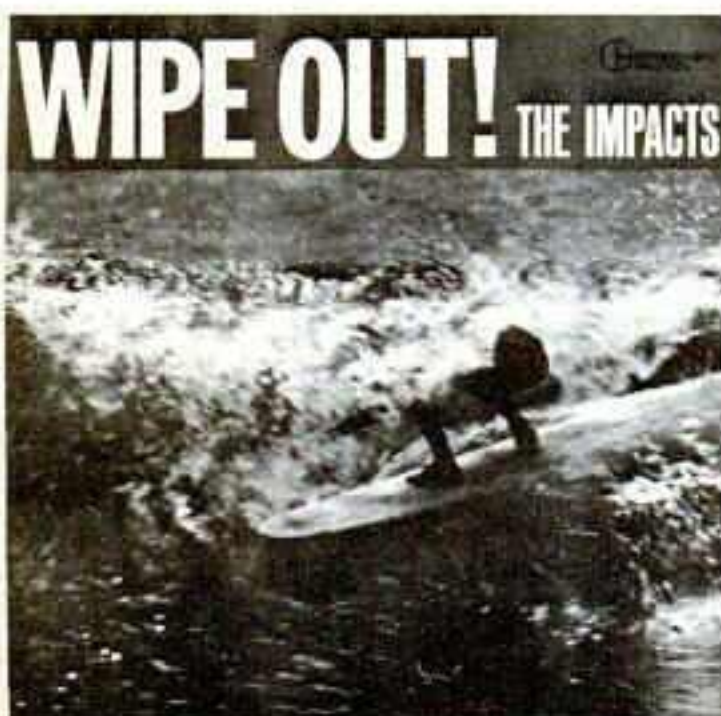
SURF DRUMS DFLP-1231 DFST-1231



THE ORIGINAL SURFER STOMP
DFLP-1236 DFST-1236



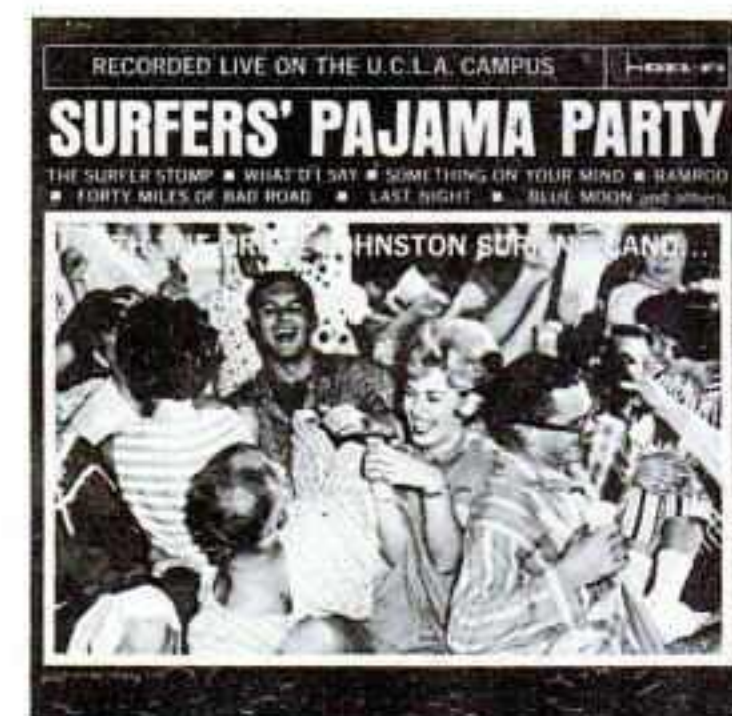
SURF CITY • The Lively Ones
DFLP 1237 DFST 1237



WIPE OUT • The Impacts DFLP-1234 DFST-1234



BIG SURF • The Sentinals
DFLP 1232 DFST-1232



SURFIN' PAJAMA PARTY
Bruce Johnson Surfing Band
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THE GREAT HITS • The Lively Ones
DFLP 1238 DFST 1238

CONTACT YOUR DEL-FI DISTRIBUTOR IMMEDIATELY OR DEL-FI RECORDS, 6277 SELMA, HOLLYWOOD 28, CALIFORNIA, HOLLYWOOD 6-2443





Dick Dale has yet to become a national name, but at the Anaheim, Calif., Harmony Park Ballroom he has been playing weekends to turnaway crowds like these. His latest album is "King of the Surf Guitars" on Capitol.

Wee Surf Disk

• *Continued from page 26*

Boys the label has one of the biggest West Coast surf names in Dick Dale. His sales of LP's and singles on the Coast have been solid both on his own label Del-tone, and on Capitol. In order to try to break his disks nationally, especially his new single and LP "King of the Surf Guitar," the firm is sending him on a national tour under the aegis of GAC. And the Beach Boys have a tour being set by the William Morris office.

Hearse Contests

Del-Fi has "Win a Hearse" contest going in San Francisco, Portland, Washington, Seattle, St. Louis, Chicago, Cleveland, Buffalo and Dallas, to help its

record by the Lively Ones, and to cash in on the surf hearse nuttiness.

Dot has recently issued singles by the Surfaris, Gene Gray and the Sting Rays, and has a good selling LP in the Chantays' "Pipeline" album.

As of now the surfing trend in the music world, born just a year and a half ago, appears to be on the verge of a national and possibly international breakthrough.

The big firms are getting on the band wagon, even those located in the East. Recently a Chicago label, Stacy Records, issued a surf record that had a touch of folk-country to it. It is called "Doin' the Surfin' Hootenanny," with Al Casey, and it is reportedly getting attention from both markets.

TALENT TOPICS

SAN FRANCISCO

Dick Gregory, who interrupted his hungry engagement to participate in anti-segregation demonstrations in Jackson, Miss., returned to San Francisco to continue his nightly performances after an absence of eight days. On his arrival in Jackson he learned of the death during the night of his two-month old son in Chicago. During a portion of his absence, Bill Dana-Jose Jimenez, filled in for Gregory but refused his regular fee.

... The sixth annual Berkeley Folk Festival will be held June 26 through 30 with 60 events, some of them free. Appearing on the University of California campus will be such performers as Pete Seeger, Jean Ritchie, Sam Hinton, Mance Lipscomb, J. E. Mainer's Mountaineers, Tony Kraber, Janet Smith, Sam Eskin, and John Henry Mitchell. Wes Montgomery opened last week at the Playpen out on Divisadero St., San Francisco, with organist Melvin Ryan. ... Trumpeter Eddie Smith is now at Brooksdale Lodge in Santa Cruz. ... Gatemouth Moore is now at the Booker T. Washington Hotel in San Francisco with guitarist Junius Simmons.

HOUSTON

The new Christy Minstrel Singers open a two-week engagement at the Shamrock-Hilton's International Club. ... Vaughn Meader is scheduled to appear here in the French Quar-

Surfing Craze Ready to Splash

• *Continued from page 26*

or the most coveted form of transporting gear, the used hearse. Time was when nothing was quite as dead on the used car market as last year's hearse. Today, the used hearse is one of the rarest items as a result of the great demand created by surfers.

Until recently, this phenomenon existed only in the Southern California beach cities. Now, it has spread into the desert communities of Arizona where the sight of a "woodie" or a "surfin' hearse" is not uncommon. Members of the arid wing of the surfing clan may get to drive to the California coast but once a year, but when they do arrive, they do so in style.

The fad today has at least three periodicals in Southern California to foster its growth. Surfer Magazine is four years old and claims to be the strongest, with a circulation of more than 70,000. Its general manager, Dale Cole, told Billboard that its distribution includes approximately 10 per cent to readers abroad, and embraces many countries, including such land-locked areas as Switzerland. Its haviest foreign readership is in Australia, Union of

South Africa, Peru, Japan and England. It also boasts ardent readers among many of the land-locked cities of the U.S., though the lion's share of its readers are on the West Coast.

In addition to the above list of strong points in favor of the surfing trend's spread into oceanless areas are the reports by the various record companies that their surf disks are taking hold in land-locked markets. Similarly, performers of surfing music have enjoyed strong turnouts where the closest body of water is a creek.

**JACK McDUFF
A Prestige Giant!
On the Charts!**



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Hot Breakout Single
SANCTIFIED SAMBA
45265



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ter opening on September 3, according to Larry Grayson, entertainment director. ... Tony Martin opens a two-week stand at the Cork Club, marking a return engagement. ... The Novelites, a trio of fellows who double on music and comedy are finishing out their second week at the Tidelands Club.

BARRY CANDY

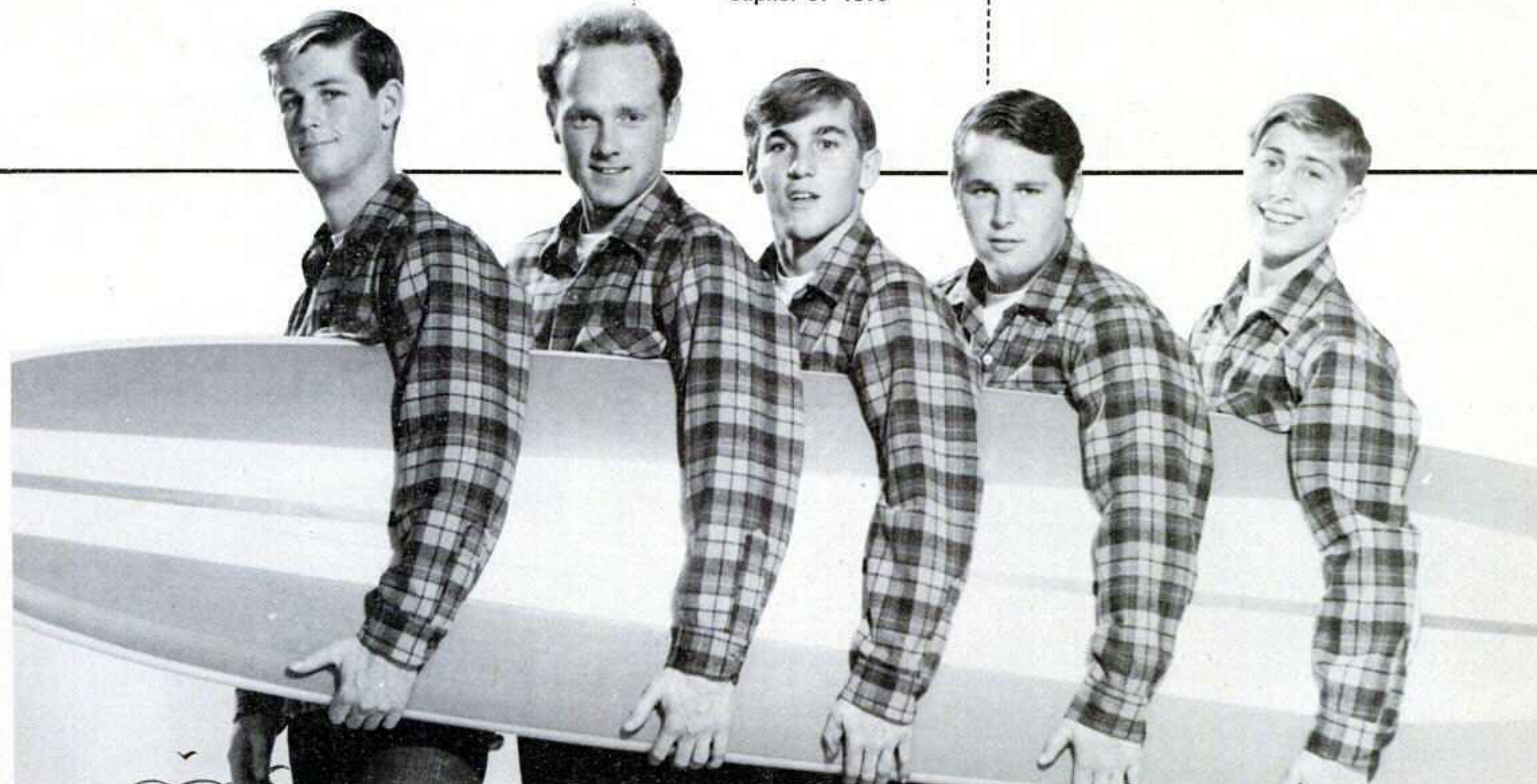
*Thanks, Broadcasters, Program Directors, Disk Jockeys, for the wonderful reception and double-sided success of SURFIN' U.S.A. and SHUT DOWN #4932

And the top LP, SURFIN' U.S.A.

- #5 on the mono charts Capitol T 1890
- #21 on the stereo charts Capitol ST 1890

To be on tour beginning July 19 in Iowa, Minnesota, Nebraska, Illinois, Wisconsin, Kansas, Ohio, Indiana and the East Coast in August in Maine, Massachusetts, Pennsylvania and New York, with additional bookings to be set.

Look for our new single offering soon.



THE BEACH BOYS

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- Mike Love
- Dennis Wilson
- Carl Wilson
- David Marks



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COUNTRY MUSIC CORNER

By BILL SACHS

Buhl International Music has contracted to handle the c.&w. LP, "Harry Glenn Presents Music Country Style," for its foreign market affiliate, Esquire Records, in England. Meanwhile, Ben Arrigo continues to handle the national promotion on the LP from his New York office. . . . Jim and Jesse and the Virginia Boys are set for City Auditorium, Norfolk, June 30. . . . Holding forth at Dewey Groom's Longhorn Ranch, one of the top c.&w. niteries in the country, is Dewey's own group of Longhorners comprising Clay



SEEMINGLY PLEASED with the results of a just-completed session are Pappy Daily, c.&w. a.&r. director for United Artists Records, and singer Kathy Dee, who had just finished waxing four new sides for UA at the Bradley Studios, Nashville. The first is scheduled for a mid-July release. In the meantime, Kathy is on a string of personals in the Pennsylvania, New York and Virginia area.

BOTH SIDES BREAKING!

CHAMP BUTLER

"MY HEART BELONGS TO A STRANGER"

b/w

"THERE'S AN ACHE IN MY HEART FOR YOU"

GILLETTE RECORDS

5539 Sunset Blvd., Hollywood, Calif.
Phone: HO 2-4210

THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's

TALK BACK TREMBLING LIPS

Hickory 1214

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis
With
Linda Gail Lewis

Sun Records

639 Madison Memphis, Tenn.

Allen, vocalist; Bobby Garretts, George McCoy, Billie McBay, Buddy Braddy, Bill Chambers, Fred Dawson, Phillip Sanchez and Bobby Hollingsworth.

Buddy Meredith and His Country Men, after a successful swing through Montana and North Dakota, are off on another extended tour that will take them to Mullen, Neb., June 25; Martin, S. D., 26; Winner, S. D., 27; McConnell Air Force Base, Wichita, Kan., 28; Wichita, Kan., 29; Fall City, Neb., 30; Miles City, Mont., July 3; Ellsworth Air Force Base, S. D., 5; Sturgis, S. D., 6; Hettinger, N. D., 19, and Glasgow, Mont. Through June 28, Buddy and his lads will tour with Jimmy Newman and his gang; the remainder of the trek will be made with Red Sovine and Connie Hall.

Sparta, Tenn. Honors Flatt

SPARTA, Tenn.—Sparta citizens honored one of their native sons, Lester Flatt, of the bluegrass specialists team of Flatt and Scruggs, with a Lester Flatt Day celebration here June 8.

Festivities began with a parade featuring 70 floats and was climaxed with a mammoth outdoor dinner. A horse show was another feature of the day-long celebration. It also marked the first time that the Martha White portion of "Grand Ole Opry" was not aired from the stage of the Ryman Auditorium, Nashville, but instead was broadcast remote via WSM directly from Sparta.

Visitors to the celebration included Bob Cooper, WSM general manager, and Ralph Emery, WSM deejay.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

When Mike Hoyer, of KMA, Shenandoah, Ia., appeared on WSM's "Mr. D. J., U. S. A." in Nashville June 7, he brought with him a ready-made audience of 40 of his listeners via bus. Mike began pitching the bus tour to his listeners in mid-March and sold out the deal by May 1. The bus tour also included a visit to "Grand Ole Opry," Starday's studios in Madison, Tenn., and Andrew Jackson's home at Hermitage, Tenn.

Jim Whitlock, the Singing Cherokee, manages to keep busier than the proverbial one-armed paper hanger between operating his Cherokee Record Company and Whitlock Publishing Company and his regular disk spinning chores, six hours a day, seven days a week, via KBUB, Sparks, Nev. Jim says that due to an extension of his air time he is in need of more spinning material from the artists and diskeries. He asks that promotion records be addressed to his home, 911 Greenbrae Drive, Sparks, Nev. Whitlock does his morning show from his home, and his "Western Jamboree" seg from the KBUB studio in the afternoon.

Another deejay crying desperately for new releases is Ron Jay, who mans the turntables four hours daily over WARI, Abbeville, Ala. Ron says he's receiving top action at the moment on the following releases: "Happy to Be Unhappy," Gary Buck; "Talk Back, Trembling Lips," Ernest Ashworth; "Gossip of the Town," Mac Scott; "Snow White Clouds," Frank Taylor, and "Little Ole Bombmaker Me," Stan Beaver. . . . Deejays needing a copy of Charlie Waggoner's new release, "One-Eyed Sam" b/w. "An Old Memory," may obtain same by writing on their station letterhead to Ernest Tucker, Linco Records, Box 25, Fayetteville, Tenn.

"We have just added two hours of c.&w. programming daily and are having a hard time getting the new releases which older stations seem to get without any trouble," writes Bob Moriarity, general manager of KWLA, Many, La. "Many is located in rural Western Louisiana and is strongly oriented toward c.&w. and gospel music. Any help you might render

would be deeply appreciated." . . . Uncle John Brunell, manager of WVTR, White River, Vt., writes that his "Country Corner" on the station has inherited a nonexistent c.&w. library and he's slowly going bankrupt trying to keep up with the country hits. "Any help in the way of promotion disks from artists and the diskeries will be appreciated," he pleads.

Anybody willing to give a blind lad a chance as a deejay? The lad in question is 22-year-old Wayne Ryan, who resides at the YMCA in Nashville. Young Ryan is a whiz on country music; he knows it frontwards and backwards, and he has amazed his many Nashville friends with his knowledge of the country music field and his keen sense of memory. He operates the turntables like a true pro, and has the gift of gab on the country stuff to go with it. His Nashville friends say that all the lad needs is a chance to prove his ability. Those who have seen him operate compare him to Austin Wood, the blind deejay who operates so successfully out Missouri way.

Randy Hawkins, now heard from 6-8 p.m. daily on WBZY, Torrington, Conn., says he can use more bluegrass disks from the artists and record companies. . . . "Billboard is a great help to me on my country record show," scribbles Ray Ford, who dispenses the country sounds daily via WTVB, Coldwater, Mich. Ray also has his bluegrass band on another spot on the same station. He has a release coming up soon on the Chuckie label, "Bluegrass Polka" b/w. "Wildflowers on the Hillside," both of which he penned himself. "Would appreciate hearing from artists who would like to have their releases played in this area," writes Ford. "Get good record service from most of the majors, but can't seem to get anything from King or Hickory."

Chet Ward has been signed by the management of WTAQ, La Grande, Ill., to emcee all of the station's country and western music programs, replacing Bill Blough, who is now with WMRO, Aurora. Chet will be heard from 7 to 8:30 p.m. and 10:30 p.m. to midnight, Monday through Friday, and 7:30 to 9:30 p.m. on Saturdays.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/29/63

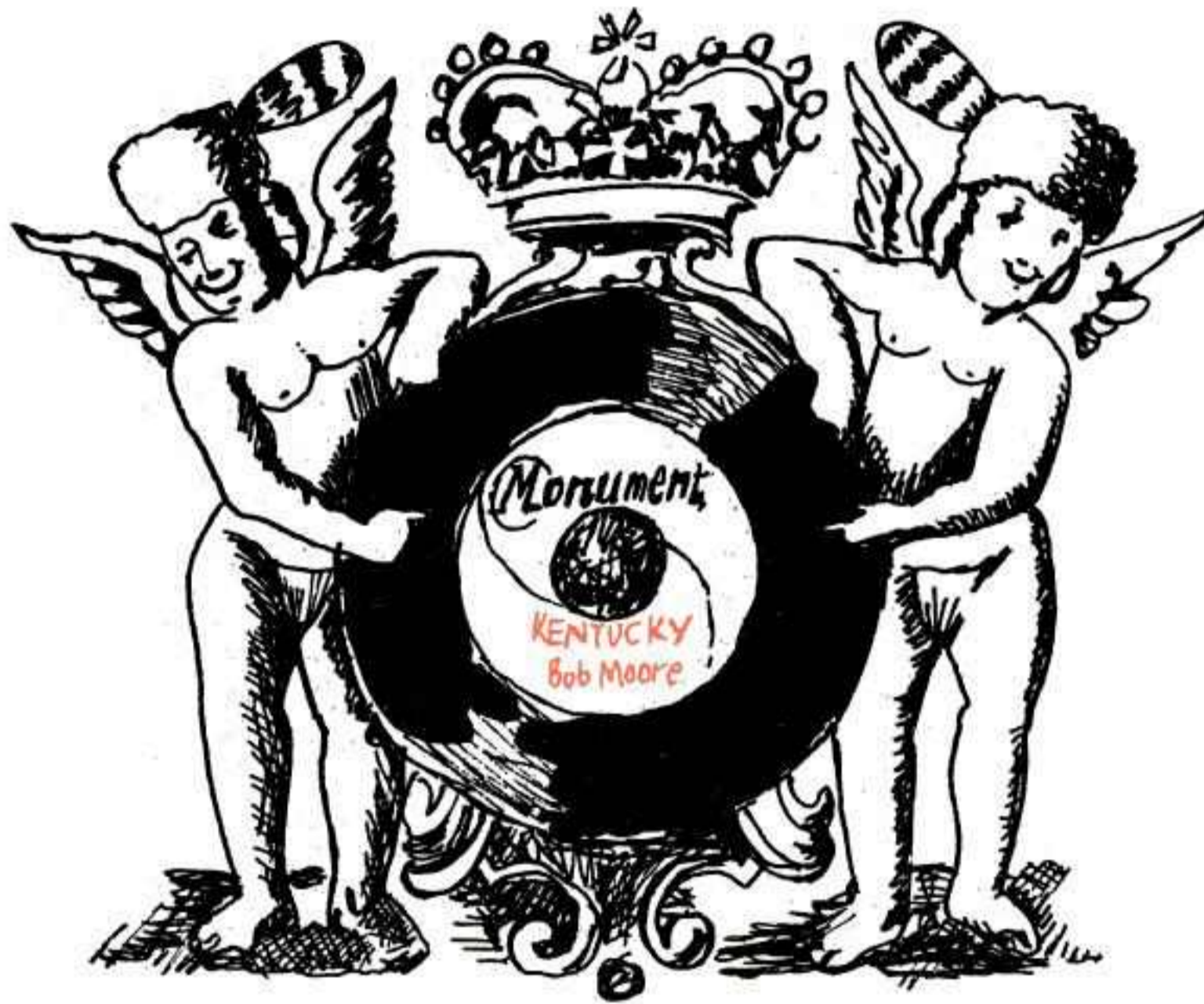
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	ACT NATURALLY Buck Owens, Capitol 4937	12
2	1	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	16
3	4	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	9
4	2	STILL Bill Anderson, Decca 31458	19
5	10	RING OF FIRE Johnny Cash, Columbia 42788	4
6	6	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	5
7	8	ROLL MUDDY RIVER Wilburn Brothers, Decca 31464	8
8	13	OLD SHOWBOAT Stonewall Jackson, Columbia 42765	6
9	9	PEARL, PEARL, PEARL Lester Flatt & Earl Scruggs, Columbia 42755	8
10	11	THE MAN WHO ROBBED THE BANK AT SANTA FE Hank Snow, RCA Victor 8151	10
11	5	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	8
12	7	TAKE A LETTER, MISS GRAY Justin Tubbs, Groove 0017	12
13	14	DON'T CALL ME FROM A HONKY TONK Johnny & Janie Masby, Columbia 42668	7
14	16	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	6
15	22	ABILENE George Hamilton IV, RCA Victor 8181	3
16	26	MY FATHER'S VOICE Judy Lynn, United Artists 571	4
17	30	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	2
18	12	GOODBYE KISSES Cowboy Copas, Starday 621	10
19	15	YESTERDAY'S MEMORIES Eddy Arnold, RCA Victor 8160	10
20	17	SHOES OF A FOOL Bill Goodwin, Vee Jay 501	8
21	19	THE OTHER WOMAN Loretta Lynn, Decca 31471	4
22	23	NIGHTMARE Faron Young, Mercury 72114	4
23	24	SANDS OF GOLD Webb Pierce, Decca 31488	2
24	-	BAD NEWS John D. Loudermilk, RCA Victor 8154	1
25	18	WALK ME TO THE DOOR Ray Price, Columbia 42658	18
26	-	HAPPY TO BE UNHAPPY Gary Buck, Kash 1007	1
27	27	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	8
28	-	CRAZY ARMS Marion Worth, Columbia 42703	3
29	20	IS THIS ME? Jim Reeves, RCA Victor 8127	21
30	-	BUILDING A BRIDGE Claude King, Columbia 42782	1

Ward has a record out called "Hic-I-Dee." Flip side is "Story-book of Love." He has just

returned from a promotion tour for his new record through the South and West.



BILLBOARD'S MAN IN NASHVILLE, Mark-Clark Bates, shares a cup of coffee with Sue Thompson and publisher Wesley Rose at the latter's office in Nashville. Thrush's latest dinking is "True Confessions."



**Kentucky likes Kentucky & so
does the rest of the world!!!!**

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monument
record corporation, hendersonville, tenn.

BUONA NOTTE BAMBINO

by
Rocco Granata
Moon Glow #222
RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.



I'M NO ANGEL BUT SEE PAGE 9

when answering ads . . .
Say You Saw It
In Billboard

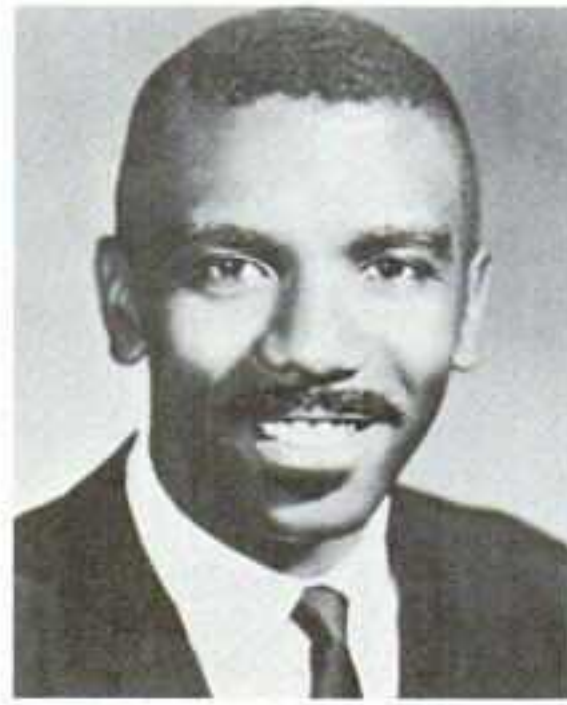
R & B ROUNDUP



DADDY-O-DAYLIE

By **NICK BIRO**
(Chicago Office)

No doubt about it. **Daddy-O-Daylie** still reigns among the r.&b. deejays here. Some 4,000-plus fans showed up for a Daddy-O-sponsored ball starring Verve's **Jimmy Smith** at Chicago's El Sid's Trianon Ballroom. The ball was the climax to the winter and spring activities of the Daddy-O Fun Leagues, a 5,000-member social recreation-



JIMMY SMITH

al group sponsored by the WMAQ and WAAF deejay. . . . **Jim Lounsbury** kicked off his new television show, *Danceville*, U. S. A., on WBKB (Channel 7) here last Sunday (16). Guests on the first two shows included the **Four Seasons**, **Jimmie Clanton**, **Ral Donner**, **Dick Biondi** (with his own album yet), **Barbara Lewis**, **Joe Dowell**, the **Five Du-Tones** and **Ray Stevens**. Two shows for the television series were taped at Oak Park High School, and two more at Hammond, Indiana, Civic Center.

WYNR's **Lucky Cordell** may be putting on the first all-Negro live television variety show shortly. . . . WVON's **Rodney (Madlad) Jones** teamed with **Major Lance** to award monkeys and a bushel of bananas to the best couple doing "The Monkey," newest dance craze at the Budland ballroom on Chicago's South Side. . . . **Phil Terry**, a top disk producer some years back, is returning to the record scene. He's looking for masters and talent. . . . **Dick Kaufman** and **Frank Witcher** are the two new promotion men at Potter Distributing Company here. They'll work under **John Muse**, promo chief. Frank will work entirely on the Success label. . . . **Annice Kellog** lost part of her jazz time on WSBC here. She's only on Friday evenings now.

Now for the hypes and picks: Potter's **John Muse** is hot about "Cannonball's Bossa Nova." . . . **Al Kelly** writes the big breakout in Philadelphia is **Pervis Herder's "Soul City"** on Jamie. Pervis is lead singer with the Combo Kings, who record for Imperial Records. As the story goes, **Joe Wissert** heard Pervis sing at a local affair and asked him to cut a session for Jamie. . . . Stacy Records claims East



MAJOR LANCE (center) goes over score of his latest hit "Monkeytime" with **Carl Davis**, Columbia's Chicago r.&b. specialist, and **Arthur H. Grant**, Lance's attorney. Lance first became known on **Jim Lounsbury's Bandstand Matinee** show here.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/29/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	IT'S MY PARTY Lesley Gore, Mercury 72119	6
2	2	IF YOU NEED ME Solomon Burke, Atlantic 2185	8
3	5	HELLO STRANGER Barbara Lewis, Atlantic 2184	6
4	3	THE LOVE OF MY MAN Theola Kilgore, Serock 2004	11
5	6	DA DOO RON RON Crystals, Philles 112	8
6	4	ANOTHER SATURDAY NIGHT Sam Cooke, RCA Victor 8164	8
7	13	PRIDE AND JOY Marvin Gaye, Tamla 54079	5
8	14	YOUR OLD STAND BY Mary Wells, Motown 1042	3
9	7	PUSHOVER Etta James, Argo 5437	9
10	22	COME AND GET THESE MEMORIES Martha & the Vandellas, Gordy 7014	10
11	25	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol 4965	2
12	9	IF YOU WANNA BE HAPPY Jimmy Soul, S.P.Q.R. 3305	10
13	10	YOU CAN'T SIT DOWN Dovells, Parkway 867	5
14	8	PRISONER OF LOVE James Brown & the Famous Flames, King 5739	8
15	16	HOT PASTRAMI Dartells, Dot 16453	6
16	21	JUST ONE LOOK Doris Troy, Atlantic 2188	2
17	-	ONE FINE DAY Chiffons, Laurie 3179	1
18	11	TWO FACES HAVE I Lou Christie, Roulette 4481	9
19	-	NOT ME Orlans, Cameo 257	1
20	20	YOU KNOW IT AIN'T RIGHT Joe Hinton, Back Beat 537	2
21	19	SUKIYAKI Kyu Sakamoto, Capitol 4945	4
22	-	THE BOUNCE Olympics, Tri Disc 106	1
23	-	HARRY THE HAIRY APE Ray Stevens, Mercury 72125	1
24	27	FOREVER Marvelettes, Tamla 54077	3
25	-	SO MUCH IN LOVE Tymes, Parkway 781	1
26	-	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	1
27	-	MEMPHIS Lonnie Mack, Fraternity 906	1
28	-	SPRING Birdlegs & Pauline, Vee Jay 510	3
29	-	EASIER SAID THAN DONE Essex, Roulette 4494	1
30	29	MOCKINGBIRD Inez Foxx, Symbol 919	2

Coast action on its new **Al Casey** record, "Surfin' Hootenany." . . . Philly's **Harry (Gramps) Fink** reports excellent action on the new **Big Dee Irvin** and **Little Eva** release. . . . **Don Wright** claims hot sales on "Mockingbird" by **Inez Foxx** on Symbol, with good air-play on WDAS.

More hypes and picks: **Ray Dobard's** recent picks were "That's the Way" with **Jimmy McCracklin** and "River's Invitation" by **Percy Mayfield**. . . . **Jamie-Guyden** acquired national distributing rights for the Golden Eagle record, "Now on Bending Knees b/w "Just One More Time" by **Johnny Copeland**. The tune was produced by **Charlie Booth**. **Paul Fein** claims the disk sold over 20,000 in Houston and is starting to move in Dallas, Tex., and Shreveport, La.

Movin' to the Top!

I Can Learn

BY
THE CHAINS

PEACOCK 1922

DUKE-PEACOCK RECORDS, INC.

2809 Erastus Street
Houston 26, Texas

the
FUTURE
with a
promise

NAVY

WHY HYPE?

WHY WASTE WORDS?

IT'S ON THE CHARTS

HE HAS ANOTHER HIT!

BROOK BENTON

"My True Confession"

72135

America's First Family



Of Fine Recordings

WHO SAYS STEREO RECORDS ARE IN SHORT SUPPLY?

NOT FOR OPERATORS OF SEEBURG PHONOGRAPHS!

TODAY'S BIGGEST PACKAGE OF EARNING POWER!



Seeburg Little LP Album Stereo Record

Full-color album cover, 3 miniatures, 5 title strips . . . and the unmatched album stereo record for high-profit 50¢ play. There are 343 of these album records in the newest Seeburg Little LP Catalog . . . and more coming all the time.



- 1 Seeburg has provided a steady flow of stereo singles to operators ever since 1960, when Seeburg alone pioneered the 33 $\frac{1}{3}$ stereo record.
- 2 Today, in cooperation with manufacturers of 43 record labels, Seeburg offers operators a stereo record with even greater earning power. This is the "Little LP" stereo album record. There are 343 in the newest Seeburg catalog. Many are by top artists not recorded on singles.
- 3 Next week, Seeburg will introduce another new international service to operators—"The Top-Earning 30." It is a weekly report of the 30 Little LP stereo album records that are actually earning the highest income in Seeburg locations around the world.
- 4 Read on the opposite page how you can get this list every week.

To Music Operators, Record Manufacturers, Artists, and DJs:

For many years, the coin phonograph alone made the unknown record into a big hit.

Today, the public itself, through its record purchases, makes its own hits. So if you really want a phonograph to earn money, you program the music the public buys.

1 Ever since Seeburg led the industry into stereo, back in 1958, we have been urging operators to program the music the public was buying for home play.

Again, in 1960, Seeburg virtually forced a reluctant and protesting industry to follow our adoption of the 33 $\frac{1}{3}$ stereo record. We actively championed the rising profit potential in 33 $\frac{1}{3}$ stereo. Right from the start, we offered built-in automatic intermix.

No other phonograph maker, at that time, pushed stereo in any form. None warned, as Seeburg did repeatedly, that increased industry prosperity lay in *adult music*.

To supply operators with adult music in stereo, Seeburg launched "Artist of the Week," a service still in operation. Every week it has offered operators new selections of 33 $\frac{1}{3}$ stereo records.

Despite published reports from here and there that operators were "not sold" on stereo—that locations "didn't care" what kind of music they got—Seeburg continued to promote stereo programming. We pushed stereo even further with our AY and DS phonographs.

2 In the fall of 1962, Seeburg took a giant step forward by introducing a totally new concept in coin phonographs, the revolutionary LP Console. With it came an equally new combined remote selector and stereo speaker unit, the Stereo Consolette.

At the same time, we created a new kind of stereo album record, the 33 $\frac{1}{3}$ Little LP. This gave the operator the finest stereo of all. It offered the operator the greatest income potential of any record in the history of our business.

It did this by making possible a popular and profitable 50¢ play—and by really giving the customer music that is worth 50¢.

Certainly congratulations are due the leading record manufacturers who had the foresight to join Seeburg in develop-

ing the Little LP. They recognized, as we did, the need for *true album stereo programming*. Because, even then, the public was spending 85% of its phonograph record money for 33 $\frac{1}{3}$ albums.

To give operators this same music, for coin phonographs, the manufacturers of 43 labels are today participating in the Seeburg Little LP program:

ABC-PARAMOUNT	JAZZLAND
AMPHORA	KAPP
ARGO	KING
AUDIO FIDELITY	LIBERTY
BETHLEHEM	LONDON
CADENCE	MERCURY
CAPITOL	MGM
CHECKER	PHILIPS
CHESS	RCA VICTOR
COLUMBIA	REPRISE
COMMAND	RIVERSIDE
CORAL	ROULETTE
DECCA	SMASH
DOLTON	SUE
DOT	TICO
DUKE	TIME
EPIC	VEE-JAY
EVEREST	VERVE
GRAND AWARD	WARNER BROS.
HI	WASHINGTON
HORIZON	WORLD PACIFIC
IMPULSE	

Seeburg also salutes the artists whose Little LP albums in stereo are rolling up gross phonograph earnings to all-time-high levels. Regardless of whether their albums are on published "best-seller" lists or not, they are artists who are consistently making money for Seeburg operators:

Ann-Margret	Bobby Bland
Eddy Arnold	Frankie Carle
Chet Atkins	Percy Faith
Jan August	Maynard Ferguson
Brook Benton	Red Foley

Jan Garber
Benny Goodman
Woody Herman
Lena Horne
Jonah Jones
Wayne King
Guy Lombardo
Julie London
The Melachrino Strings

The Mills Brothers
Russ Morgan
Webb Pierce
Hank Thompson
Ernest Tubb
Jerry Vale
Sarah Vaughan
Dinah Washington
Kitty Wells

3 Now Seeburg is taking another step forward to help make programming more profitable: A weekly report to operators of the 30 Little LP stereo albums that are pulling in the biggest grosses in Seeburg locations everywhere—

- 10 Top-earning pops Little LPs
- 10 Top-earning jazz/rhythm & blues Little LPs
- 10 Top-earning country & western Little LPs

This weekly list of "The Top-Earning 30" will be published in our regular ads to the industry and will also be available by mail.

Selection of the "Top-Earning 30" will not be based on reviews or on panel opinions, but only on how much money they actually earn in Seeburg phonograph locations, as reported to us by music operators across the country.

4 To get your name on our mailing list for these free weekly reports, in advance of publication, mail the coupon below. We will keep you up to the minute on the whole stereo picture, and give you the latest additions to our constantly growing Seeburg Little LP Stereo Catalog.

Joe Marsala
Vice-President
Music & Record Division

MAIL TO **SEEBURG**

1500 North Dayton Street, Chicago 22, Illinois

Yes, put us on your free mailing list for the weekly advance report of THE TOP-EARNING 30 Little LP Stereo Album Records.

Also send us a copy of the latest LITTLE LP STEREO ALBUM CATALOG.

Name _____

Firm _____

Address _____

City _____ Zone _____ State _____

B



Shani Wallis
**MY HEART
CRIES FOR YOU**
9607



**Johnny "K" and the singin'
swingin' eight**
LEMONADE
9612



The Bachelors
CHARMAINE
9584



**Jet Harris and
Tony Meehan**
**SCARLET
O'HARA**
9608



VOCAL **Billy Mo** INSTRUMENTAL **Will Glahé**

**I'D RATHER BUY
MYSELF A
TYROLIAN HAT** 10029



Craig Douglas
**DANKE
SCHOEN**
9611

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.

**YOUR GRADUATION MEANS
GOODBYE**
Cardigans, Mercury 30111 (Shannon, BMI) (Chicago)

DANCIN' HOLIDAY
Olympics, Tri Disc 107 (Marc-Jean & Keymen, BMI) (Los Angeles)

PEACE OF MIND
Gene Thomas, United Artists 583 (Acuff-Rose, BMI) (Houston)

THE PEKING THEME
Andy Williams, Columbia 42784 (Bronston, ASCAP) (Chicago)

LOVE ME ALL THE WAY
Kim Weston, Tamla 54076 (Jobete, BMI) (Washington)

CHARMAINE
Four Preps, Capitol 4974 (Miller, ASCAP) (Hartford)

TEARS OF JOY
Chuck Jackson, Wand 138 (Damic, BMI) (New Orleans)

ALLENTOWN JAIL
Lettermen, Capitol 4976 (Bourne, ASCAP) (Miami)

IF YOU DON'T COME BACK
Drifters, Atlantic 2191 (Trio-Cotillion, BMI) (Washington)

LOVERS
Blendtones, Success 101 (Plywood, BMI) (San Francisco)

SANDS OF GOLD
Webb Pierce, Decca 31488 (Cedarwood, BMI) (Minneapolis-St. Paul)

SPRING
Birdlegs & Pauline, Vee Jay 510 (Kirchstein-Conrad, 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.



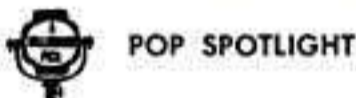
POP SPOTLIGHT

BRENDA LEE

**MY WHOLE WORLD
IS FALLING DOWN**
(Champion-Moss Rose, BMI) (1:52)

I WONDER
(Leeds, ASCAP) (2:55)—Decca 31510

Brenda Lee comes through with two more exciting sides, showing off her powerful style on a pair of attractive ballads. Topper has a rhythmic beat and touching lyric which Brenda sells solidly; flip is a tender torcher, which also is handled with meaning by the lass.



POP SPOTLIGHT

JIMMY GILREATH

**LOLLIPOPS, LACE
AND LIPSTICK**
(Fame, BMI) (2:12)—Joy 278

Jimmy Gilreath follows up his recent smash with another mighty cute ditty all about a girl under the block. He gives it a catchy reading and the disk features the trumpet sound of his first hit. Flip is "Mean Ole River" (Drury Lane-Beak, BMI) (1:42).



POP SPOTLIGHT

THE SOCIETY GIRLS

**S.P.C.L.G. (SOCIETY
FOR THE PREVENTION
OF CRUELTY TO
LITTLE GIRLS)**
(Conrad-Small Acre, BMI) (2:40)—Vee Jay 524

Here's a wild rocker with a mighty attractive lyric for the teen set (female). And the gals give it an up-society type performance over solid Detroit-Philadelphia backing, A side with a chance. Flip is "You Better Stay Home" (Conrad-Small Acre, BMI) (2:31).



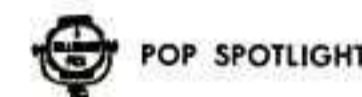
POP SPOTLIGHT

THE RIP CHORDS

GONE
(Daywin, BMI) (2:03)

**SHE THINKS I
STILL CARE**
(Glad-Jack, BMI) (2:10)—Columbia 42812

Two wild, crazy rockin' sides here with just about every kind of effect. First is a 4 Seasons-type styling in terms of harmony and beat, with nutty auto effects. Flip is George Jones' great country hit of last year done in a frantic new styling. Either has a chance.



POP SPOTLIGHT

THE SPRINGFIELDS

**SAY I WON'T
BE THERE**
(Chappell, ASCAP) (2:45)—Phillips 40121

The familiar melody is handed a most unusual reading by the group, showing off their unique sound, over a folk backing tinged with a touch of rock and roll. Kids should enjoy dancing to this one, and jocks will probably hand it a lot of spins. Flip is "Little Beat" (Belinda Canada, Ltd.) (1:47).



POP SPOTLIGHT

FREDDY AINSFIELD

**A PLACE IN
THE SUN**
(Primary Corp. & Damic, BMI) (2:25)—Scepter 1256

Here's another side fraught with environmental and social conscience dynamite. The side deals with slum living in dramatic tones. Flip is "The Princess of the Palace of Ice" (Primary Corp. & Damic, BMI) (2:20).

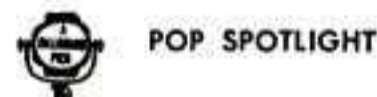


POP SPOTLIGHT

THE HIGH KEYS

QUE SERA, SERA
(Artist, ASCAP) (2:50)—Atco 6268

Doris Day would never recognize her old hit the way the High Keys shout it here, but it has a barrelful of excitement and a blending of the mambo, rock and calypso beat. It even starts like "El Watusi!" Flip is "Daddy Ooh Long Legs" (Saturday, ASCAP) (2:21).

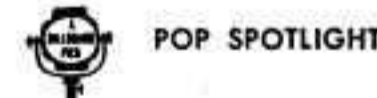


POP SPOTLIGHT

THE COOKIES

WILL POWER
(Screen Gems-Columbia, BMI) (2:35)—Dimension 1012

The Cookies come through with a winning rendition here of a swinging rocker which also spots some bright combo work. A side aimed at the teen dance set which should hit its mark. Flip is "I Want a Boy for My Birthday" (Colgems, ASCAP) (2:38).

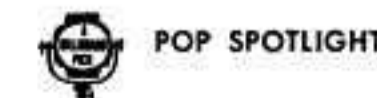


POP SPOTLIGHT

THE CONTOURS

YOU GET UGLY
(Jobete, BMI) (2:20)—Gordly 7019

The Contours have got substantial action over the last few months and this could be another big one. It's a swinging novelty with good shouting and a strong rocking beat. Flip is "Pa I Need a Car" (Jobete, BMI) (2:19).



POP SPOTLIGHT

DIANE DIXON

HEY JIMMY
(Sure Fire, BMI) (1:46)—Smash 1818

Here's a bright quick-stepping ditty in the "Norman" groove. Side features cute vocal by the lass with appeal for kids. Flip is "A Tear Stained Letter" (Sure-Fire, BMI) (2:07).

POP SPOTLIGHT

JIMMY PAYNE

EVERY LITTLE PRETTY GIRL

(Lyc, BMI) (2:38)—Vee Jay 517

Here's a solid item by a new lad and it has country and pop potential. The side features top singing against strong chorus and ork work. Flip is "Why Can't We Love Each Other" (Conrad, BMI) (2:33).

POP SPOTLIGHT

THE RAN-DELLS

MARTIAN HOP

(Screen Gems-Columbia, BMI) (2:14)
Chairman 4403

This one is a wild-o. Novelty side has high-pitched vocal gimmicks, sound effects, boss bass man tones, the works and a wild rocking beat. Flip is "Forgive Me Darling (I Have Lied)" (Screen Gems-Columbia, BMI) (2:14).

POP SPOTLIGHT

DARLENE LOVE

WAIT 'TIL MY BOBBY GETS HOME

(Mother Bertha-Trio, BMI) (2:20)—
Philles 114

Darlene departs from the "Boy I'm Gonna Marry" groove and has a swinging side with a touch of the "So Fine" sound. It's a quick, happy tempo that has a chorus, great beat and string band effects. Flip is "Take It From Me" (Mother Bertha, BMI) (2:00).

COUNTRY SPOTLIGHT

BUCK OWENS AND ROSE MADDOX

WE'RE THE TALK OF THE TOWN

(Bluebook, BMI) (2:02)

SWEETHEARTS IN HEAVEN

(Pamper, BMI) (2:48)—Capitol 4992

A solid twosome who can hardly help but happen. Top side is a weeper done with telling effect while the flip is another breezy item with an interesting lyric message. Great performances both ways.

C.&W. SPOTLIGHT

JIMMIE DAVIS

THERE WON'T BE A WEDDING

(Zest, BMI) (2:52)—Decca 31509

The Governor has one of his most powerful outings here in a long time. The tune has a strong country-sacred kind of feeling with a message about the breakup of marriage plans. Good recitation spot adds interest along with a fine arrangement. A chart contender. Flip is "Rocks in the Mountain" (Vern, BMI) (3:07).

C.&W. SPOTLIGHT

P. J. PROBY

I CAN'T TAKE IT LIKE YOU CAN

(Sure-Fire, BMI) (2:29)

SO DO I

(Chadwick, ASCAP) (2:38)—Liberty 55588

A strong new country artist here and he bows with two effective sides. First up is a soulful weeper and the soft, sad sound could score. Flip is much in the Johnny Cash "I Walk the Line" groove and it could also move out. Watch these.

C.&W. SPOTLIGHT

DAVE RICH

THE GREAT SPECKLED BIRD

(PD) (2:58)—Decca 31513

The new artist, recently signed by Decca, has a powerful sacred feel and he does a standout job with this sacred classic. Arrangement helps move it along, too, and the reading could easily become a solid country seller. Watch it. Flip is "I Want to Know You Lord" (Window, BMI).

R.&B. SPOTLIGHT

JOHN LEE HOOKER

I'M LEAVING

(Conrad, BMI) (2:17)

BIRMINGHAM BLUES

(Conrad, BMI) (2:55)—Vee Jay 538

Two sides that could score for the great blues chanter. First has the familiar, solidly punching style against throbbing rhythm backing, while the flip is an effective commentary of personal feelings on the Birmingham scene. Much power either way here.



FOUR-STAR SINGLES

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

POPULAR

THE LAVENDERS

★★★★ One More Time (Merjoda, BMI) (2:27) —★★★★ One More, Once (Merjoda, BMI) (2:27). MERCURY 72126

JEAN DEE

★★★★ The Only Thing That Really Matters (Dyche, BMI) (2:15)—★★★★ Dim the Lights (Martin, BMI) (2:35). KING 5769

DAVE GRUSIN

★★★★ A Felicidade (Ross Jungnickel, ASCAP) (2:56) —★★★★ If You Gotta Make a Fool of Somebody (Good Songs, BMI) (2:31). EPIC 9602

LITTLE JOEY VESPE

★★★★ Caravan (American Academy, ASCAP) (2:07)—★★★★ Conservative Twist (Colt-Virt, BMI) (2:19). PARKWAY 877

COREY DENVER

★★★★ Johnny River (Horizon-Suebill) (2:12)—★★★★ Johnny River Theme (Horizon-Suebill) (2:12). 20th CENTURY-FOX 412

ELVIS PRESLEY

★★★★ (You're the) Devil in Disguise (Presley, BMI) (2:17)—★★★★ Please Don't Drag That String Around (Presley, BMI) (1:53). RCA VICTOR 8186

THE MAJORS

★★★★ One Happy Ending (Travis-Rittenhouse, BMI) (2:15) —★★★★ Get Up Now (Travis-Rittenhouse, BMI) (2:10). IMPERIAL 5968

SAMMY SALVO

★★★★ Throw Me in a Crowd of Girls (Acuff-Rose, BMI) (2:21) —★★★★ I'm Building an Ocean (Acuff-Rose, BMI) (2:16). HICKORY 1215

FRANKIE AVALON

★★★★ Beach Party (Dijon, BMI) (2:03) —★★★★ Don't Stop Now (Adoration-Debmar-Hariene, ASCAP) (2:40). CHANCELLOR 1139

NANCY WILSON

★★★★ My Sweet Thing (Kacy, BMI) (2:20)—★★★★ Tell Me the Truth (Kacy, BMI) (2:45). CAPITOL 4991

JERRY REED AND THE HULLY GIRLIES

★★★★ The Shock (Lowery, BMI) (2:07)—★★★★ Let's Get Ready for the Summer (Blackwood, BMI) (2:10). COLUMBIA 42808

DAVE BRUBECK QUARTET AND ORK

★★★★ Summer Song (Derry, BMI) (2:56)—★★★★ Three to Get Ready (Derry, BMI) (2:52). COLUMBIA 42804

PEREZ PRADO AND HIS ORK

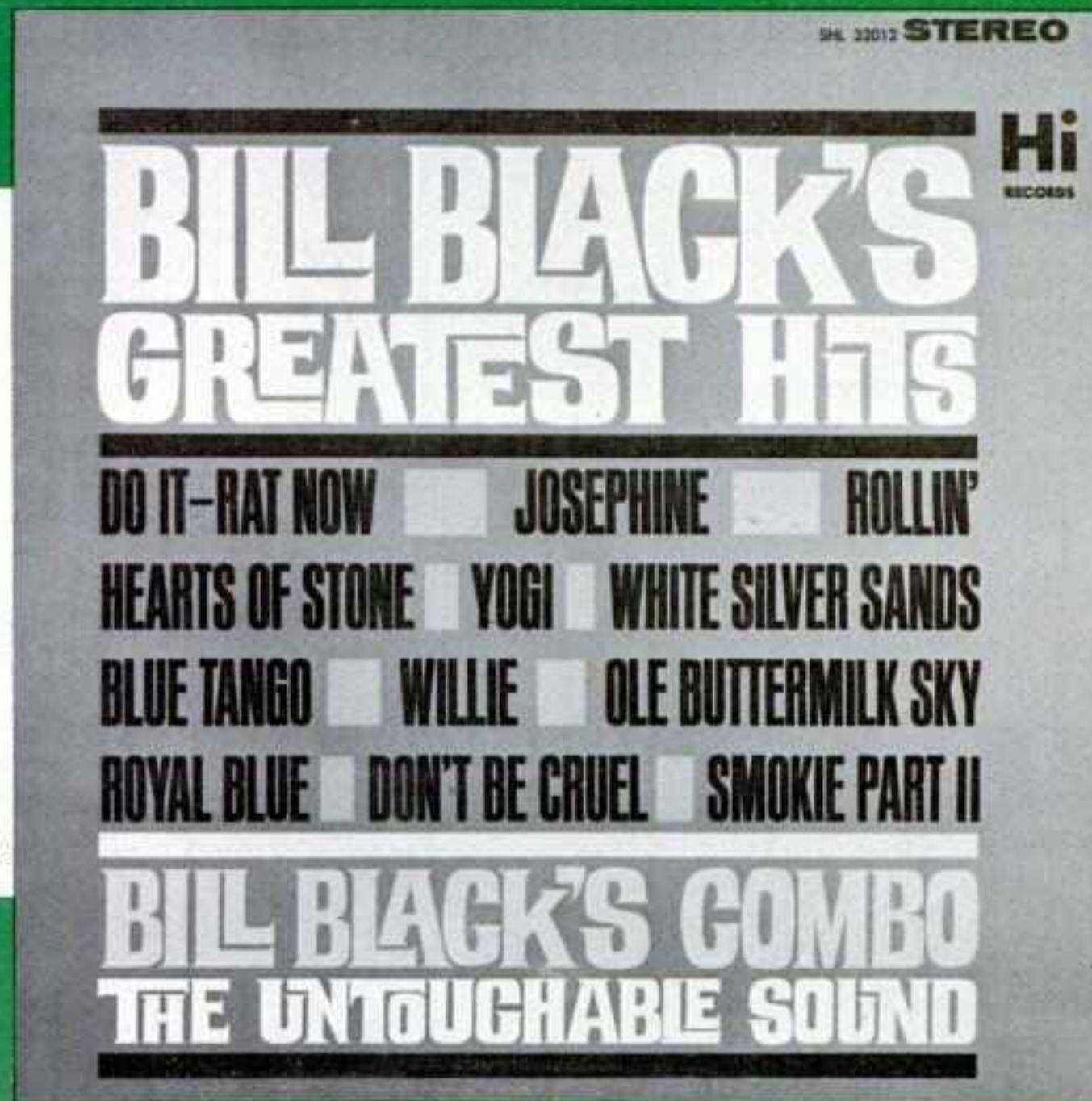
★★★★ Teresita (Gil, BMI) (2:11)—★★★★ Katanga (Southern, ASCAP) (1:35). RCA VICTOR 8204

(Continued on page 44)

Sweepin' the country...

BILL BLACK'S COMBO

(The Untouchable Sound)



Stereo
SHL 32012

Mono
HL 12012

Includes not just 1 hit...but 12 SMASHES...

SPECIAL TERMS ON ENTIRE Hi LP CATALOG

featuring:

Bill Black's Combo

Ace Cannon

Willie Mitchell

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Hi
RECORDS

THE AMERICAN LONDON GROUP

★ BEST PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 1-34.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensor)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with artist and label information.

Table listing songs A-Z with artist and label information.

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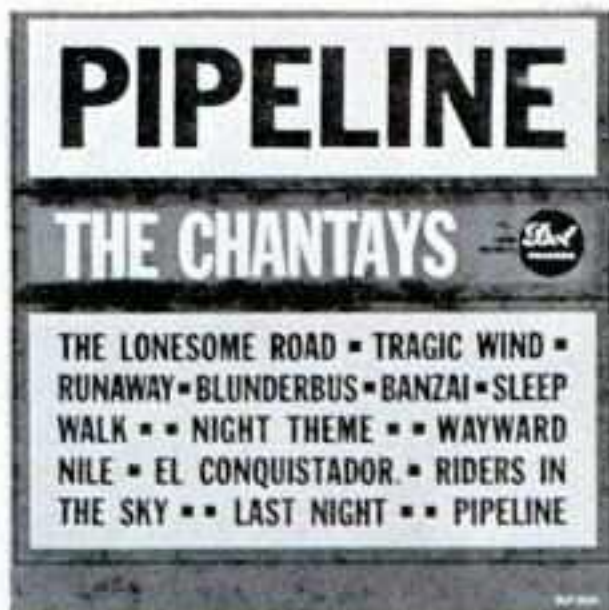
the nation's best selling records

CHART WINNING ALBUMS!



SUKIYAKI Billy Vaughn

DLP 3523



PIPELINE The Chantays

DLP 3516



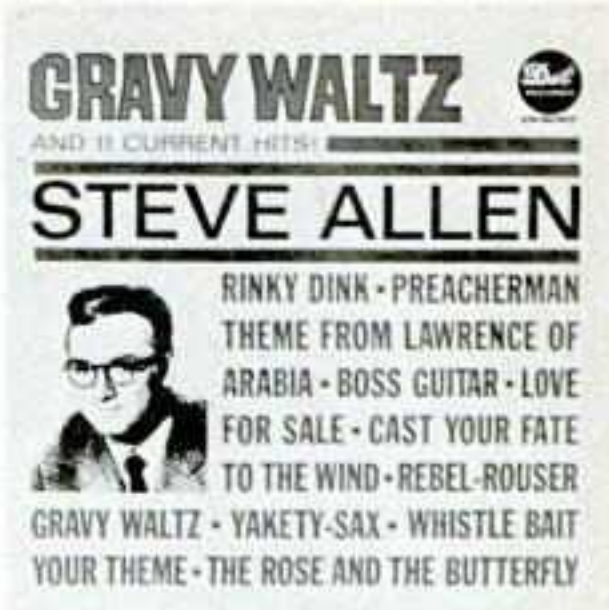
1963's EARLY HITS Lawrence Welk

DLP 3510



1962's GREATEST HITS Billy Vaughn

DLP 3497



GRAVY WALTZ Steve Allen

DLP 3515



ANOTHER HIT AS BIG AS "DECK OF CARDS"

NEXT TIME WINK MARTINDALE
b/w VIOLET AND A ROSE #16500

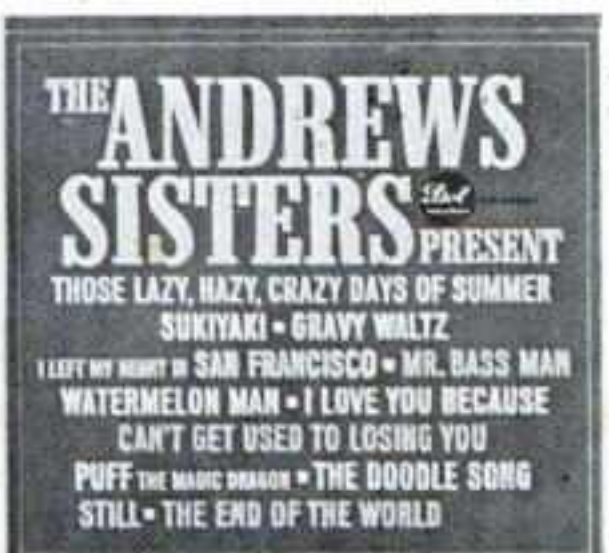
BEST SELLING SINGLES!

- #16479 **Wipe Out** **The Surfaris**
- #16488 **Scarlett O'Hara / Breakwater** **Lawrence Welk**
- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** **Pat Boone**
- #16492 **Monsoon / Scotch High's** **The Chantays**
- #16493 **Torquay Two / Peg Leg** **The Fireballs**
- #16440 **Pipeline** **The Chantays**
- #16453 **Hot Pastrami** **The Dartells**
- #16484 **Sukiyaki / Theme From A Summer Place** **Billy Vaughn**
- #16477 **Happy Cowboy / Broken Doll** **Billy Vaughn**
- #16490 **Poor Little Raggedy Ann / I'm Gonna Be The Winner** **Jimmie Rodgers**
- #16497 **My Midnight Prison / Mr. Bass Man** **The Andrews Sisters**
- #16499 **Tips Of My Fingers / Summertime Love** **The Fontane Sisters**

NEW ALBUM RELEASES



PAT BOONE SINGS GUESS WHO
DLP 3501



THE ANDREWS SISTERS PRESENT
DLP 3529



GEORGE WRIGHT
Great Hawaiian Melodies DLP 3526



POLKA: GREATEST HITS III
THE SIX FAT DUTCHMEN. DLP 3527



THE STAR SPANGLED BANNER
PAT BOONE DLP 3520

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

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	11
2	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	24
3	3	WEST SIDE STORY Sound Track, Columbia OL 5670	88
4	4	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 2045	6
5	5	SURFIN' U. S. A. Beach Boys, Capitol T 1890	9
6	7	PETER, PAUL & MARY Warner Bros. W 1449	62
7	6	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	13
8	8	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	18
9	9	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	21
10	12	KINGSTON TRIO #16 Capitol T 1871	14
11	10	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	11
12	15	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	10
13	13	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	11
14	18	HOBO FLATS Jimmy Smith, Verve V6-8544	7
15	14	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	10
16	11	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	60
17	17	RICHARD CHAMBERLAIN SINGS MGM E 4088	22
18	19	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	14
19	16	SINCERELY YOURS Robert Goulet, Columbia CL 1931	26
20	20	THE BARBRA STREISAND ALBUM Columbia CL 2007	12
21	64	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	3
22	33	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	4
23	21	JOAN BAEZ IN CONCERT Vanguard VRS 9112	36
24	22	WEST SIDE STORY Original Cast, Columbia OL 5230	142
25	26	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	32
26	25	I'M A WOMAN Peggy Lee, Capitol T 1857	17
27	24	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	35
28	27	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	22
29	38	PIPELINE Chantays, Dot DLP 3516	7
30	32	JOAN BAEZ, VOL. II Vanguard VRS 9094	83
31	23	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	52
32	29	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	23
33	39	ROY ORBISON'S GREATEST HITS Monument MLP 8000	44
34	43	HOW THE WEST WAS WON Sound Track, MGM 1E5	7
35	31	THE BEST OF THE KINGSTON TRIO Capitol T 1705	56
36	36	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	41
37	28	OLIVER Original Cast, RCA Victor LOC 2004	34
38	41	ARRIVEDerci, ROMA Jerry Vale, Columbia CL 1955	19
39	37	ALL ALONE AM I Brenda Lee, Decca DL 4370	17
40	42	ALLEY CAT Bert Fabric, Atco 148	36
41	54	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 5007	5
42	36	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	20
43	34	BLAME IT ON THE BOSSA NOVA Eddie Gorme, Columbia CL 2012	13
44	66	SHIRELLES GREATEST HITS Scepter 507	23
45	46	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	5
46	51	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	10
47	47	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	13
48	49	SURFING Ventures, Dolton BLP 2022	9
49	40	THE BEST OF JOLSON Al Jolson, Decca DXA 149	32
50	44	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	93

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	109	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008	2
52	62	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	63
53	81	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	10
54	45	ALWAYS YOU Robert Goulet, Columbia CL 1676	64
55	67	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523	3
56	52	BUDDY HOLLY STORY Coral CRL 57279	129
57	53	OUR MEN IN SAN FRANCISCO Limeliters, RCA Victor LPM 2609	22
58	59	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	6
59	57	NEW FRONTIER Kingston Trio, Capitol T 1809	29
60	72	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349	3
61	60	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	18
62	56	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	184
63	61	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	35
64	58	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	35
65	30	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	42
66	68	FIRST FAMILY Vaughn Meader, Cadence CLP 3060	29
67	80	WARM & WILLING Andy Williams, Columbia CL 1879	37
68	69	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444	8
69	63	STEVE LAWRENCE WINNERS! Columbia CL 1953	21
70	65	DEAR LONELY HEARTS Nat King Cole, Capitol T 1836	27
71	48	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	14
72	73	MUSIC MAN Sound Track, Warner Bros. B 1459	42
73	77	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	6
74	50	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	13
75	124	LITTLE TOWN FLIRT Del Shannon, Big Top 1308	2
76	74	JOAN BAEZ, VOL. I Vanguard VRS 9078	70
77	76	CAMELOT Original Cast, Columbia KOL 5620	127
78	86	REMINISCING Buddy Holly, Coral CRL 57426	16
79	82	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	269
80	89	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	17
81	83	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	9
82	71	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	25
83	79	RAPTURE Johnny Mathis, Columbia CL 1915	36
84	143	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009	2
85	139	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	22
86	99	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609	4
87	78	THINK ETHNIC Smothers Brothers, Mercury MG 20777	13
88	122	SHE LOVES ME Original Cast, MGM E 4118	2
89	96	RUBY BABY Dion, Columbia CL 2010	15
90	144	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023	2
91	70	TWO OF US Robert Goulet, Columbia CL 1826	44
92	84	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	19
93	55	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	9
94	75	1963'S EARLY HITS Lawrence Welk, Dot BLP 3810	12
95	—	I GOT SOMETHING TO TELL YOU! Moms Mabley, Chess LP 1479	1
96	90	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	24
97	100	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LPM 2688	3
98	98	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	12
99	107	WILD WEEKEND Rockin' Rebels, Swan SLP 509	15
100	149	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	104	WATERMELON MAN Mongo Santamaria, Battle 6120	9
102	116	THE NEW CHRISTY MINSTRELS Columbia CL 1872	37
103	120	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	4
104	114	HEAVENLY Johnny Mathis, Columbia CL 1351	197
105	115	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	26
106	—	THE JAMES BROWN SHOW King 826	1
107	134	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	12
108	101	SCREAMIN' Brother Jack McDuff, Prestige PK 7259	3
109	113	TIME OUT Dave Brubeck, Columbia CL 1397	128
110	85	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	19
111	94	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	172
112	123	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	14
113	117	PAUL & PAULA SING FOR YOUNG LOVERS Phillips PHM 200-078	19
114	127	CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS MGM E 4048	3
115	88	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfá, Verve V 8523	7
116	128	DION SINGS TO SANDY Laurie LLP 2017	2
117	126	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	9
118	95	GENE PITNEY SINGS JUST FOR YOU Musicor MM 2004	7
119	145	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695	2
120	—	THE UNITED STATES MARINE BAND RCA Victor LPM 2687	1
121	130	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	90
122	129	MAKIN' A JOYFUL NOISE Limeliters, RCA Victor LPM 2588	6
123	—	FOOLISH LITTLE GIRL Shirley, Scepter LP 511	1
124	121	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	21
125	—	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692	1
126	87	GYPSY Sound Track, Warner Bros. B 1480	29
127	—	THE UNITED STATES AIR FORCE BAND & THE SINGING SERGEANTS RCA Victor LPM 2686	1
128	91	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	30
129	97	PATSY CLINE SHOWCASE Decca DL 4202	21
130	112	JALOUSIE Arthur Fiedler & The Boston Pops, RCA Victor LM 2661	13
131	119	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	45
132	108	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	138
133	110	UP ON THE ROOF Drifters, Atlantic 8073	4
134	102	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	20
135	105	THE SOUND OF GENIUS Various Artists, Columbia SGM 1	8
136	137	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002	3
137	111	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	21
138	—	WALTZ TIME Lawrence Welk, Dot DLP 3499	8
139	146	THE SOUND OF HOROWITZ Vladimir Horowitz, Columbia ML 5811	2
140	118	FABULOUS MIRACLES Temla TM 238	4
141	135	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	38
142	138	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	11
143	92	WHERE DID EVERYONE GO! Nat King Cole, Capitol W 1859	6
144	150	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269	2
145	103	THE CHIFFONS Laurie LLP 2018	7
146	147	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	167
147	—	LOVE THEMES FROM CLEOPATRA Ferraro & Teicher, United Artists UAL 3290	1
148	148	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289	5
149	93	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	10
150	—	CALL ME IRRESPONSIBLE AND THE JACK JONES HITS Kapp KL 1328	1

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	11
2	2	WEST SIDE STORY Sound Track, Columbia OS 2070	85
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	15
4	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	24
5	11	HOW THE WEST WAS WON Sound Track, MGM 15E5	11
6	8	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	7
7	6	OLIVER Original Cast, RCA Victor LSO 2004	35
8	12	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	23
9	7	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	13
10	10	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2658	12
11	5	JALOUSIE Arthur Fiedler & The Boston Pops, RCA Victor LSC 2661	12
12	16	CAMELOT Original Cast, Columbia KOS 2031	127
13	9	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	39
14	15	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	172
15	18	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	10
16	17	SUPERCUSSION Dick Schory's Percussion Pops Ork, RCA Victor LSC 2613	11
17	20	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	12
18	14	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	10
19	13	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	57
20	21	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	6
21	26	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8793	9
22	25	UNITED STATES MARINE BAND RCA Victor LSP 2687	3
23	19	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	20
24	23	WEST SIDE STORY Original Cast, Columbia OS 2001	104
25	22	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	41
26	35	BARBRA STREISAND ALBUM Columbia CS 8807	3
27	24	RAVEL: BOLERO Boston Symphony Ork. (Munch), RCA Victor LSC 2664	8
28	40	SHE LOVES ME Original Cast, MGM SE 4118	2
29	34	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LSC 2670	2
30	33	PETER, PAUL & MARY Warner Bros. WS 1449	49
31	—	CLEOPATRA Sound Track, 20th Century-Fox SXG 5008	1
32	45	HOBO FLATS Jimmy Smith, Verve V6-8544	7
33	27	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	11
34	30	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	5
35	29	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	9
36	46	1963'S EARLY HITS Lawrence Welk, Dot DLP 25510	13
37	44	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CS 8817	3
38	28	KINGSTON TRIO #16 Capitol ST 1871	13
39	—	I LOVE YOU BECAUSE Al Martino, Capitol ST 1914	1
40	—	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CS 8832	1
41	—	UNIQUELY MANCINI Henry Mancini, RCA Victor LSP 2692	1
42	38	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LSP 2688	2
43	36	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	19
44	—	THE CONCERT SINATRA Frank Sinatra, Reprise R9-1009	1
45	42	NEW THRESHOLDS IN SOUND Sid Ramin & His Ork, RCA Victor LSP 2658	6
46	37	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	29
47	32	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	13
48	48	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	4
49	47	THIS IS MY CHORALE Robert Shaw Chorale & RCA Victor Symphony Ork., RCA Victor LSC 2662	10
50	49	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	21



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• SINGLES REVIEWS

• Continued from page 39

WADE FLEMONS
★★★★ That Time of Year (Conrad, BMI) (2:35)—★★★★ I Came Running (Back From the Party) (Eden, BMI) (2:20). VEE JAY 533

THE LOAFERS
★★★★ Biggity - Big (Tkl, BMI) (1:45) — ★★★★★ Tootsie's Orchid Lounge (Pamper, BMI) (2:18). DECCA 31508

JERRY WOODARD
★★★★ Long Tall Texan (Adams & Ethridge, BMI) (2:06) — ★★★★★ You Just Wait (Dixiana-Century Ltd., BMI) (2:00). CENTURY LIMITED 603

OLYMPICS
★★★★ Dancin' Holiday (Marc-Jean & Keymen, BMI) (2:16)—★★★★ Do the Slauson Shuffle (Marc-Jean & Keymen, BMI) (2:05). TRI DISC 107

TIM CONSIDINE
★★★★ Take It From a Guy Who Knows (Trio, BMI) (1:50) — ★★★★★ Joy, ASCAP) (1:53). DEL-FI 4212

CLIFF RICHARD
★★★★ Lucky Lips (Tiger, BMI)—★★★★ The Next Time (Ross Jungnickel-Harms, ASCAP) (2:57). EPIC 9597

THE PLAYMATES
★★★★ She Never Looked Better (Vanno, ASCAP) (2:38)—★★★★ But Not Through Tears (Vanno, ASCAP) (2:21). ABC-PARAMOUNT 10468

ROD MCKUEN
★★★★ Ballad of Hollywood (Angry, ASCAP) (2:34)—★★★★ Hi Lonesome! (Almo, ASCAP) (2:24). A&M 712

EASTIN WEST
★★★★ Lazy Woman (4 Star Sales, BMI) (2:18)—★★★★ Ring Telephone (Arrowhead, BMI) (2:17). EVEREST 2028

ANDREWS SISTERS
★★★★ My Midnight Prison (Gil, BMI) (2:48)—★★★★ Mr. Bass Man (Jalo, BMI) (2:35). DOT 16497

SANDY NELSON
★★★★ Just Bull (Travis, BMI) (2:49)—★★★★ Here We Go (Travis, BMI) (2:00). IMPERIAL 5965

McGUIRE SISTERS
★★★★ Cordially Invited (Lisa Ann, ASCAP) (2:29) — ★★★★★ Summertime (Is the Time for Love) (Jonathan, ASCAP) (2:05). REPRISE 20197

GREGORY HOWARD
★★★★ When in Love (Do as Lovers Do) (We Three, BMI) (2:11)—★★★★ Sweet Pea (We Three-Highwood, BMI) (2:13). KAPP 536

DONNIE ELBERT
★★★★ Love Stew (Little-Timmie, BMI) (2:18)—★★★★ Don't Cry My Love (Little-Timmie, BMI) (2:43). CUB 9125

TONY MITCHELL
★★★★ A Million Drums (T. M., BMI) (2:35)—★★★★ Candle in the Wind (T. M., BMI) (2:13). CANADIAN-AMERICAN 157

THE RAMBLERS
★★★★ Poor Little Ole Me (Footlight, BMI) (2:12) — ★★★★★ Birdland Baby (Footlight, BMI) (2:55). ALMONT 300

ROBERTA LEAN
★★★★ Stop It Stanley! (American Metropolitan Enterprises of N. Y., BMI) (2:06) — ★★★★★ Thank You (American Metropolitan Enterprises of N. Y., BMI) (2:12). 20TH CENTURY-FOX 409

RAMADAS
★★★★ Summer Steady (LeBl, BMI) (2:21) — ★★★★★ Lonely Tears (LeBl, BMI) (2:05). PHILIPS 40117

ROOMATES
★★★★ Answer Me, My Love (Bourne, ASCAP) (2:05)—★★★★ Gee (Patricia, BMI) (1:46). PHILIPS 40105

JONAH JONES
★★★★ Pink Shutters (Eden, BMI) (2:12)—★★★★ Doodles (Acthal, BMI) (2:25). CAPITOL 4993

MABLE JOHN
★★★★ Who Wouldn't Love a Man Like That (Fidelity, BMI) (2:45)—★★★★ Say You'll Never Let Me Go (Jobete, BMI) (2:21). TAMLA 54081

MAUREEN GRAY
★★★★ Summertime Is Near (Newmark, BMI) (2:13)—★★★★ The Story of Love (Merjoda, BMI) (2:23). MERCURY 72131

THE MADARA AND WHITE ORK
★★★★ La Bamba (Merjoda, BMI) (2:30)—★★★★ Pineapple, Peaches An' Cream (Merjoda, BMI) (2:05). MERCURY 72141

• ALBUM REVIEWS

• Continued from page 12

LATIN AMERICAN

CUGAT'S GOLDEN GOODIES
Xavier Cugat, Mercury MG 20798 (M); SR 60798 (S)

INTERNATIONAL

Mieczyslaw Fogz Sings
Bruno BR 50197

RHYTHM & BLUES

16-YEAR-OLD SOUL
Billy Preston, Derby LPM 701 (M)

SACRED

THIS WORLD IS NOT MY HOME
Jimmie Davis, Decca DL 74360 (S); DL 4360 (M)

BEYOND THE SHADOWS
Jimmie Davis, Decca DL 74376 (S); DL 4376 (M)

BILL BROCK
★★★★ Hardtimes (Moss-Rose, BMI) (2:10)—★★★★ If You're Afraid to Tell Him I Will (Moss-Rose, BMI) (2:47). LIBERTY 55593

HANK LEVINE
★★★★ Swingin' Village (Holly-Vine, BMI) (2:08) — ★★★★★ Tinga Tonga (Holly-Vine, BMI) (2:02). DOLTON 79

ANITA GORDON
★★★★ Fun House (Gallico, BMI) (2:39)—★★★★ Tommy (Gallico, BMI) (2:31). RCA VICTOR 8201

JAN BURNETTE
★★★★ The Boy I Used to Know (Concertone, ASCAP) (2:36) — ★★★★★ Unimportant Things (Reis, BMI) (2:15). KAPP 535

COUNTRY

GREEN RIVER BOYS
★★★★ Divorce Me C.O.D. (American, BMI) (1:48)—Dark as a Dungeon (American, BMI) (3:10). CAPITOL 4990

FREDDIE HART
★★★★ Angels Like You (Troy Martin, BMI) (2:45)—★★★★ Mary Ann (Ludlow, BMI) (2:23). COLUMBIA 42769

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

- POPULAR**
SHOWCASE: JIMMY ROSELLI
Lenox LX 228
- SOUND**
SON NOVA 1988
Arel, Davidovsky + Ussachevsky. Son Nova 3
- CLASSICAL**
BEETHOVEN: SYMPHONY NO. 9
London Symphony Orchestra (Krips). Everest 6110 (M); 3110 (S)
- INTERNATIONAL**
CARAVAN EAST
Artis Barrsman & His Ork. Ajay LP 3363 (M)
- RELIGIOUS**
REVIVALTIME DEVOTIONS
C. M. Ward. Word W 3193 (M)

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

- POPULAR**
BEN TATE (EP)
Ronnie 2051
- BOB WILLS**
★★★★ Rosetta (Mayfair, ASCAP) (2:15)—★★★★ Blues in "A" (Tonio-rose, BMI) (2:28). LIBERTY 55594
- JAZZ**
ILLINOIS JACQUET
★★★★ Bonita (Arc, BMI) (2:45)—★★★★ The Message (Benglo-Hullabaloo, BMI) (2:50). ARGO 5444
- EDDIE THOMPSON TRIO**
★★★★ Cherry (Melody Lane, BMI) (3:06)—★★★★ Shepherd's Pie (Astronaut, ASCAP) (2:55). GEMINI 1-2
- POLKA**
SPIKE MICALE
★★★★ Mltza — ★★★★★ Whispering Waltz (Mills, ASCAP) (2:44). CUCA 1135

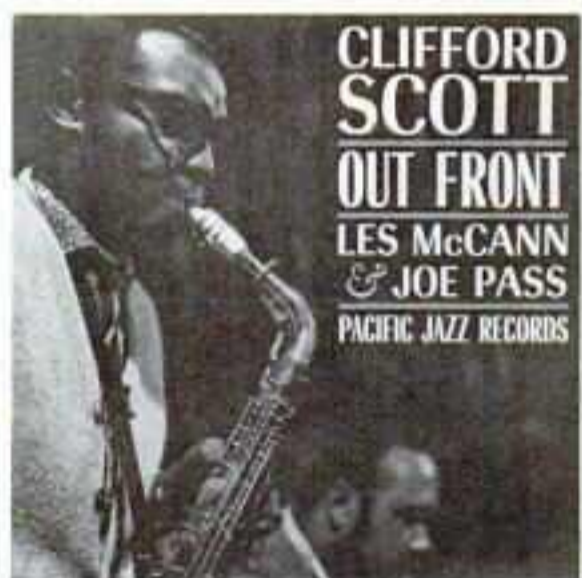
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THE SHAMPOO/LES McCANN/PJ-63/ST-63



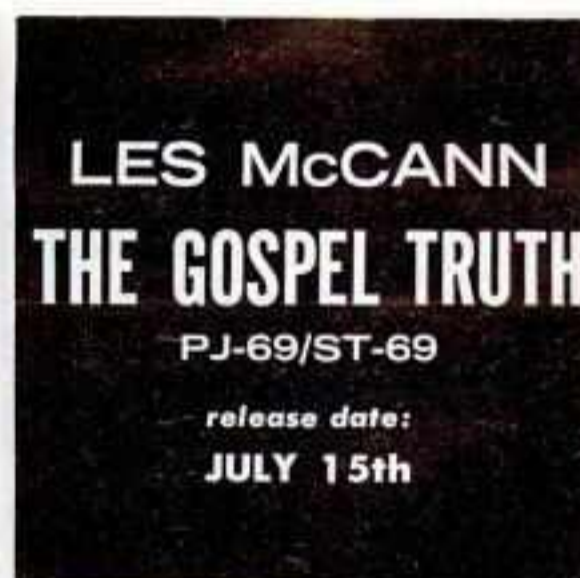
TOUGH TALK/JAZZ CRUSADERS/PJ-68/ST-68



OUT FRONT/CLIFFORD SCOTT/PJ-66/ST-66



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- X-377 I WILL LOVE YOU/BRIGHTEST SMILE
MARILYN BURROUGHS
- X-375 PENTECOSTAL FEELING/I'LL BE AROUND
TOOTS THIELMANS
- X-385 WHERE IT'S AT/HERE NOW... CHARLES KYNARD
- X-368 CROSTALK/SAMBA DE BAMBA
CLIFFORD SCOTT

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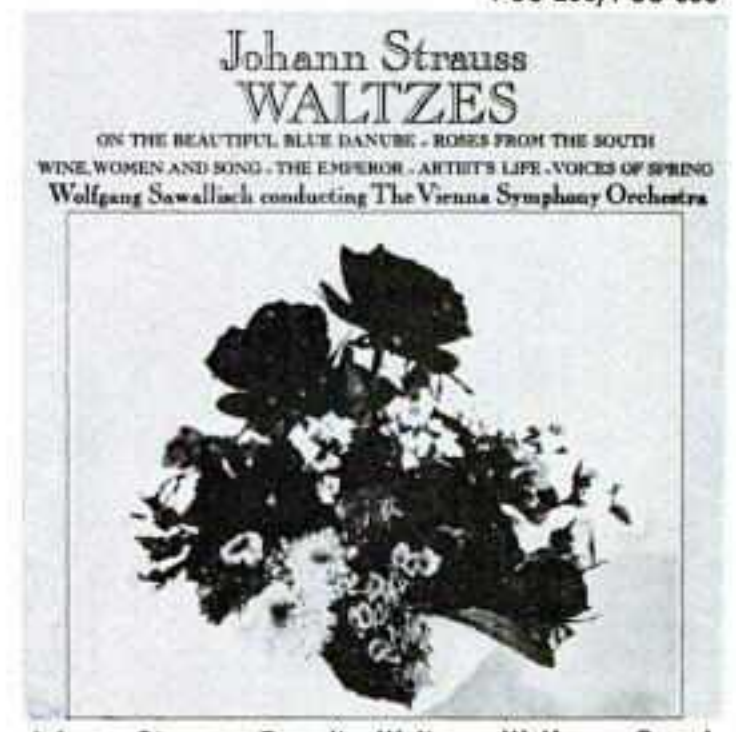
Missa Luba—Les Troubadours Du Roi Baudouin
PCC 206/PCC 606



Film Music From France—Original Sound Tracks from 12 Leading French Films
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Beethoven Sonatas for Piano and Violin—David Oistrakh, violin and Lev Oborin, piano
PHM 500-031/PHS 900-031



Johann Strauss: Favorite Waltzes—Wolfgang Sawalisch Conducting the Vienna Symphony Orchestra
PHM 500-018/PHS 900-018



Chopin Polonaises—Gyorgy Cziffra, pianist
PHM 500-009/PHS 900-009

Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TAMOURE	Bill Justis (Philips)—Boosey & Hawkes
2	2	HOW DO YOU DO IT?	Gerri and the Pacemakers (HMV)—Leeds
3	9	PUFF	Peter, Paul and Mary (Warner Bros.)—Allans
4	3	JEZEBEL	*Rob E. G. (Festival)—Davis
5	8	IT'S MY PARTY	Lesley Gore (Philips)—Schroeder
6	4	SUMMER HOLIDAY	Cliff Richard (Columbia)—Allans
7	5	PROUD OF YOU	*Jay Justin (HMV)—Castle
8	10	IF YOU WANNA BE HAPPY	Jimmy Soul (HMV)—Castle
9	7	FOOT TAPPER	The Shadows (Columbia)—Allans
10	—	MY HEART SAID BOSSA NOVA	Irene Reid (Verve)—Tu-Con
11	—	HE'S GOT THE POWER	The Exciters (United Artists)—No publisher
12	—	I WILL FOLLOW HIM	Little Peggy March (RCA)—Leeds
13	6	I LOVE YOU BECAUSE	Al Martino (Capitol)—Allans
14	13	MECCA	Gene Pitney (United Artists)—Schroeder
15	15	PIPELINE	The Chantays (London)—Alberts

BRITAIN

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

This Week	Last Week	Title	Artist
1	4	I LIKE IT	*Gerri and the Pacemakers (Columbia)—Dick James Music
2	1	DO YOU WANT TO KNOW A SECRET	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
3	2	FROM ME TO YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
4	10	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	*Freddie and the Dreamers (Columbia)—Feldman Music
5	6	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
6	12	ATLANTIS	*Shadows (Columbia)—Francis, Day & Hunter
7	5	WHEN WILL YOU SAY I LOVE YOU	*Billy Fury (Decca)—Jack Good Music
8	3	SCARLETT O'HARA	*Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
9	7	LUCKY LIPS	*Cliff Richard (Columbia)—Cromwell Music
10	11	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly
11	8	IN DREAMS	Roy Orbison (London)—Chappell
12	14	FALLING	Roy Orbison (London)—Acuff-Rose
13	25	BO DIDDLEY	Buddy Holly (Coral)—Jack Good Music
14	15	YOUNG LOVERS	Paul & Paula (Philips)—One Four Two Music
15	16	THE ICE CREAM MAN	*Tornadoes (Decca)—Filmusic
16	9	TWO KINDS OF TEAR-DROPS	Del Shannon (London)—Vicki Music
17	18	HARVEST OF LOVE	*Benny Hill (Pye)—Welbeck Music
18	13	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor Music
19	22	NOBODY'S DARLIN' BUT MINE	*Frank Ifield (Columbia)—Peter Maurice
20	19	FORGET HIM	Bobby Rydell (Cameo-Parkway)—Welbeck Music
21	21	PIPELINE	Chantays (London)—World Wide Music
22	—	INDIAN LOVE CALL	*Karl Denver (Decca)—Chappell
23	—	IT'S BEEN NICE	Everly Brothers (Warner Bros.)—Aberbach
24	20	SHY GIRL	*Mark Wynter (Pye)—E. H. Morris
25	26	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA)—Kags Music
26	—	IT'S MY PARTY	Lesley Gore (Mercury)—John Schroeder

27	—	AIN'T THAT A SHAME	4 Seasons (Stateside)—Francis, Day & Hunter
28	—	SHE'S NEW TO YOU	*Susan Maughan (Philips)—Bourne Music
29	23	HOW DO YOU DO IT?	Gerri and the Pacemakers (Columbia)—Dick James Music
30	27	HE'S SO FINE	Chiffons (Stateside)—Peter Maurice

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	4	WELCOME TO MY WORLD	Jim Reeves (RCA)—142 Music
2	1	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell
3	5	FROM ME TO YOU	The Beatles (Parlophone)—Northern Songs, Ltd.
4	2	IN DREAMS	Roy Orbison (London)—Chappell
5	3	LITTLE BAND OF GOLD	James Gilreath (Pye)—Joy
6	—	WHEN WILL YOU SAY I LOVE YOU	Billy Fury (Decca)—Jack Good
7	9	DO YOU WANT TO KNOW A SECRET	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
8	—	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
9	6	TWO KINDS OF TEAR-DROPS	Del Shannon (London)—Vicki
10	8	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor

FRANCE

(Courtesy Platennleuws, Amersfoort)

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

HOLLAND

(Courtesy Platennleuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	BUONA NOTTA BAMBINO	Rocco Granata (CNR)—Picture Music, Joop Portengen
2	3	SUMMER HOLIDAY	Cliff Richard (Columbia)—Basart L. C.
3	2	BLUME VON TAHITI	Gert Timmerman (Telefunken)—Holland Music
4	4	JUNGE, KOMM' BALD WIEDER	Freddy (Polydor)—Bens-Altona
5	6	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Altona
6	5	SOERABAYA	*Anneke Granloh (Philips)—Basart L. C.
7	—	FOOT TAPPER	The Shadows (Columbia)
8	—	DAS LEBEN KANN SCHON SEIN	*Anneke Granloh (Philips)—Benelux Music
9	8	RITME VAN DE REGEN	Rob de Nijs (Decca)—Chappell
10	10	LUCKY LIPS	Cliff Richard (Columbia)—Belinda

HONG KONG

(Courtesy Platennleuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	SAY WONDERFUL THINGS	Patti Page (CBS)
2	9	THE END OF THE WORLD	—Skeeter Davis (RCA)
3	—	YOUR USED TO BE	Brenda Lee (Brunswick)
4	2	I WILL FOLLOW HIM	Little Peggy March (RCA)

5	3	FOLLOW THE BOYS	Connie Francis (MGM)
6	—	LUCKY LIPS	Cliff Richard (Columbia)
7	6	SUMMER HOLIDAYS	Cliff Richard (Columbia)
8	—	DON'T TRY TO FIGHT IT	BABY—Eydie Gorme (CBS)
9	5	LOOP DE LOOP	The Fabulous Echoes (Diamond)
10	—	THOSE LAZY, CRAZY, HAZY DAYS	Nat King Cole (Capitol)

HUNGARY

(All records on the Qualitone label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ILYEN A TWIST	*Ambrus Kiri—Editio Musica
2	2	MEG IDE ODA HUZ A SZIV	*Araczkay Laszlo—Editio Musica
3	3	FORJ EGY SETAPALCAT	*Lehel Nemeth—Editio Musica
4	4	EGY ESOS VASARNAP DELUTAN	*Eva Mikos—Editio Musica
5	5	KIT ERDEKEL	*Janos Koos—Editio Musica
6	6	KIP KOP DIXIE	*Marta Zaray and Janos Vamosi—Editio Musica
7	7	CSEVEGO SAXOFON	Thomas Balassa and His Band
8	8	SPEEDY GONZALES	Ines Taddio—Budd
9	9	UGYE TE IS AKAROD	*Katalin Sarosi—Editio Musica
10	10	TWIST	*Thomas Balassa and His Band—Editio Musica

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	I'LL FOLLOW HIM	Little Peggy March (RCA) Leeds, ASCAP
2	1	FROM A JACK TO A KING	Ned Miller (Eabor)—Dandelion Music
3	7	HOW DO YOU DO IT	Gerri and the Pacemakers (Columbia)—Dick James Music
4	5	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
5	—	PUFF	Peter, Paul and Mary (Warner Bros.)—Papamar, ASCAP
6	3	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)
7	6	YOUNG LOVERS	Paul & Paula (Philips)—LeBill-Marbill
8	—	CAN'T GET USED TO LOSING YOU	Andy Williams (Columbia)—Brenner, BMI
9	4	LOSING YOU	Brenda Lee (Decca)—Ivan Magull-Israzemer
10	—	LOVE LETTER	*Aliza Millel (Kol Israel)—ACUM

ITALY

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

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

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AKAI HANDERCHIEF	*Ishihara Yujiro (Teichiku)—JASRAC
2	2	SHIMA SODACHI	*Tabata Yoshio (Teichiku)—JASRAC
3	4	SHUSSE KAIDO	*Hatakeyama Midori (Columbia)—JASRAC
4	3	MITCHIE ONDO	*Aoyama Michi (Polydor)—JASRAC
5	10	HOUND DOG	Elvis Presley (RCA)—Aberbach
6	8	THE YOUNG ONES	Cliff Richard (Odeon)—IMP
7	5	SHERRY	The 4 Seasons (Vee Jay)—Toshiba
8	7	NAMIDA BUNE	*Kitajima Saburo (Columbia)—JASRAC
9	6	YORU WA KOIBITO	*Nakahara Misao (King)—JASRAC
10	9	JYUDOU ICHIDAI	*Murata Hideo (Columbia)—JASRAC

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
2	5	DE TUSEN SJOARS LAND	*Ray Adams (Manu)—Musikk-Huset
3	2	FROM A JACK TO A KING	Ned Miller (Karusell)—Palace Music
4	4	KISS ME QUICK	(Elvis Presley (RCA)—Belinda
5	3	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—No publisher
6	7	SUMMER HOLIDAY	Cliff Richard (Columbia)—Musikk-Huset
7	6	NOBODY'S DARLING BUT MINE	Frank Ifield (Columbia)—Southern Music
8	10	HEY PAULA	Paul & Paula (Philips)—Edition Lyche
9	9	SINGEL OG SAND	*Olkabillamo (Philips)—Editions Lyche
10	—	YOUNG LOVERS	Paul & Paula (Philips)—Gehrmanns

PHILIPPINES

(Courtesy Utamatic, Tokyo)
*Denotes local origin

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

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Aidon
2	1	I WILL FOLLOW HIM	Little Peggy March (RCA)—Waldeck
3	5	THE END OF THE WORLD	—Skeeter Davis (RCA)—Compass
4	3	*TULIPS FOR TOINETTE	Johnny Kongos (RCA)—Southern
5	—	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell
6	9	BLUE TRAIN	John D. Loudermilk (RCA)—Acuff-Rose
7	10	HAPPY BIRTHDAY DARLING	Bob Gallion (Continental)—Acuff-Rose
8	8	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Elvis Presley
9	—	HE'S SO FINE	Dana Valery (CBS)—M.P.A.
10	7	HEY PAULA!	Paul & Paula (Philips)—Tin Pan Alley

SPAIN

(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	2	LA TIERRA	(Chariot)—*Ennio Sangiusto (Belter)—Armonico
2	1	FIVE HUNDRED MILES	*Los T.N.T. (RCA)—Robert Melkin-Iberica
3	3	TOU LES GARCONS ET LES FILLES	Francoise Hardy (Vogue-Hispavox)
4	5	MARIA	Andy Williams (CBS)—Del Mundo
5	6	EL PECADOR	Lucho Gatica (Voz Amo)—Del Sur
6	8	LIMBO ROCK	*Ennio Sangiusto (Belter)—Armonico
7	10	CRYING IN THE WIND	Paul Anka (RCA)—Hispavox
8	—	EL PARTIDO DE FUTBOL	*Los T.N.T. (RCA)
9	—	GOODBYE CRUEL WORLD	—Enrique Guzman (CBS)
10	—	DIAMONDS	Don Costa (CBS)

VENEZUELA

(Courtesy Radio Caracas)

This Week	Last Week	Title	Artist
1	1	EN UN BESO LA VIDA	Orlando Contreras (Palacio)
2	2	SIN EGOISMO	Orlando Contreras (Palacio)
3	5	NUNCA	Tito Rodriguez (U.A.)
4	3	LO NOCHE DE TU PARTIDA	Marco Antonio Muniz (RCA)
5	6	MOSAICO # 9	Felipe y Cheo (Fonograma)
6	8	EXTRAVIDIO	Trio Venezuela (Velvet)
7	4	QUITATE EL SACO	Cheo Garcia (Billo)
8	10	AL DI LA	Emilio Pericoli (W.B.)
9	—	DOS CARAS	Ma. Elena Sandoval (Orfeon)
10	—	LA MANZANA DE LA DISCORDIA	Manolo Monterrey (Discomoda)

ROULETTE

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HOW MANY TEAR DROPS

R-4504

SMALL FOLLOW-UP TO
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JOEY DEE
DANCE-DANCE-DANCE

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SMASH FOLLOW-UP TO "EL WATUSI"

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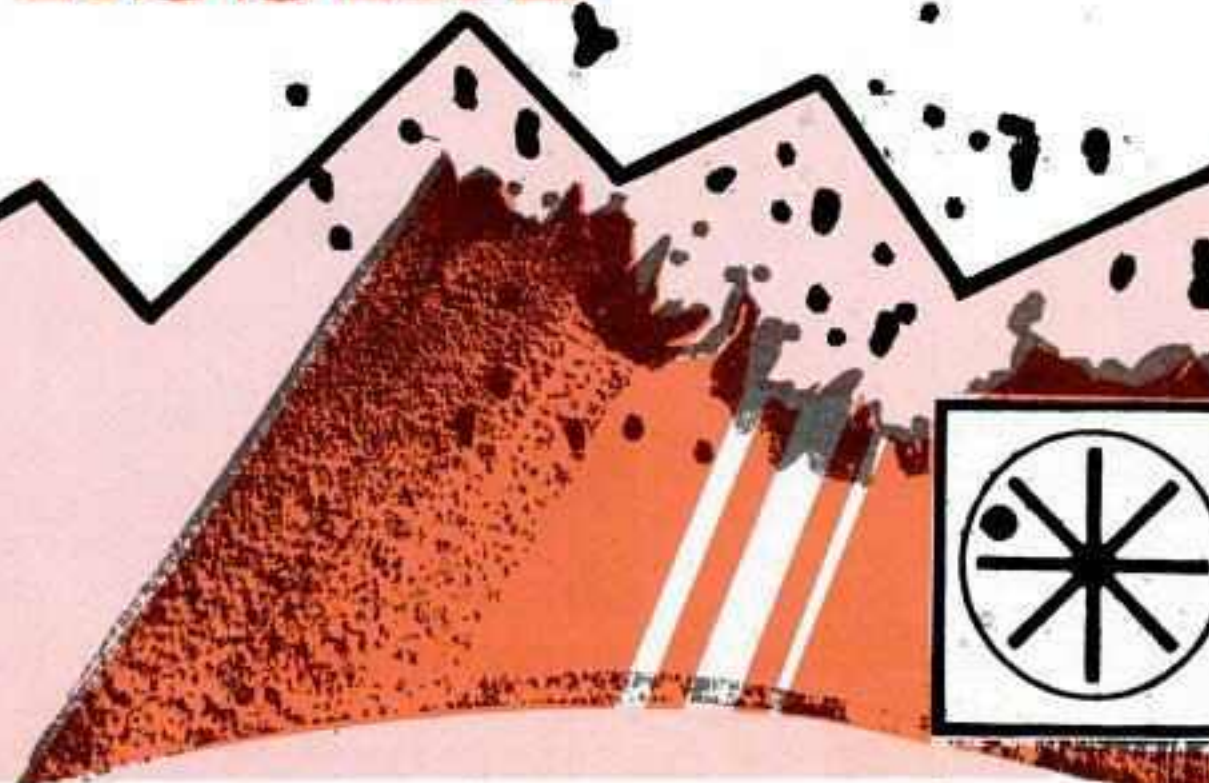
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ROULETTE

International NEWS REPORTS

By-the-Sea Music Will Splash Big

ANTWERP — Beginning the end of this month and continuing on through the end of August, the North Sea resorts of Belgium will play host to a series of major musical events. These concerts will be held in the Casinos at Knoche and Blankenberge or the Kursaal, Ostend. Classical, pop, folk and jazz artists will be featured, and they will be drawn from all parts of the world.

On July 29, for instance, at Ostend, soloists of La Scala, Milan, Italy, will be featured. On July 6 pop artists, Sascha Distel, the Springfields and Duo Ofarim among them, will be presented at the same house. The following night jazz will take the spotlight at Blankenberge with Chet Baker and others. The Shepherd Sisters and Hildegard Knef are on the Knoche list for July 13. In Ostend, a teen-age festival will present Heidi Bruhl, Will Tura and the Cousins among its acts.

In still another event the Europa Cup Patachou, Gilbert Beaud, Petula Clark and Jacques Brel are a few of the artists set to appear through July.

Atlantic label of Mel Torme's "Gravy Waltz" Festival is re-releasing Barbara Lewis' "Hello Stranger."

Philips Records acquired World Pacific for release in Australia which was previously released by the World Record Club. Pacific Jazz will hit the market on Philips in July with the first album "Shout" by Les McCann. Paul Twiner, promo manager for Philips, is organizing a special jazz series promo for July incorporating Pacific Jazz and Riverside Records; he will secure major assistance from jazz disk jockey Arch McKirdy who has recently joined Sydney radio station 2GB.

W & G is the first disk company Down Under to hit the market with a locally produced single of the new gospel sound. The vocal group the Seekers have "This Train" and a version of "Kumbaya." Highlights of the recording is the singing of Judy Durham. . . . C.B.S. signed singer Margaret Day to a long-term contract and her first single, "Please Take My Hand," was written specially for her by Al Lerner during a recent visit to this country. . . . Warner Bros. sound-track album "Gypsy," has hit the market this month even though the company

EMI SECURES RIGHTS TO PAIR

LONDON—EMI has secured rights here to release material on the Buena Vista and Disneyland labels. Material from the labels will be issued on EMI's HMV label and the first release next month will be the sound-track album of Walt Disney's latest film, "Summer Magic." Two singles from the album will follow on July 5—by Burl Ives and a duet by Hayley Mills and Eddie Hodges. The deal was clinched by EMI Managing Director L. G. Wood and James A. Johnson, executive vice-president of Disney's Music Company.



AFTER DINNER DIGEST: Plan for increased production of Reader's Digest Record Club in Italy was subject of address and two-day seminar held by the club's executives at Mentecatini. Program details for 1963-1964 were discussed by Giuseppe Ornato, director of RCA Italiana; Vincente Bobadilla, general manager of Reader's Digest in Italy, and Brandolini d'Adda, sales manager for RCA-Reader's Digest Record Club in Italy.

4TH BIRTHDAY

Ember Has Big Plans Afoot To Expand in Many Lands

LONDON — Ember Records is celebrating its fourth anniversary next month with a flurry of activity. Label President Jeff Kruger is currently on a European swing that will bring him to the United States in a week or two. The British indie is also planning to put a new a.&r. department in August.

These activities follow hard on the heels of the label's success in landing an agreement with a major distributor, Se-

lecta, to handle Ember product. This will give the company a springboard from which to launch other projects, and expand existing catalog. This expansion means the addition of new potent talent to an already impressive array of names. Ember product will be handled by all four of the Selecta branches in London, Leicester, Manchester and Newcastle-on-Tyne.

In addition, Ember is releasing a new series of c.&w. LP's June 21. The label is also announcing new agreements with Starday, Lenox and King labels. These U. S. labels will provide material for the c.&w. series. The release includes five LP's, two EP's and a single by a new British country artist, Cash McCall.

Swan" has been cut by Freddy Loader and the Blue Jeans for release in the Union. . . . Jack Argent received quite a surprise with the regional breakout of Billy Vaughn's "Happy Cowboy" on London from Dot and published by Pincus-Gil. Another interesting breakthrough is the Seville disking of "Ragtime Sound" by Marcie Blaine on London. It has yet to be picked up by a publisher here. . . . RCA rush released Perry Como's "Don't You Forget It."

(Continued on page 50)



ACROSS THE BOARD: Kyu Sakamoto, Japanese singing star (second from right), has thoughtful expression during a press conference in Tokyo. Reason for the session was announcement that "Sukiyaki," his current hit, has been made available by EMI in 12 countries. Left to right: Toshiba Record directors W. Birkenhead and H. Ishizaka, the artist himself, and lyricist R. Ei.

THE RECORD, THAT IS

'Common Market' Hits Europe

PARIS—A number of European record companies have come around to issuing the Karusell recording of "The Common Market," produced by Larry Douglas, written by Douglas and Walter Bishop, and sung by English songstress Betty Dubois. Disks, either the original or local language cover versions, are set in Germany, England, Austria, Switzerland, Italy, Holland, Belgium, Luxembourg and Spain.

Electrola is issuing the disk in West Germany, Austria and

Switzerland on the subsidiary Columbia label. Durium Records of Milan has issued the Betty Dubois sides backed with "Roca Bosa di Milano" and Artone is releasing the disk in Holland, Belgium and Luxembourg.

The disk also was called for in France, which had previously ignored the song, where Sinfonia is releasing in EP form. Besides Karusell, which was the first European firm to record the tune, and which has the record in the Scandinavian countries, Discophon has the record in Spain and is following it in that market with a local language rendition. Ronnex Records in Brussels has also recorded it in French. Bovema in Holland has negotiated for release of the Dubois version in England and the Commonwealth countries through Pye Records, London.

modern vocal arrangement by Los Trovadores del Norte (CBS). . . . New CBS recordings include Roberto Yanes, "La Vida Continua," "Carinosa." Los 5 Latinos with "Demasiado Tardie" (Trop Tard) and "La Busqueda."

AUSTRALIA

Festival Distrib For A & M Label

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

Frederick C. Marks, executive director of Festival Records, revealed on his return from the United States that his company signed a five-year contract with A & M Records. George McCurn's album, "Country Boy Goes to Town," is to be rush released on Festival. Following the release on the newly pacted

ARGENTINA

Prices Go Up; Jobs Go Out

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

There has been a new increase in the price of records, singles and long plays. The recording companies association has asked its members to stop giving special discounts previously given to record stores. The companies have also taken other steps. RCA Argentina has fired nearly 300 employees, concentrating all the wings of the firm in the site occupied by the factory.

Odeon is also planning complete renovation of the production and selling methods with the arrival of the new manager, Philip Brodie from Hong Kong. Philips Argentina is being reorganized under the name of Phonogram Sociedad Anonima, including the following labels: Philips, Deutsche Grammophon, Archiv, Polydor, Mercury, Heliodor.

Artist Action
Julio Korn's first record of a series called Latino, has been issued. . . . Published more than 10 years ago, "Puente Pexoa" by Cocomarola is a hit now, in a



VISITING FIREMEN: One of the fastest-rising stars on the Belgian music scene over the past year has been Adamo. The young star is shown here at left with Ivan Nordstrom of Odeon, Sweden (r.), and M. De Boeck of Ardmore and Beechwood.



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

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)

Wednesdays, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.

Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.

Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)

Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.

Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.

Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.

Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

International News

• Continued from page 48

BRITAIN

From Liverpool? —You're a Hit

By CHRIS HUTCHINS
News Editor,
New Musical Express

The British popular disk market is currently undergoing a sensational period with groups from one city—Liverpool—taking it in turns to top the chart. Sales of their records are abnormally high at a time when the industry is undergoing a sleepy period.

Parlophone recording manager George Martin scored an unprecedented achievement here when he lodged disks by the three biggest groups in the Nos. 1, 2 and 3 slots. Now he has set the entire month of July aside for marathon sessions with those groups to wax several singles and an album with each.

But in the midst of it all comes excitement for an album by one of the largest "groups" ever recorded—5,400 voices of massed Welsh choirs. They were recorded by D'Lyse for the LP, "A Nation Sings" at London's Royal Albert Hall on May 3, and since the record was made available here earlier this month, the small company is being flooded with inquiries from overseas. Managing director Mrs. Isebella Wallich anticipates several new foreign deals as a result of the ambitious recording.

"Come Blow Your Horn" is to have a special screening at London's Plaza cinema on July 18—seven days before opening at the same venue. It's a consolation prize to the organizers of a major charity show which is being held at the London Palladium at midnight on the same date. . . . All four members of Jim Reeves' backing group, the Blueboys, were hurt when a car carrying them back from a U. S. Forces base crashed. But after hospital treatment they were able to continue their British dates with the star who was not involved himself. . . . The first EMI disk by Tommy Steele has been held up because of contractual difficulties concerning his move from Decca. Copies have been pressed and the delay is not expected to be a long one. . . . EMI has issued the first British single by Australia's Dorothy Baker on the Parlophone, the song is "Try Being Nice to Me."

Visitors

George Alexander, managing director of EMI's associate company in Barcelona, Cia Del Gramafono Odeon, paid a flying visit to London for talks with L. G. Wood and also at the company's head office at Hayes. Another visitor to Hayes was Jean Raymond, managing director of the Swiss associate, E.M.I.A.G. . . . Ken East, commercial manager of EMI's overseas division, and Frank Chalmers, head of the company's international repertoire, have been visiting Paris (23), Brussels (25) and Amsterdam (27). In the latter countries they had discussions about the Benelux release of 20th Century's "Cleopatra" material. . . . Due in London last week was E. F. Wyngaard, head of EMI's new set-up in

Nigeria. He was in to report at Hayes progress on the new project. . . . John Leyton flies to Sweden on July 5 for 10 days of TV, radio dates and concerts set up by promoter Ake Jacobsen. In October Helen Shapiro will join the Springfields at Holland's Gala du Disque in Amsterdam.

Record Business

Seven record shops in the north of England are participating in a three-month experiment with Cannon Records. The firm markets singles containing covers of six hit parade titles by "unknown" artists and has previously distributed its products through newsagents. If the response is sufficiently encouraging the firm will plan nationwide record shop distribution. . . . A new album by Joan Sutherland, "Command Performance," is confidently expected by Decca to break all records for the sale of a recital by a solo classical vocal artist. Advance interest was abnormally large.

CANADA

Gabor, RCA Sue Over Phono Use

By DEAN WALKER
57 Yorkminster Road,
Willowdale, Ontario

George Gabor of New York is suing RCA Victor in Montreal for \$250,000 because, he claims, portable stereos supplied him by RCA for a record promotion were not up to normal RCA standards and hence the promotion failed. RCA is countering Gabor's Toronto firms—Continental Records and Universal Record Manufacturing—for the \$44,888 plus 7 per cent interest still outstanding on 1,500 of the players Gabor apparently planned the Montreal promotion through 85 Steinberg supermarkets, hoping to sell 200,000 classical LP's. He sold only 55,000 and blamed the RCA phonographs for this. Had the promotion worked out, he meant to run it through all Loblaws supermarkets in Ontario too, the court was told.

Johnny Cowell is busy counting number of recordings of "Our Winter Love," the number he wrote. Recordings are by Andre Kostelanetz, Lawrence Welk, Hugo Winterhalter, the Clebanoff Strings, Bill Purcell, Felix Slatkin, the Highlites, and Anita Bryant, and others in England and France. According to a Maclean's story, Cowell could ultimately make about \$100,000 from the song. An earlier Cowell hit, "Walk Hand in Hand," brought him some \$40,000 so far and is still grossing. "Stroll Along With the Blues" was also profitable, although less spectacularly. Upcoming: "These Are the Young Years." Cowell has had some 34 songs recorded and made some money on all, but for a regular income he still plays trumpet with the Toronto Symphony Orchestra.

Arc's "Charlena" by Richie Knight and the Midnights climbs on both CHUM and CKEY charts. Distribution is set now for Detroit, Cleveland and Buffalo. This singing group opened Toronto's new Dungeon Teen Room—a sorta soft drink 'n' coffee night club for youngsters.

COLOMBIA

Bermudez Takes New Pub Post

By ALVARO PENALVER C.

Lucho Bermudez is new manager of Rhyma of Bogota, music publishers. . . . A new Colombian label to appear, Giron Records. . . . The hit Colombian musical "Cumbia Sobre el Mar" of Rafael Mejia, appears in an LP of the Serenata label with various artists. . . . Good sales for Mexican singer Cesar Costa. . . . Tropical label will press the Peruvian Sono Radio label. Carlos Zavala visited Medellin city. He is sales manager of Sono Radio in Lima. . . . The madison was introduced in Colombia by Hermanas Navarro, Mexican duet.

EIRE

Reeves 'Hello' Tour a Big Hit

By KEN STEWART
Irish Times, Ltd., Dublin

Thomas Manahan hosted a press reception for Jim Reeves in Bunratty, Co. Clare. Because of the death of Pope John XXIII, several dates were postponed, but concerts at Dublin's National Stadium were well attended.

Latest album releases include RCA Victor's first batch of their "Our Man In . . ." series, with Henry Mancini, Chet Atkins, Sonny Rollins, George Melachrino, Paul Anka and the Limerickers. . . . Composer Johnny Burke and his wife stopped off for a day before continuing to Rome for research on a musical about Michaelangelo, which will be staged next year. . . . Igor Stravinsky and Robert Craft conducted at Dublin's Adelphi, as one of the attractions of Radio Eireann's Festival of Music. . . . Helen O'Connell may visit Ireland after her British tour next month.

FRANCE

A World of Jazz Stars at Festival

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

Barclay's commercial director, Jacques Souplet, with the collaboration of Jacques Benoit-Levy and Jacques Hebey, has completed the organization of the fourth International Jazz Festival to take place as usual at Antibes-Juan les Pins July 26-31. Participating in this Festival will be Miles Davis, Bill Doggett, Sarah Vaughan, the Harlem Beggars with Sammy Price, Otis Rush and Hugh Porter and his gospel group. France will be represented by the Jacques Denjean, Claude Bolling, Stephane Grappelly and Marc Laferriere orks. European talents will also appear: Klaus Doldinger (Germany); Pete Deuchar and Beryl Bryden (Great Britain); Sven Asmussen (Denmark); Louis Van Dijk (Holland); Andrzej Kurylewicz (Poland); Eje Thelin (Sweden); S & H Quintet (Czechoslovakia). South Africa will be represented
(Continued on page 52)

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MEANS BUSINESS

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BV-4023
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billy Storm

BV-3315
STEREO 3315

ALREADY ESTABLISHED AS A HIT LP!

International News

• Continued from page 50

by Bea Benjamin and the Dollar Brand trio.

The French State radio networks will cover the entire Festival.

Visitors In

The "Black Nativity" gospel group will play the Theater de l'Etoile for three weeks starting June 10. . . . Clarinetist Acker Bilk, whose records are distributed by Festival, will make several personal appearances on the TV

Festival Stars Appear

THE HAGUE, Holland—The Holland Festival got under way here Saturday (15) with the official invocation and opening ceremonies. The festival will showcase the top classical and operatic talent in the world. On tap for the event were such big classical attractions as Fernando Corena, Erna Spoorenberg, Alberto Erede and Teresa Berganza from the opera world. Also on hand will be the Concertgebouw, the Berlin Orchestra with Herbert von Karajan conducting and The Hague Philharmonic just to mention a few.

and radio networks June 17-20. . . . Paul Anka was in for a few days during which he concluded a publishing deal with Editions Caravelle. He also prepared his next record in French. Next September Anka is slated to play the Olympia Theater.

GERMANY

'Third Man' Pulls 40 Million Disks

By JIMMY JUNGERMANN
102 Ismaninger Street,
Munich 27

The Teldec reports Anton Karas' "Harry Lime Theme," from the 1950 pic, "The Third Man," has sold more than 40 million records all over the world. In the meantime, hundreds of records were withdrawn and deleted, but this Telefunken record "Harry Lime Theme" b.w. "Cafe Mozart Theme" remains.

U. S. lyricist Harry Tobias arrived in Frankfurt, West Germany. . . . Italian singer Mina visited Munich to record her new German numbers, "Mister Twist" and "Meine Tuer Steht Immer Offen," for the Polydor label. In June a French recording session is scheduled, by the end of this month a Spanish recording session and a TV spot in Barcelona are scheduled. On August 28 Mina will guest star at the Sporting Club in Monte Carlo. . . . Connie Francis will record her next German numbers on July 6 and 7 in Paris. The producer will be Gerhard Mendelson. . . . Jayne Mansfield arrived in Hamburg to co-star with Freddy Quinn in the German film musical, "Heimweh Nach St. Pauli," which was written by Lothar Ollas.

Former U. S., now German singer Gus Backus, won the first prize at the song contest of Italian radio and TV RIA "Canzone Per L'Europe" with the number "Linda." . . . Italian singer Cocki Mazzetti recorded her first German songs for the German CBS label. . . . The Monopol publishing firm, a subsidiary of Meisel, released its first two records on the new Monopol label: "Stimmung Im Dixieland," Parts One and Two, and "Wie Zuhause" b.w. "Rosalinde." The CBS-Mikulski firm will distribute these records.

HOLLAND

Pye, Kapp Disks In Negram Push

By SKIP VOOGD
Joh. Camphuysstr. 189,
The Hague

From July 15 Negram Company will be responsible for the distribution of English Pye and the American Kapp labels in Holland. Negram's manager Robert Oeges said that Negram will officially open with a press conference at which Kenny Ball will be presented. A.V.R.O.'s-Television will join Negram for half-hour program.

With Vogue and Ariola, Negram's position on the Dutch market will be much stronger. Artists like Petula Clark and Francoise Hardy from Vogue with "Siebentausend Rinder" and "Mexico" and from the Ariola Peter Hinnen, are strong sellers in our country.

English Decca's new Ashkenazy recording: Tchaikovsky's famous Piano Concerto with the London Symphony Orchestra conducted by Lorin Maazel is currently available. . . . A beautiful tribute to the late Fritz Kreisler is paid by the Gregory Strings on Fontana, an album entitled, "To the Memory of Kreisler," and released in Holland by L. C. Phonogram.

. . . Popular teen-ager of some years ago, Ria Valk, was married last year and has made a fine comeback lately on a regular c.&w. program for Dutch radio. She recorded "Wini Wini" in Dutch on Fontana. . . . A couple of years ago, jazz trumpeter Buck Clayton made a session with a small swinging group, released here on Philips, that was one of the best selling jazz LP's ever made. Clayton recently recorded a similar session entitled, "Buck and Buddy" (Fontana).

"It's My Party," by Lesley Gore on Mercury and "There Are 8 Million Cossack Melodies and This Is One of Them," by the Group X (Fontana) and "Da Doo Ron Ron," by the Crystals on London all issued. Wim Kan (Philips) continued ABC-cabaret in The Hague, in the Kurzaal. The program, "Herexamen" was a success last year with stars Kan and Corry Vonk. . . . Columbia rushed out Bobby Vinton's "Blue on Blue."

"Singaporea," the new record by Imca Marina will be released both in the English and Malay language. The number was specially ordered by a record company in Singapore.

In close collaboration with impresario Paul Acket, Bovema will organize the first Kaag Talent Contest on weekends from June 16 to July 14. A special jury will be judging presentations in rock, bossa nova, twist, etc. . . . Anneke Gronloh's recent hit, "Het Leven Kan Mooi Zijn," is available now on an EP. . . . For Cannonball Adderley's recording, "Cannonball's Bossa Nova" (with the Rio Sextet of Brazil), a special cover was designed in Holland. . . . Jo Basile, famous accompanist of French vedette Patachou, made another LP recording for Audio Fidelity entitled, "Accordion De Paris." . . . United Artists released an album of the sound track from "Five Miles to Midnight." Movie is a success in Holland. Music is played by UA Studio Ork, conducted by Jacques Metehen. . . . The album, "Folksongs From the Hills," by the Springfields on the Philips label (recorded in Nashville), was also released in this country.

ISRAEL

Shannon Scores In Ol' Tel Aviv

By AZARIA RAPOPORT
73 Ahad Haam St., Tel Aviv

Del Shannon (London) is the newest pop artist to make the Israel Concert and personal appearances circuit. Heading a list of performers, known as Sing Sing and Diana Dee, this young singer sang many of his tunes which were hits here. Having started on June 6, his concerts coincided with the completion of a successful tour by Eddie Calvert.

The success of a new night club in Tel Aviv called The Question Mark seems in doubt. One reason was the bill at the club didn't prove sufficiently exciting with Calvert and Shannon as competition.

ITALY

RCA Summer Hot Already

By SAM'L STEINMAN
Piazza San Anselmo, Rome 1

Despite the fact that every disk house has come out with a "Song for the Summer," RCA Italiana, originator of the idea, which put out a dozen in the category, now has four by Paul Anka, Neil Sedaka, Rita Pavone and Sergio Endrigo in the Top 10.

TV's "Canzonissima," which has been on the downgrade year after year, will be succeeded by a regional show known as "Gran Premio" which will tie in with the \$500,000 national lottery. It will run weekly from September 29 to January 6. Competition will be open to newcomers but each group selected will have two well-known professional singers as sponsors. . . . Impressive roster of names in the second Singing Tour of Italy include Adriano Celentano, Peppino Di Capri, Luciano Tajoli, Gino Paoli, Giacomo Rondinelli, and Nunzio Gallo.

Andy Williams recorded Italian version of "I Can't Get Used to You" for CBS in Milan. . . . Romano Mussolini on a successful tour of Portugal. . . . Tony Renis will return from Madrid to follow up "Objective: Skirts" with another film. . . . Although working for his own label, Adriano Celentano is filling out his old commitment for Jolly at the same time. . . . Every prima donna in Italy is seeking the lead in "My Fair Lady" which goes on the boards here in the fall, but Ornella Vanoni is regarded as favorite to appear opposite Gino Cervi. . . . Franco Nebbia, now with Voce, is on his third different label with his own compositions. He is best known as official pianist during Venice Film Festival each year. . . . Graz, lots!

NORWAY

Pub Seeks New 'Lands' to Conquer

By ESPEN ERIKSEN
C/o Verdens Gang, Oslo

"De tusen sjoers land," in the Ray Adams version on Manu, (Continued on page 54)

WE PLAY CRICKET, RUGBY AND ROCK AND ROLL RECORDS



New Zealand is a sportsman's paradise, but New Zealanders love music too and are avid record buyers.

We know—we have been selling records in increasing quantities every year. In fact, the sales of records in New Zealand per head of the country's 2.4 million population are among the highest in the world.

New Zealanders are particularly fond of American music—jazz, pop, country and western, and classical, too.

The E.M.I. company in New Zealand is called "His Master's Voice" (N.Z.) Ltd., in Wellington.

It operates a record factory (pictured below) in Lower Hutt, just outside the capital.

You'd be impressed by the number of records they press that are from American recordings.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.



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International News

• Continued from page 52

has reached 40,000 in Sweden, and the publishers, Musikk-Huset A/S, have been approached for possible publication in UK and U. S. A. The tune has also been issued in Finland and Denmark.

The Ray Adams rendition, sung in Swedish, has been issued in Norway, Finland and Sweden, while Bjorg & Per Gunnar negotiate for a German recording.

The melody's success comes very appropriate to songwriter Kolbjorn Svendsen's 60th birthday.

Another Norwegian recording will be issued in the U. S. this summer, "Peter's Theme" played by the composer himself, 17 year old blind Torvinn Mittlie, on organ, accompanied by the Snapshots. The recording, here in Norway on the Manu label, will be issued on the Coral label in the U. S. The flip side of the record is one that made a stir here when it was issued just before Easter: "The Wall" by the unknown pop singer Fritz.

With this record and the trumpet player Finn Erichsen's record "Come Back to My Arms" b/w "Tin Tin" issued in the U. S., more Norwegian records will be brought to the American market this year than of the last five or 10 years.

Diskeries are busier than ever. Egil Monn Iversen issued this week the Solvi Wang recording of "Blaklokkavikua," one of the hit tunes from the current musical success in Oslo, "Trost i Taklampa" by Alf Proysen, Asbjorn Thoms and Finn Ludt. The label is Triola. . . . Vera Lynn was issued on HMV "Wish Me Luck" b/w "The Nightingale Sang in Berkeley Square." The first is featured in the Danish film "Operation Venus," currently on Norwegian cinemas. . . . Swedish thrush Alice Babs has also revived one of her own war-time favorites, "Regntunge Skyar," issued on Warner Bros. The Quivers have "Utsikt Fra Floien" on Triola, and the new Cue Records has brought out its first singles. Among them are "Trio Makaroni" by songstress Kari Neegaard, "Olga Special" by the Modern Four. Cue is distributed by Norsk Phonogram A/S (Philips).

POLAND

Old Presley Disks Will Never Die...

By ROMAN WASCHKO
Warszawa 22, Glogera 4.

Recently a batch of Cuban recordings have made an appearance on the Polish market. The disks feature many famous American recording artists, including Elvis Presley. Quite a few Presley disks are also being imported from Yugoslavia; the country is also getting Paul Anka records from Yugoslavia. However, the disks coming in are somewhat dated. They feature numbers like "Jailhouse Rock," "Love Me Tender" and "Teddy Bear."

At the moment there is also a craze on for reissues of pre-war recordings, or remakes of hits from the '30's. Top sellers now are reissues of recordings made by a popular pre-war Polish artist who is no longer alive, Hanka Ordonowna. Polish radio is featuring a lot of the old recordings, and quite a few of the

pop singers of today are putting at least one '30's number into their repertoire.

The Metronome Danish recording firm recently made disks of a Polish jazz group in Copenhagen. This is the first time that Polish jazz artists have cut disks in Western Europe. Featured are pianist Krzysztof Komeda, bass player Roman Dylag (he played in Washington and Newport last summer) and Ptaszyn Wroblewski (who played in the International Band in Newport back in 1958). Drummer on the disk is Swedish Rune Carlsson. The numbers played by the group are mainly Komeda's own compositions. The disk will be issued under the title of "Greetings From Poland."

Polish jazz pianist Krzysztof Komeda is currently in Amsterdam where he is working on the music to a new Polish film directed by Roman Polanski.

Productores de Discos, visited Caracas to chat with Venezuelan producers in Hotel El Conde. . . . Cesar Roldan, president of Favedica, is making a trip to Mexico and United States.

Guillermo Ortega will succeed Clemente Vargas Jr. and Jesus Alberto Torres as director of music for Radio Caracas and Ondas Populares, two stations of Caracas.

Miguel Angel Pina, general manager of Palacio de la Musica, recovering after her operation. Alfredo Sadel, a Venezuelan singer, started a new label, Ovacion, in association with the Tang company.

Vene Vox acquired Sonoradio of Peru and Alegre of New York for distribution here. . . . Hermanos Antor firm, representative for Discos Mexicanos, is in search of new labels for pressing in Venezuela. . . . The sales in a month of "All Star Festival" album is 12,000 LP's.

VENEZUELA

Favedica Opens New Disk Plant

By ALVARO PENALVER C.
Editor of Canciones Magazine
Apartado 3066, Caracas

Fabrica Venezolana de Discos (Favedica) will move to a new factory in La Yaguara, Antimano. . . . Charlie Biederman, general manager of Vene Vox, returned from U. S. A. . . . Dr. Jensen, representative of Federacion Latinoamericana de



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DICK CLARK IN SYNDICATION

Men From MARS Making Air History

By GIL FAGGEN

STAMFORD, Conn. — On a quiet tree-shaded street in this New England town radio history is being made.

The staid facade of MARS Broadcasting, Inc., white clapboard building on Hope Street, is completely deceptive to the approaching visitor. Once inside, the cacophony of whirring tape

machines, record auditioning, and ringing phones envelops you. This bustling activity is home base for one of the most highly organized programming operations in the country.

A good many people thought that the men from MARS were really from another world when they began working on their syndicated radio program concept a few years ago. But the result—"The Dick Clark Radio

Show"—is as strong, feet-on-the-ground business as any could be.

In little more than a year the Clark network has grown from 14 to 33 stations in the U. S., Canada and Puerto Rico with 10 additional stations about to be added.

One Apart

The concept of the Clark show, the brain child of Robert Whitney and Stanley Kaplan, is unique in broadcasting today and the network represents a broadcasting first in many respects.

Of course, the most important component of the syndicated show is its host, Dick Clark, who enjoys an unbeatable reputation nationally. Clark's association with popular music and artists, coupled with his boyish charm and professional poise, has achieved for him an acceptance far exceeding that ever

attained by any deejay on a national scale.

Now that Clark's "American Bandstand" network stanza will be reduced to one hour a week beginning August 30, he will be able to devote more time to his other activities, of which his syndicated radio show is no small part.

Clark's intimates say he has always had an intense interest in radio—the medium which gave him his start professionally. A hard worker, Clark devotes hours each day cutting personalized intros to commercials, deejay shows, records and public service spots in addition to the regular radio show. There's a different show every day and no material is canned for rebroadcast.

On the Roads

Dick travels tens of thousands of miles year making
(Continued on page 58)

Radio-TV
PROGRAMMING

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

programming
newsletter

By BILL GAVIN •

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

OUR RECENT COLUMN ON DIRTY LYRICS brought several interesting letters from radio people.

Ralph Howard, program director of WOTT, Watertown, N. Y., comments that "a bad record doesn't make a bad kid." He calls attention to some of our old standards whose lyrics can be interpreted in a suggestive vein. "I try to play what sells," he continues, "and if it does, I'm a winner."

Steve Joos, program director of WCOL, Columbus, Ohio, writes that his simple solution for the problem of records with unacceptable lyrics is not to play them. He forcefully rejects the thinking that a station has to play a record just because the competition is doing so. He comments that the station whose ratings are shaky enough to be harmed by the omission of one or two records is in a very bad way.

Jack Sharp, operations manager of KFJZ, Fort Worth, suggests a "gentleman's agreement" among the broadcasters of a community that they will jointly refuse to play an objectionable record. He remarks that this would not be in any sense discriminatory or illegal but would be "merely self-policing that the NAB has been striving for." "It is no more discriminatory," he continues, "than my top 40 station refusing to play a fiddle-screaming hoedown, nasal, crying-in-my-beer song that has actually sold 4,000 in my market."

LET'S CONTINUE with more of Sharp's thoughtful letter: "Even if a program director and his competition cannot come to an agreement on a ban, he still does not have a reason to fall back on that tired old excuse that 'if I don't play the record, my competitor will, and the kids will go there to hear the record.'"

"This," says Sharp, "is the biggest bunch of garbage in radio. The program director who programs strictly because he might lose some listeners is cutting his own throat. I defy that program director to show me a market in the United States where the omission of one record from his playlist will cause the ratings to slip."

"One of your correspondents asked the question of where the action should come from, the record industry or the radio industry. The record industry is far too big ever to police offending labels. So the suggestive records will always show up, and somebody will always play them. The only solution lies in the individual market, and I refuse to believe that there are program people anywhere who will fail to at least discuss the merits of various records with

(Continued on page 57)

VOX JOX

YOU MUST have been a beautiful baby: Nick Reyes ran a baby sounds contest on his afternoon show on KBIM AM-FM, Roswell, N. M., inviting listeners to call and record the sounds of their babies one year of age or younger. The goo-gooes were judged on the basis of the most unusual sounds. . . . Nick has recently begun a record column and is conducting a contest to name it (you're under arrest if you call it Vox Jox!).

FOLK DEEJAYS UNITE: Bob Cosart, who has recently launched a Monday through Friday all-folk music show on WIMA, Lima, Ohio, is eager to swap ideas on programming.

V.I.P. (Very Important Platters) is the title of the new KHJ, Hollywood, weekly record list being mailed to more than 200 record shops in Southern California area. Station lists 25 top tunes of the week, plus a "pick hit."

SEGUING AROUND: Tony Graham, assistant p.d., KDKA, Pittsburgh, appointed adviser to WPGH, University of Pittsburgh station. . . . A daughter, Bibi, was born to Mr. and Mrs. Barry Farber on Friday (7). Farber hosts an interview show on WOR. . . . Ned Powers to WIP, Philadelphia, 1-4 p.m. . . . Gertie Katzman, librarian at WPEN, Philadelphia, for 15 years, joins WIP that city on July 1. . . . Dave Custis new WRCV-Radio, Philadelphia, music director. . . . Jim Littleton now music director and a.m. emcee at WENE, Endicott, N. Y. . . . Lee Osborne doing 2-6 p.m. stint and promotion for WKMI, Kalamazoo. . . . Earl McDaniel and Bobby Dale, new p.d. and m.d. respectively at KEWB, Oakland. . . . Tom Clay rockin' 'em at KDEO, San Diego, Calif., and Dick Blanchard new helmsman at WKGN, Knoxville.



MAKING BOW: Dick Clark, aided by vocalist Bobby Curtola and a "CHUM Chick," kick off "The Dick Clark Show" before jam-packed Toronto audience. Sharing spotlight is Dave Johnson, Clark's co-host on syndicated show aired on CHUM.

RADIO REVIEW

Malcom X on 'Telephone' Points Way to Lively Air

The visit of Black Muslim leader Malcom X to New York City's WINS' "Telephone Time" provided one of the most exciting radio segments heard in quite a while.

Malcom X, who was not prone to allowing the caller to get a word in edgewise (and when he did, usually shouted them down) was exposed in all of his distorted glory to the listener. The live telephone radio exchange

program is perhaps one of the most powerful vehicles available today for the expression of public opinion and the exchange of views. The WINS segment and most telephone exchange shows make the most action-packed TV show seem dull in comparison.

WINS has been having its troubles though. The segment, aired as a part of "Program PM," follows Murray "The K" Kauffman and is plagued by the ingenue carry-overs who persist in calling.

Though Malcom X was over-modulating, his voice sounded as if it were on a filter mike and the metallic effect made the man even more irritating. The extreme level variations between one call and another was also most disconcerting.

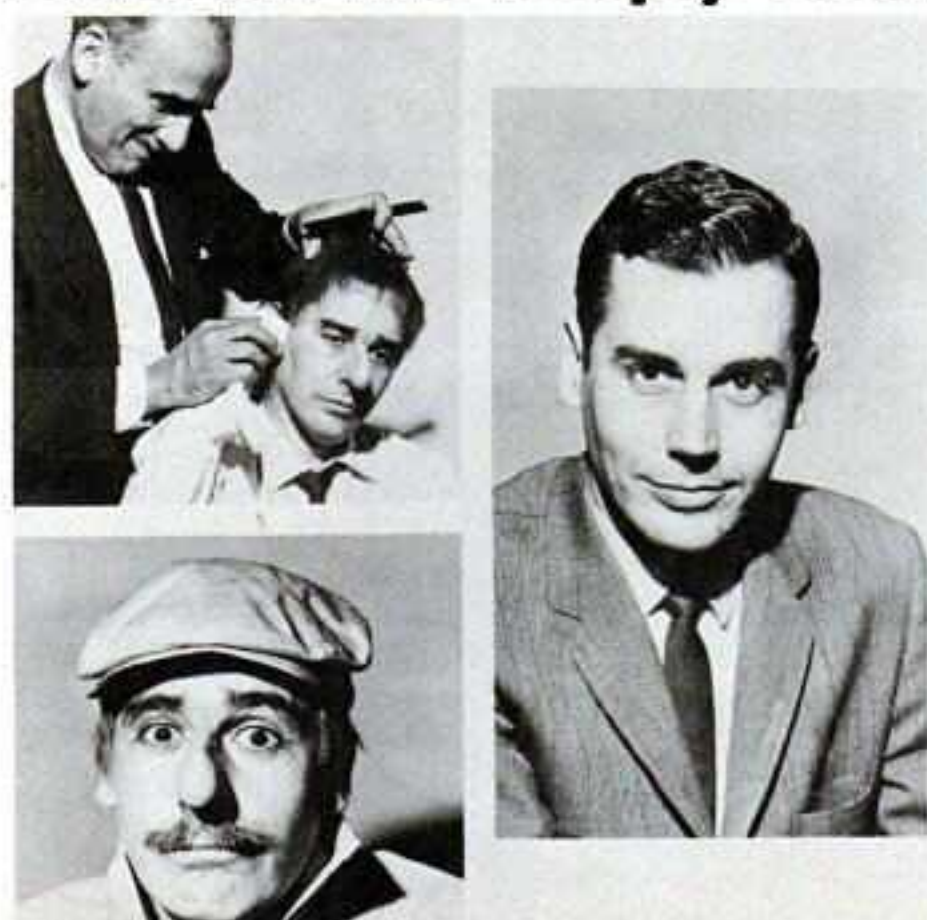
At present, Jim Gordon, host of "PM" plays each caller by ear. No time limit is set and some callers tend to abuse this fact. A two or three minute time limit would enable more listeners to express their views and permit greater control of the more abusive caller. In the case of Malcom X it would have decreased the length of his tirades.
GIL FAGGEN

BYE BYE BEEP,
NAB HOPES

WASHINGTON—Broadcasters may soon be rid of the annoying beep sound associated with recorded telephone conversations.

The National Association of Broadcasters has asked the FCC to allow the elimination of the beep on tape-recorded news reports telephoned to a station by its own staff members and on special lines set aside for the public to call stations voluntarily for the expressed purpose of participation in a telephone interview program.

Focus on the Deejay Scene



PRESTO! . . . CHANGO! . . . ALAKAZAMI! . . . Harry Harrison, morning personality on New York's WMCA, finds out that with a little black magic and an expert make-up man it's easy to change faces and get on "The List of Adrian Messenger." Celebrating the opening on Broadway of the motion picture chiller, WMCA staged a six-hour broadcast from the lobby of the Warner Theater. WMCA air personalities Harry Harrison, Dan Daniel, Joe O'Brien and Jack Spector appeared in disguise as a tie-in with the film, in which Frank Sinatra and other leading performers play cameo roles in disguise.

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

IF YOU NEED ME—Solomon Burke (Atlantic 8085) "Home In Your Heart" (Progressive, BMI) (2:07)

LITTLE STEVIE WONDER/THE 12-YEAR-OLD GENIUS—(Tamla) "Hal-lujah I Love Her So" (Progressive, BMI) (2:35)

COUNTRY & WESTERN

BLUE GRASS SPECIAL!—Bill Monroe and His Blue Grass Boys (Decca DL 74382, DL 4382) "Blue Ridge Mountain Blues"

SACRED

THE FAMILY BIBLE—(Decca DL 74397, DL 4397) "The Great Speckled Bird"

BOW THY HEAD—Webb Pierce (Decca DL 74384, DL 4384) "If Jesus Came to Your House" (BMI) (2:57)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	SUKIYAKI, Kyu Sakamoto, Capitol 4945	8
2	2	BLUE ON BLUE, Bobby Vinton, Epic 9593	7
3	3	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	7
4	9	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	4
5	4	STILL, Bill Anderson, Decca 31458	11
6	6	18 YELLOW ROSES, Bobby Darin, Capitol 4970	8
7	8	MY SUMMER LOVE, Ruby & the Romanics, Kapp 525	7
8	5	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	12
9	10	ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526	5
10	7	THE GOOD LIFE, Tony Bennett, Columbia 42779	7
11	11	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	6
12	12	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	6
13	14	FALLING, Roy Orbison, Monument 815	4
14	—	DETROIT CITY, Bobby Bare, RCA Victor 8183	3
15	13	LOSING YOU, Brenda Lee, Decca 31478	12
16	—	(I Love You) DON'T YOU FORGET IT, Perry Como, RCA Victor 8186	5
17	18	GOODNIGHT MY LOVE, Fleetwoods, Dolton 75	5
18	—	DON'T TRY TO FIGHT IT BABY, Eydie Gorme, Columbia 42790	5
19	—	HOPELESS, Andy Williams, Columbia 42784	1
20	19	SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020	6

YESTERYEAR'S HITS

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

POP—5 Years Ago June 30, 1958

1. Purple People Eater, S. Woolley, MGM
2. Yakety Yak, Coasters, A&O
3. All I Have to Do Is Dream, Everly Brothers, Cadence
4. Witch Doctor, D. Seville, Liberty
5. Secretly, J. Rodgers, Roulette
6. Endless Sloop, J. Reynolds, Demon
7. Return to Me, D. Martin, Capitol
8. Jennie Lee, Jan & Arnie, Arwin
9. Do You Want to Dance! B. Froeman, Josie
10. Big Man, Four Profs, Capitol

POP—10 Years Ago June 27, 1953

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

RHYTHM & BLUES—5 Years Ago—June 30, 1958

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

- Looking Back, H. K. Cole, Capitol
Secretly, J. Rodgers, Roulette
Endless Sloop, J. Reynolds, Demon
Witch Doctor, D. Seville, Liberty
Johnny B. Goode, C. Berry, Chess

PROGRAMMING NEWSLETTER

• Continued from page 56

competitors. They may fail to agree, but they will not fail to listen and talk.

"After a few bans in major markets, agreed upon in advance by competing program men, perhaps the offending labels will take a second look at the advisability of attempting to peddle trash. Such is perhaps a long shot, true, but there certainly isn't any other way to clean up the airways."

OUR THANKS to Jack Sharp, Steve Joos, Ralph Howard and many others for giving us their views. Obviously, certain broadcasters are well aware of this problem and are doing something about it. Perhaps their general attitude is best expressed by Bob Osborne, WIL, St. Louis. With reference to an objectionable record that his station was not playing, he says: "Who needs it?"

PHILLY'S WRCV IN BIG SHIFTS

PHILADELPHIA — WRCV, the NBC-owned 50,000 watt here breaks today (24) with sweeping program, music and air talent changes. Billboard's next edition will feature a comprehensive report.

WNEW Again Gets Giant Grid Games

NEW YORK—WNEW again will broadcast exclusively on radio all New York Giants football games. The games will be fed by WNEW to the Ivy Broadcasting Company's 50 affiliates for airing in upper New York State, Pennsylvania and New England.

Marty Glickman, Joe Hasel, Al DeRogatis, Kyle Rote and other noted sports personalities will be featured on the broadcasts.

Robinson Named

NEW YORK—Paul Robinson has been tapped to head Independent Producers Group (IPG) sales and radio promotion efforts. The company has just completed arrangements for distribution of its Vivid and IPG labels in 24 markets. The company will release nine singles during the next two months, including the just released "Poco Loco."



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(A Division of Billboard)

Dick Clark Syndicated Show Making Broadcast History

• Continued from page 56

personal appearances at stations launching the show. He also makes it a point to talk with his deejay-partners and other

station personalities personally or on the phone.

One serious problem faced by the Clark-MARS organization was the reaction of a local deejay having to share the spotlight with Dick. It has been Dick's personal approach and genuine interest in his co-host, MARS people say, that has completely wiped out the problem.

Second most important component of the Clark radio show is its customized personalization. Radio's greatest appeal lies in it being a part of a community. Outsiders and nationally produced programming seldom receive the acceptance as the local deejay or locally produced program. The producers at MARS provide each station with a special tape of hundreds of personalized and localized references by Clark. When incorporated into the regular program tape the show achieves what all of its predecessors in the syndicated field failed to do—keep the program local and completely integrate with the station's over-all programming.

Another thing that makes the show unique in syndication circles is the "live" sound. A third tape, prepared in the

MARS studios, is made up of varied crowd reactions. This is used at the local level (at station option) under commercials, promos and other live bits to maintain the effect that the entire two-hour show is being performed before an in-person audience. The master program is recorded with this sound effect running throughout in order to obtain the extra dimension of current excitement.

The MARS staff, from vice-presidents Bob Whitney and Stan Kaplan to the bookkeeper have long distinguished radio station backgrounds.

Phil Nolan, executive producer of the "Dick Clark Radio Show" and former program director at WDGY, works closely with Clark on a daily basis in preparing the over-all show and co-ordinating guest interviews. A different guest is interviewed each day and the total conversation is edited into 40-second (or shorter) bits for inclusion throughout the two-hour show. Nolan, along with Don Bruce, MARS national program director, and former program director at WRIT, are chiefly responsible for selecting the records programmed. (See Billboard, June 22.) Each show is customized for the day it is to be aired and is broadcast within 10 days of production in order to keep the music and talk topical.

Nolan, Bruce and Bob Whitney, executive vice-president of MARS and former national program director of the Balaban Stations, constantly keep in touch with each station carrying the show. The men from MARS run up more than \$5,000 in long-distance telephone bills checking with stations on how best to program the show. Further evaluation takes place through airchecks received regularly from the subscribers.

"We don't sell a station an important show like the Clark show and forget it," said Whitney. "We are always interested

in learning what problems develop or techniques used by one station that may be of value to the other subscribers," he said.

"Most of our time is spent on quality control, as no station wants to be subjected to a sub-standard program technically no matter how great the content is," Whitney said.

Technical Whiz

Chuck James, former production engineer at WIL, backs up Whitney's claims with impressive technical facilities and techniques. James also acts as a technical consultant to subscriber stations on matters of the syndicated program.

The various elements, Clark, music, interviews, special effects, etc., are molded into the final program by Robert Oaks, ex-WKBW engineer, and masterfully edited by Nelson Davison, former production engineer at WEEZ.

Production is so refined as to allow the Clark show to be programmed on a variety of radio stations.

Clark varies his approach and pacing according to the individual station's approach to "Top 40" or middle-of-the-road programming.

The stations are also provided with a scripted rundown of each show to better enable the local deejay and engineering staff complete flexibility in commercial insertion, music substitution or any local bit.

"Our attention to the smallest detail is one of enlightened self-interest," said Whitney. "Our approach to the Clark show is that it must not take a back seat to any other show in the market. It's designed in every respect to be No. 1," he said.

"In syndication lies the future success of modern local radio. Programs such as the Clark show, while economical (cost of the show is based on total radio revenue to a given market as reported to the FCC), also combine the assets of independence at the local level and the wealth of material available nationally. It's a tool that permits any radio station to compete on every level," Whitney said.

Stan Kaplan, executive vice-president and the chief sales arm of MARS, was not available for comment. He's too busy.



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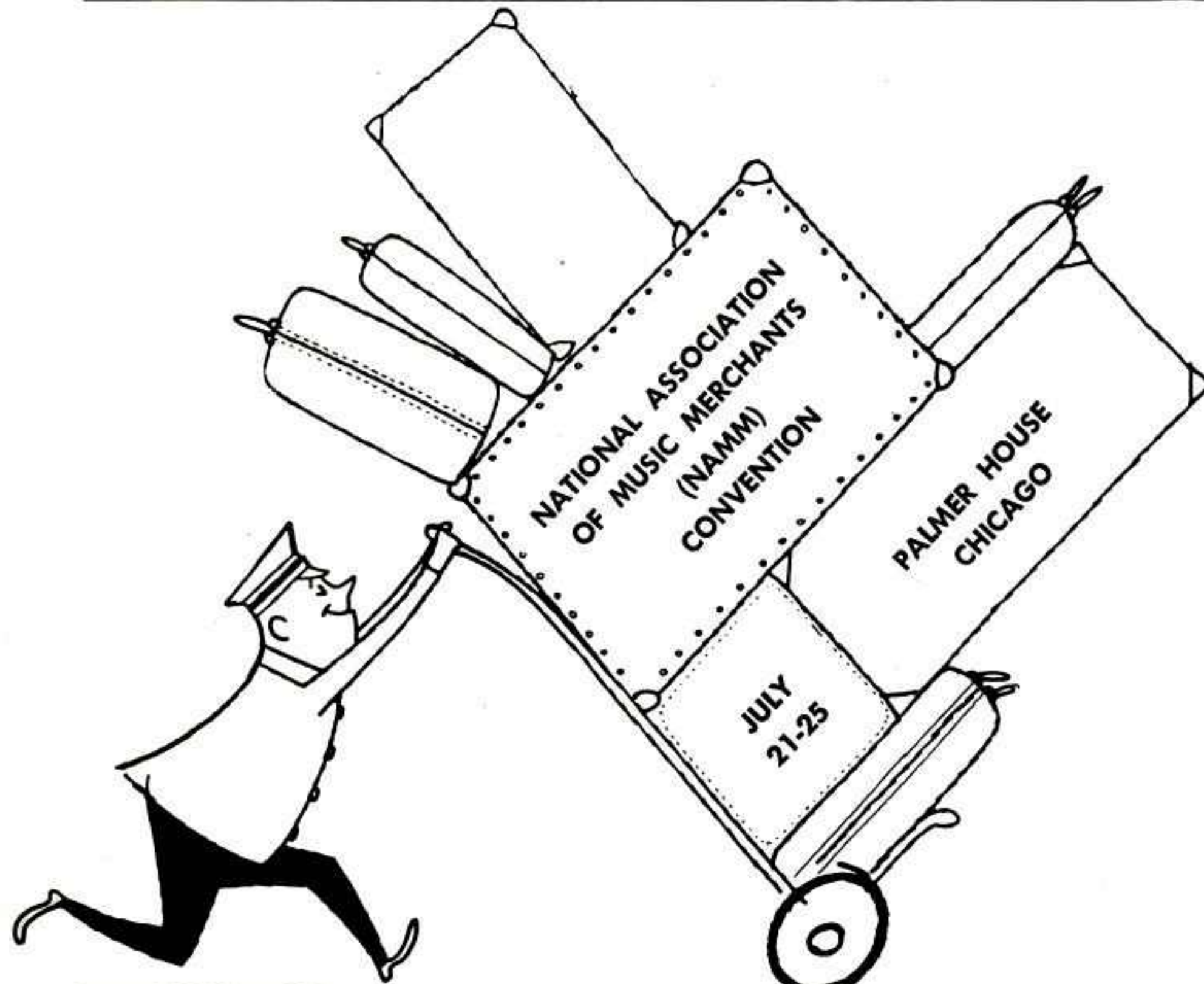
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LINKS SUCCESS ON AIR TO SINGLES DISK SALES

STAMFORD, Conn.—Robert V. Whitney, executive vice-president of MARS, Broadcasting, Inc., creators of the "Dick Clark Radio Show," had some provocative remarks about the direct association of single sales and the success of a radio station.

"When single sales go down radio stations should be concerned because interest in radio listening is less," Whitney said. "The primary reason for radio listening is the listener's effort to seek the repeat of a pleasant experience—hence an important reason why stations programming hit tunes usually enjoy the widest audience acceptance in their markets," according to Whitney.

"What both radio and the record industry could use is a new national craze to get peoples' interest back in the desire of repeat performance," Whitney said.

Whitney began his career at WCRB, Boston and has worked for 14 radio stations, generally in programming. A cum laude graduate of Syracuse, he was news editor of WSYR, Syracuse, program director of KALL, Salt Lake City, and KBOX, Dallas, and national program director of the Balaban stations.

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Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

equipment newsletter

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

FM STEREO'S HOTTEST MARKETS. One million FM stereo receivers will be sold this year. Not bad for a medium which celebrated its second birthday this month.



About 730,000 of the anticipated 1.4 million American-made radio-phonographs to be sold in 1963 will be equipped for FM stereo reception; another 130,000 of 280,000 TV-radio-phonograph combinations will have it. Add at least 100,000 for table-model FM stereo radios and FM-stereo-equipped imports of various types, plus another 50,000 or so component tuners, and you have well over a million sets going to the public this year. (The radio-phono and TV-radio-phono estimates were made by the Electronic Industries Association; other estimates are our own.)

FM stereo is a valuable adjunct to a phonograph. It vastly increases the consumer's enjoyment—and the dealer's profit. It can be sold easily with a good demonstration. The same is true of FM stereo table radio.

FM stereo is a valuable adjunct to a phonograph. It vastly increases the consumer's enjoyment—and the dealer's profit. It can be sold easily with a good demonstration. The same is true of FM stereo table radio.

THERE ARE NOW 228 FM stereo stations on the air in the U. S., and about 10 in Canada. FM stereo can truly be called a nationwide medium today. The American stations are located in 209 cities in 44 States plus the District of Columbia and Puerto Rico. FM stereo signals can be received in every one of the top 50 U. S. metropolitan market areas — and in many, many less populated places.

FM stereo is far hotter in some areas than others, of course. In these "hot" areas, every radio-phono sold should contain FM stereo. FM listeners are subject to a constant barrage of FM-stereo talk on their favorite stations, and this talk can be converted to sales with a little effort.

These are FM stereo's hottest cities (not necessarily in order): Los Angeles, San Francisco, Chicago, Detroit, Philadelphia, Houston, Seattle. Each one of these cities has at least five FM stations broadcasting in stereo. Detroit has six. Los Angeles and Seattle each will soon add their sixth. San Francisco, long reputed to be the hottest FM-stereo town of all, probably deserves this reputation. With five stations already broadcasting in stereo, three more have purchased stereocasting equipment and presumably will soon begin stereo, to make San Francisco the nation's first eight-stereo-station city.

The second-hottest group of stereo cities (in order of number of stereocasting stations) consists of San Diego, Miami (with a fifth station due to begin soon), Boston, Dallas-Fort Worth (also expecting No. 5 on the air soon). Each of these cities currently has four FM stereo program sources.

Three-stereo-station areas are Washington; Minneapolis-St. Paul; Cleveland; Eugene-Springfield, Ore.; Madison and Milwaukee, Wis.

There are at least 18 cities where listeners have a choice of two FM stereo stations. Geographically, they're scattered virtually from border to border and coast to coast. They are Birmingham; Phoenix; Fresno and Sacramento, Calif.; Atlanta, Honolulu; Cedar Rapids, Ia.; Grand Rapids, Mich.; St. Louis, New York; Greensboro, N. C.; Oklahoma City and Tulsa, Okla.; Portland, Ore.; Pittsburgh, Providence, Nashville, Norfolk.

There's no particular pattern of geographic location or city size in the spread of FM stereo. In many cases, a good, well-operated FM stereo station (such as San Francisco's KPEN) will build an audience and inspire its competitors to "go stereo."

NEW YORK, YOU WILL NOTE, is rather far down on the list. This city has never been a trail-blazing town in home entertainment. New York's FM stereo boom may come soon, however, as at least three more stations are preparing to start stereocasting. For serious music lovers, who now are served with some stereo by WQXR-FM, there will be New York's municipal station WNYC-FM, which hopes eventually to stereocast all of its live concert broadcasts, and ABC's WABC-FM, which will program separately from its AM affiliate, presumably serious music. For those who prefer lighter music, the popular WPAT-FM will supplement WTFM, now programming stereo 24 hours daily.

NEXT STEREO CITIES. Between 50 and 75 more FM stations will begin stereocasting between now and the end of 1963. These are expected to open up more new markets for FM stereo equipment sales.

Among the upcoming new FM stereo market areas where stations are now equipping themselves to start stereocasting: Mobile, Ala.; Tucson, Ariz.; Boulder, Colo.; Columbus, Ga.; Boise, Idaho; Champaign, Ill.; Louisville; St. Joseph, Mo.; Los Alamos, N. M.; Dover, Springfield and Toledo, Ohio; Warren and York, Pa.; Seneca,

(Continued on page 60)

10 ITEMS SOON FOR CARTRIDGE

MINNEAPOLIS — Grand Award Records will shortly make available selected items from its catalog for use on pre-recorded tapes for the 3-M Revere stereo tape cartridge system. Grand Award becomes the third firm to contribute catalog material for the unique cartridge player, following Columbia and MusicTapes of Chicago. A group of 10 jazz, classical and pop tapes will be made available for the system within the next 60 days, according to Grand Award president, Enoch Light, who said the material is being selected now.

Columbia New Phono Models Highly Styled

NEW YORK—Columbia Records Sales Corporation introduced an extensive and highly styled new line of phonos, radios and tape equipment last week, with prices ranging from \$19.95 to \$475. Highlights include a de luxe stereo automatic portable with an all-transistor amplifier, three new consoles featuring AM-FM-FM stereo and hand-crafted cabinets and a transistor clock radio, half the size of most such units.

The phono lines consist of eight portable sets and four basic console units. Among the portables are two manual monaurals; a low price (\$49.95) four-speed automatic monaural; two with "drop-a-matic" changers and the solid state portable at the high end of \$199.95. Consoles include one straight stereo phono (without radio) with an open list and three others with AM-FM-FM stereo, ranging from \$279.95 to \$475.

The Masterworks audio line also includes two monaural tape recorders, one utilizing a five-inch reel, the other a seven-inch reel, selling for \$79.95 and \$119.95 respectively; a stereo demonstrator with a manual 11-inch turntable at \$139.95; an AM-FM-FM stereo table radio with detachable speakers; two portable AM-FM transistor sets; two AM-FM table receivers and the miniaturized clock set.

G.E. Portable Line Totals 8

DECATUR, Ill. — General Electric Company here has announced three new portable phonos which, added to five models announced earlier, comprise the firm's 1964 line. Features of the units include a professional tone arm system, a "pre-focused" stereo speaker system, and stereo headphone jacks.

Model RP2110, known as the Dualaramic Partymate, incorporates a parabolic or "pre-focused" stereo speaker system within the lid, which, it is claimed, allows full stereo reproduction without physically separating the speakers. The set is designed to resemble and have the carrying ease of luggage.

(Continued on page 61)

Transistors Theme In Magnavox Units



NEW YORK — Magnavox, one of the pioneers in bringing transistorization to the packaged phono field, has introduced five new console stereo phono models incorporating the firm's Astro-Sonic sound system, featuring an all-transistor, 20-watt amplifier. Increased emphasis on transistors was also noted in the rest of the line introduced for 1964 here last week.

Another Magnavox development is the availability of its transistorized stereo equipment in the form of custom component packages, requiring minimum storage space. Each of these component packages is made up of three units including all-transistor stereo amplifier or amplifier tuner combination, Micro-matic record player and twin speaker cabinets. Model 1-CA815 (with FM-AM radio) is pegged at \$179.90, while model 1-CA810 (phono only) goes for \$139.90.

Five new models of the Astro-Sonic consoles feature FM-AM-FM stereo radio in

addition to the amplifier, with Micro-matic record player, two 12-inch bass speakers and two 1,000-cycle exponential horns. The models are in Danish Modern, Far Eastern Contemporary, Early American, Normandy Provincial and Italian Provincial.

Magnavox is also bringing out three coffee table stereo models, a styling highlight of numerous lines this year. Lowest priced is the transistorized model 1-SC603 with phono only. It's 16 inches high and 50 inches long and models start at \$169.50. Other coffee table units include the tube model 1-SC603 at \$198.50 and another tube model, 1-ST276, with FM stereo, at \$249.50.

A table model and a portable are also a part of the Magnavox new line. Model 1-SC602 table model with drop-down changer and transistorized components, goes for \$149.50, while the de luxe Riviera portable, model 1-SC251, utilizing transistors and drop-down changer, lists at \$125.

Supermart Pitch Works, California Dealer Says

By DONALD LYONS

SACRAMENTO—Principles of supermarket merchandising have been adapted to the record business by Tower Records at Watt and El Camino Avenues in the Country Club Center area here.

Russ Solomon, manager, believes a record store should occupy almost as much space as a medium size supermarket and have as many listening booths as space permits. The store has 10. At Tower there are over 1,000 LP's and over 200 45's in full face display.

Listening booths have to be opened with a key. The sales

person lets the customer in and sees what he takes in. To discourage lingerers there are no benches in the booths and no air conditioning.

The store has 2,400 square feet of space and practically all of it is for display. Aisles are

(Continued on page 60)



MAIN STORE AREA of Tower Records, Sacramento, has wide aisles and racks and tables piled high with product. Operating on the supermarket theory, Manager Russ Solomon features over 1,000 LP's and 20 singles in full-face display. Note poster tie-in with local radio station, one of the mediums used for Tower's extensive advertising program.

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 June 28, 1963. Started June 10, 1963. Special two-week discount program on "oldies" albums, 10 on Atlantic and six on Atco. Fifteen per cent discount.

LIBERTY—Expires June 30, 1963. Started May 15, 1963. A 15 per cent cash discount off face of invoice on all new releases and entire catalog of Martin Denny, Julie London, Si Zentner LP's. A 100 per cent exchange privilege after October 1. Payments, one-third each 10th day of August, September and October.

TRU-SOUND—Expires June 30, 1963. Started May 1, 1963. A 15 per cent discount on all product on Tru-Sound, Tru-Sound Gospel and Tru-Sound Latin American lines.

KING—Expires June 30, 1963. Started June 1, 1963. For all King or Bethlehem LP's: Buy six, get one free. For King EP's: Buy four, get one free. For Audio-Lab LP's: Buy four, get one free.

STARDAV—Expires June 30, 1963. Started June 1, 1963. Cavalcade of Country Comedy and Rural Humor Sale. Two free albums for each 10 ordered by dealers.

RIVERSIDE—Expires July 10, 1963. Started May 10, 1963. On nine Charlie Byrd LP's, buy 10, get two free.

TAMLA—Expires July 12, 1963. Started June 10, 1963. Special program on Little Stevie Wonder LP's. "Buy four, get one free" plan includes 100 per cent exchange privilege any time after August 10. Plan applies to three LP's by the artist.

PRESTIGE—Expires July 31, 1963. Started June 1, 1963. Special 15 per cent catalog deal on Swingville, Bluesville, Lively Arts and Irish labels. Offer is part of rotating label deal policy. Also special deal on 11 new releases on various Prestige labels, expiring July 10.

MERCURY-WING—Expires July 31, 1963. Started June 15, 1963. Special "June Bouquet of Hits" program on four classical and six pop albums. Thirteen per cent discount on new classical and entire Mercury-Wing classical catalog.

LAURIE—Expires September 15, 1963. Started June 1, 1963. Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.

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.

NEW DEALER PRODUCTS

The 40-S Rack



Art-Phyl Creations has introduced the 40-S Record Rack, which it calls a year-round promotional leader for dealers. Finished in brass, incorporating Art-Phyl's red and white number and category strip for easy filing of records, the unit holds 40 LP's or singles. The Newark firm says the unit is priced well below comparable, competitive units for fast promotional action.

New Transceiver



Raytheon's new 10-channel solid state citizen's band transceiver employs a frequency synthesizer permitting use of the same crystal for transmitting and receiving, halving crystal costs. Unit employs full channel monitoring and lists at \$219.95.

Scott Tuner



H. H. Scott has announced a stereo version of its well-known Model 310 FM tuner, shown above. The Model 310E employs an illuminated tuning meter, front panel recorder output jack, laboratory type, vernier tuning, interstation noise suppressor and a number of other new features. The 310E carries a net price of \$279.95.

at \$169.95; an AM-FM-FM stereo amplifier and tuner at \$239.95 and a 90-watt amplifier at \$289.95. The citizen's band set is priced at \$159 per unit.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/9/63 Issue	12/29/62 Issue		
1	1	1	Webcor	17.3
2	2	2	Voice of Music (V-M)	14.5
3	4	—	RCA Victor	12.1
4	5	7	Telectro	8.9
5	—	3	Decca	8.1
6	3	5	Masterwork	6.3
7	6	4	Sony	5.7
			Others	27.1

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.

3/9/63 Issue: Wollensak (7).

12/29/62 Issue: Wollensak (6); Concord (8).

BEST SELLING STEREPHONIC TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/9/63 Issue	12/29/62 Issue		
1	2	1	Webcor	19.4
2	1	3	Voice of Music (V-M)	11.2
3	3	—	RCA Victor	9.6
4	5	2	Roberts	6.4
5	4	—	Telectro	5.6
6	—	10	Ampex	5.5
7	6	5	Sony	5.0
8	—	4	Decca	4.3
9	7	8	Masterwork	3.3
			Others	29.7

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

3/9/63 Issue: Wollensak (8).

12/29/62 Issue: Curtis-Mathes (6); Tandberg (7); Wollensak (8); Concord (11).

EQUIPMENT NEWSLETTER

Continued from page 59

S. C.; Greeneville, Johnson City and Lebanon, Tenn.; Lubbock and Midland, Tex.; Bellingham, Wash.; Eau Claire, Green Bay and Wausau, Wis.; Cheyenne, Wyo.; Aguadilla and Isabela, Puerto Rico.

If your business is located in or near any of these cities, it's not too early to prepare for the advent of FM stereo. Your customers should be told that FM stereo is coming, and advised to be ready for it. You should be ready for it, too, with an adequate supply of FM-stereo-equipped instruments, and armed with knowledge of what it's all about.

is done in the simplest way. Stereos and monos are mixed together.

Color and excitement are the key to the whole store's merchandising. Its bags are bright yellow with red lettering. Its outdoor animated neon sign blazes away until its midnight closing. (The store is open every day including Sundays and holidays from 9 a.m. to midnight.) And the store employs an advertising agency to handle its promotion. Advertising is concentrated on the strongest radio stations, the

strongest newspapers and the strongest items.

Tower also pushes its gift certificates, including one for a 45. In addition, it has the certificates in denominations of \$3, \$5 and \$10. It also sells certificates to the newspapers at the regular one-stop price. The newspapers use them as premiums for carrier boys for getting subscriptions.

The sum total of the store's method of operation is that business has been good and seems to be getting better.

ITT Unveils 4-Track Unit

CHICAGO—ITT Distributor Products has introduced a four-track stereo tape recorder at under \$200, as part of an expanded consumer products line. The unit was unveiled here at the recent Electronic Parts Distributors Show.

The firm exhibited a number of other new product models, including radios, stereo tuners and a citizen's band unit. These include a 23-transistor, AM-FM-FM stereo table radio at \$169.95; a portable AM-FM transistor radio also at \$169.95; a six-transistor set with battery and earphones in the \$14.95-\$15.95 range; a nine-transistor AM-FM radio at \$49.95; a nine-transistor single band set at \$44.95; a three-band AM-FM marine transistor unit at \$64.95 and an AM-FM two-band short wave set at \$74.95.

Slated for August delivery are an AM-FM-FM stereo tuner

Supersmart Pitch Works, Says Dealer

Continued from page 59

wide, and 85 to 100 people can get in the store on a busy day.

Future in Singles

Solomon feels that the excitement generated by the single is the key to the future of the record business. He sells about 20,000 singles in a normal month and carries more than 300 current singles titles and over 1,000 oldie titles.

The singles, which are in the front of the store, are all behind the counter now. It was found that self service on singles was not practical. Singles on full face display include the top 40 plus other current pop titles, the top 40 country titles and some 40 oldies that still sell very well.

The other oldies are in a counter with a top that lifts up and is serviced from behind only. The customer works from a list which is compiled by artist. Oldies are carefully selected

rather than just the residue of current material.

When the singles were put behind the counter and listening eliminated Solomon and Dick Harris, merchandising manager, were afraid that sales would drop. Actually they've gone up. The sales persons can find a record for a customer faster and the singles are still on display. (They were put behind the counter to control stealing and keep the stock in order.)

The store operates most of the time with one person on duty. Only when it gets extremely busy are there two or three persons on a shift. Generally, young college types are employed. Tower tries to hire young men as close as possible to that "clean cut guy next door," since they have to be conversant with young people.

The store has no stock control and no card system. Everything

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ASTA

HOTEL Plymouth West 49th STREET bet. B'WAY and RADIO CITY

Mfrs. Draw Most Blasts in Trade Survey

• Continued from page 14

of those replying failed to support the trade association idea. Almost as many, 37.5 per cent, endorsed the trade group concept, while more than 20 per cent declined comment.

Seeks Co-Operation

In commenting on this part of the survey, one distributor said a trade organization can work "only if they try to work together instead of trying to cut each other's throats." Another explains frankly that a trade group won't work because "We (distributors) are never honest in our dealings with each other." Another returns to the manufacturer theme, noting that a trade association will work "When the manufacturer admits the problems and is willing to help solve them."

A West Coast distributor giving an unqualified "yes" vote, says "Broader understanding and discussion of industry problems is necessary." Another, while supporting the idea of a trade group, says "They can serve a purpose but thus far have not done so."

It is of interest to note that in the survey 97 per cent of the distributors said transshipped goods were reaching their territory, while 53 per cent said they were transshipping themselves. Transshipping, by the same token, was listed by those taking part as their number one problem today.

Firm Offers Summer Deal

NEW YORK—Who's afraid of the summer slump?" asks Joe Benjamin, president of Benjamin Electronic Sound Corporation, in announcing a special summer Miracord promotion to dealers.

Every 12-Miracord order shipped between June 10 and August 15 will include a free, bulk-pak of 12 Elac 222 cartridges at no extra cost, Benjamin said.

"Hi-fi sales may taper off during the summer months," Benjamin declared, "but I often wonder how much of this is aggravated by the attitude of manufacturers as well as dealers in slackening their promotion and merchandising efforts during this period."

"We plan to maintain our present pace in advertising and sales right through the summer period. We even look to some gains."

G.E. Portable Line

• Continued from page 59

Unit weighs 21 pounds and has a suggested list of \$64.95.

The RP2110, a lower priced monaural portable, offers many of the appearance and performance features of the Dualaramic unit. The 17-pound set has a luggage-type case and lists at \$49.95. The stereo RP 2130, known as the "Trimline 100," features a flip-down record changer and three-way speaker wings, mounted on the ends of the case. Suggested retail price is \$79.95.

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

"CASH"

WE PAY CASH FOR YOUR OLDIES AND NEWIES RECORDS

We Buy Inventories.

We Sell the Largest Selection of Oldies & Newies Hard to Get Records.

Write for Free List.

"OLDIES & NEWIES ONE STOP" & RECORD DIST. CO.

TEL.: PO 5-1010
1528 N. Broad St.
Philadelphia, Pa.

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

RAYMAR'S MEMORY LANE GOLDEN (400) CIRCLE

We are in a position to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request.

Also 100 assorted new 45 RPM's, \$9.00; \$80.00 per 1,000.

RAYMAR SALES CO.
170-21 Jamaica Ave.
Jamaica 32, New York
Olympia 8-4012

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PRESSING & PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2156. np-ap18

Say
You Saw It
In
Billboard

RECORD PROMOTION & PUBLICITY

COMPLETE NEW ENGLAND RECORD PROMOTION

Entire Six State Area Includes These Major Record Breakout Markets.

- Boston, Mass.
- Worcester, Mass.
- Springfield, Mass.
- Hartford, Conn.
- Providence, R. I.
- Manchester, N. H.
- Portland, Maine

ED PENNEY AND ASSOCIATES

New England's Leading Independent Record Promotion Organization Has Represented The Nation's Finest Record Companies, Publishers, Artists And Writers Since 1959.

16 BRIGHTON AVE.
BOSTON, MASS.

Phone: Area Code 617-655-2340

NEW OFFICES • NEW LOCATION

Same great promotion know-how

JOE PETRALIA

Record Artists Representative
Park Sheraton Hotel

Suite 264 55th St. at 7th Ave.
New York 19, N. Y.
Phone: JU 6-6935

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.
8 Singers (male-female), 10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip. (AmpeX, Aitec, RCA)
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two songs, \$23.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

RECORD ACCESSORIES & DEALER FIXTURES

RACK UP MORE PROFITS . . .

with #60-S record rack. 60-record capacity, brass plated, index strip, retails for only \$1.49 with full markup for you!

See your distributor or write for latest catalog of the most diversified record rack line.

ART-PHYL CREATIONS
508Y Frelinghuysen Avenue
Newark 14, N. J.
N.J.: BI 8-5100 N.Y.: WO 4-2565

BUSINESS OPPORTUNITIES

FOR SALE: RECORD SHOP — BEAUTIFUL 10 yr. established location in Colorado Springs Shopping Center. \$15,000 very clean inventory. Good lease. Excellent opportunity. Write: Box No. 501, Billboard, 1564 Broadway, New York 36, New York.

IDEAL LOCATION FOR RECORD STORE on Pitkin Ave., Brooklyn. Very heavy traffic in heart of retail shopping area; 25 x 50. Also Washington Heights location, St. Nicholas Ave., north of 181 St.; 10 x 30. Very busy thoroughfare. WE 3-6544. ch-jy6

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed alongside for your convenience. ch-np

MISCELLANEOUS

ANNOUNCING THE ARRIVAL OF THE Jockey Joker, 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. je29

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

WANTED

Songwriters — Spiritual Groups
R & B Artists — Masters — Demos
Interviews held Saturdays starting
June 22, from 11 a.m.-6 p.m. at:
NIBS—WASSEL MUSIC PUBL.
1639 Broadway, Room 309
New York, N. Y.
Call: CI 5-9551 or CI 6-5837

D-I-S-T-R-I-B-U-T-O-R-S

of the REVOLVING or FLASHING HOLLYWOOD GLAMOUR UNITS

- Spots-Lites • Color Balls
- Beauty-Lites • TV Lamps and Outdoor Flashy-Lites

Write for FREE details.

Hollywood Spots-Lite Co.
Dept. D, 3612 No. 16th St.
Omaha 10, Nebraska

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

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 _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

Celler Bill Dead; Propose Substitute

MOA Prospects Soar

Wurlitzer and Rock-Ola Join Seeburg, AMI

CHICAGO — Rock-Ola and Wurlitzer (19) agreed to exhibit at the Music Operators of America convention at the Morrison Hotel here September 4-6.

With Rowe AMI and Seeburg already in, all four major automatic phonograph manufacturers will be represented for the first time in five years.

The decision was made at a meeting here between representatives of the four manufacturers and MOA. Present were Les Reick, Rock-Ola; Tom Herrick, Seeburg; Fred Pollak, Rowe AMI; A. D. Palmer, Wurlitzer; Bob Blundred, MOA managing director, and Lou Casola, MOA general convention chairman.

Both Rock-Ola and Wurlitzer
(Continued on page 69)



HUGH WILSON has been named assistant to the vice-president of sales of the Automatic Canteen Company of America. Wilson, who joined the company in 1952, had been director of the company's Western sales region. His duties as regional sales director will be assumed by Paul Ridgeway.

New York Ops Voice Support To MOA in Organization Plan

HURLEYVILLE, N. Y.—Music Operators of America last week received solid backing for its reorganization efforts from Amelia (Millie) McCarthy, president of the New York State Coin Machine Association, Inc.

The statements came in an open letter from Mrs. McCarthy to J. Harry Snodgrass, MOA president. Mrs. McCarthy alluded particularly to MOA's plans to have a survey of location contracts previewed at the 1963 convention, developing a code of ethics, starting a school for mechanics, and having Bob Blundred, MOA managing director, work with State and local associations.

Here is Mrs. McCarthy's letter in full: "As convention time approaches, and I look back over the last six months, I note with pleasure the progress and development of MOA. With your and Bob Blundred's 'How can we best serve you' attitude, you've created an atmosphere that makes us feel it's OUR organization.

Test Formula

"As you know, it has been my aim to have the MOA become stronger by establishing closer working relations with the existing and potential State and local associations in the industry. The formula you people have worked out as a test seems to be working well, and I plan to present it before our

Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
RECENT STEREO RELEASES • BULK VENDING

Ticktacktoe Comes Back In Gottlieb's New Game

CHICAGO—The popular old ticktacktoe game is the focal point of Gottlieb's new add-a-ball game called Square Head.

An actual ticktacktoe scoreboard is in the center of the playfield. Completing a line of X's or O's lights rollovers and holes for additional balls.

A novel lighting feature allows either the X or O to appear in each square. The feature is reset after each ball is played.

Other features of Square Head include: Four pop bumpers, two holes scoring up to 500 when hit, two flippers, extra balls for high scores, and continuance of play after a "tilt."

The back glass is attractively decorated with school children playing games. Sides are of stainless steel and the game has Gottlieb's patented Hard Cote finish.



SQUARE HEAD

U. S. Officials Irked by German Threat to Raise Coin Tariffs

By OMER ANDERSON

BONN—U. S. Trade officials are reacting angrily to hints from the Bonn government that coin machines may soon join American poultry and coal as targets for German tariff discrimination.

American authorities, now embroiled deeply in the broiler

war, disclosed that notice has been served to the Bonn government of prospective U. S. reprisals for further German tariff discrimination against U. S. exports.

"This would certainly include coin machines, which have enjoyed great success in the export market—a tribute to the

House Group Favors No Limit on Royalties

By MILDRED HALL

WASHINGTON—Outright repeal of the juke box performance royalty exemption in the Copyright Act was voted by the Willis (D., La.) copyrights subcommittee last week. The subcommittee killed the Celler bill (H. R. 5174), which would have set up a government royalty collection office and put a \$5 per box limit on performance royalty collection.

A new bill was substituted, which will have to be re-introduced, and will then go to the full House Judiciary Committee.

The new bill, which would be effective in January, 1965, eliminates the famous exemption paragraph in the 1909 Copyright Act, and simply stipulates that the juke box owner is accountable for copyright infringement unless he owns the juke box, or has primary control over it, or unless he refuses to identify the owner on inquiry from those entitled to the performance royalty.

No Special Category

Passage of the bill would put the juke box operator in the same music use category as broadcasters, wire music services and others who use music for profit, juke box operators would have to negotiate with ASCAP, BMI and other performance rights groups, or individuals whose copyrighted music is being performed on the juke box.

"The situation is now one of free competition in the market place," was the way one subcommittee staffer put it. Vote of the subcommittee members in executive session is not made

public, but it is generally assumed that those members who fought to protect the juke box industry from performance royalty during hearings on the Celler Bill, voted against the new
(Continued on page 69)

Name Greenman Gen. Manager Of Cinebox Co.



M. S. GREENMAN

HICKSVILLE, N. Y.—M. S. Greenman has been named general manager and vice-president of the Cinevision Corporation of America, a subsidiary of Estey Electronics, Inc. The firm is U. S. distributor for Cinebox, the Italian-made cinema juke box.

Greenman, who resigned as general manager of United Press Movietone News, will be in charge of all Cinebox distribution and film production.

He joined the United Press in 1938 and was a broadcast news editor for 14 years. Greenman also served as president of Newspix, Inc., where he produced sports and special event shows for television and was also a sports editor and managing editor for Cowles Publications.

Buffalo Puts Off License Decision

BUFFALO — The Council Legislation Committee after a two-hour hearing deferred a decision on a proposal to ease local restrictions on licensing of coin-operated amusement devices, including miniature bowling machines.

As the inconclusive hearing ended, there were definite prospects of a compromise of the resolution sponsored by councilman at large Joseph F. Dudzick.

In sponsoring the resolution police opposition to removal of the police commissioner's power to pass upon the legality of such amusement devices, Dudzick told the committee he is willing to delete that provision of his resolution.

In sponsoring the resolution, Dudzick said his chief interest is in allowing Buffalo taverns to have bowling machines, which are now permitted outside the city.

creation of a definitely superior product," a U. S. trade official said.

"Obviously, the U. S. government can no longer tolerate outright or even thinly veiled discrimination against American goods in foreign markets, simply because they are too successful in competition with the domestic products," he added.

A U. S. trade official in Brussels observed, "We are aware of the resentment of certain European coin machine manufacturers at the entirely praiseworthy success of the U. S. industry in penetrating the European market."

Competition Needed

"There is no doubt that our products dominate this particular field in Europe. However, the answer is not discrimination against us by European governments, but more effective competition by European producers."

The ire of U. S. trade authorities was stirred by a statement of a Bundestag deputy, who predicted, "In one way or another, the Bundestag will be forced to find legislation soon, probably at the next session, to restrict American coin machine imports."

"Trade is one thing—but monopoly is another. We understand by 'trade' a two-way flow of goods."

It is this final paragraph that has raised the hackles of U. S. trade authorities. They feel that the preeminent position of U. S. coin machine exports on the European market has been
(Continued on page 70)

IT'S HERE NOW!

MOSS...

(Music Operators' Stereo Service)

A Regular Program of 33 1/3
Stereo Singles for Operators



THE BEST FROM THE ALBUMS
Selected music for a program of
PLEASURABLE LISTENING



DEVELOPED BY RSI* IN COOPERATION WITH ROCK-OLA ROWE-AMI and WURLITZER

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling or spotlight 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.

*RECORD SOURCE INTERNATIONAL
A SUBSIDIARY OF BILLBOARD

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES

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

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

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

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

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

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

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

MOSS PACK #1 CONTAINS

Selections	Artist	Label	Album Titles
ONE NOTE SAMBA b/w LEFT MY HEART IN SAN FRANCISCO	JOE HARNELL	KAPP	FLY ME TO THE MOON
RIO JUNCTION b/w TAKE THE "A" TRAIN	ENOCH LIGHT	COMMAND	BIG BAND BOSSA NOVA
NIGHT TRAIN b/w THE HOT CANARY	HENRY MANCINI	RCA	UNIQUELY MANCINI
MORNING TRAIN b/w GONE THE RAINBOW	PETER, PAUL & MARY	WARNER BROS.	MOVING
MACK THE KNIFE b/w MAMMA'S GONE GOOD-BYE	PEGGY LEE	CAPITOL	I'M A WOMAN

Juke Box Distributors . . . One-Stops

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

Mar-Tab Opens Miami Plant



NEW MIAMI headquarters of Mar-Tab is set in the Sunshine Industrial Park.



MAR-TAB BRASS at work, left to right: Harold Crebar, sales and service; Don Hudson, games collections; Bob Nordholm, parts and service; Chuck Shank, field collections, and Chuck Cunliffe, vending manager.



OFFICE FORCE works in pleasant air-conditioned surroundings.



SERVICE VEHICLES are lined up at the loading platforms before the day's collections begin.



MODERN SHOP FACILITIES insure that equipment is in top condition before it goes on location.



A PRETTY AND EFFICIENT radio dispatcher makes sure that service calls are filled promptly.



SOL TABB, transplanted New Yorker, built up an operating empire in Miami in six years.

Miami area operators, location owners, plus members of the American Record Merchants and Distributors Association and Record One-Stop Association (currently meeting in Miami Beach) viewed the new headquarters of Mar-Tab at Sunshine State Industrial Park, Miami, Saturday (22) and Sunday (23). Sol Tabb, who came here from New York six years ago, built up the giant operation. Tabb is president of Mar-Tab. Joe Flanigan heads the parent corporation, Castlewood International Corporation. Some 500 were expected at the open house. The event also marked the first formal presentation of Music Operators Stereo Service (MOSS). Hal Cook, Billboard publisher; Sam Chase, Billboard editor-in-chief, and Ren Grevatt, Billboard associate editor, were scheduled to be on hand to explain the program to the trade.

Juke boxes of the leading manufacturers were set up with MOSS display cards and the first five MOSS 33 stereo single releases were programmed in the phonographs.

The new Mar-Tab set-up, one of the most modern in the nation, has provisions for music machine, amusement machine and vending routes. Some 58 persons are employed by the concern.

UK Licensing Group Would Up Royalties

LONDON — The British Performing Rights Society is hiking its levies for music performance in taverns, according to H. J. Walters, general manager of PRS.

Walters' office has submitted proposed scale of new royalties to Licensed Victuallers Association officials, and to management of U.K. breweries.

Present PRS scale, which levies but a few cents literally for radio, TV, and free-and-easy concerts common to many Brit-

ish taverns, is pegged at pre-war levels.

Juke box performance fees are usually by arrangement. And the new charges are to be on a sliding scale according to size of saloon and frequency of music performance occurring.

New scale is expected to be nominal. PRS is notably lenient and diplomatic in pressing its ASCAP-style rights which are backed fully by statute of 1956.

The cost for the average location should range from 25 to 50 cents a day, officials implied.

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

MEL TORME—My Kind of Music.....MGM

Pop Instrumentals

LENNY DEE—Down SouthDecca

JIMMY PRUETT—Good Time Piano.....Capitol

ARTHUR FIEDLER—JalousieRCA

Jazz/Rhythm & Blues

STAN GETZ—Big Band Bossa NovaVerve

Specialty—Hawaiian

JACK DE MELLO—HawaiiReprise

* * *

SEEBURG ARTIST OF THE WEEK

LES BROWN—THE RICHARD RODGERS BANDBOOK
Columbia (Pop Instrumental)

I Could Write a Book/I Didn't Know What Time It Was • My Funny Valentine/I Married an Angel • Have You Met Miss Jones?/Spring Is Here • People Will Say We're in Love/Little Girl Blue • My Romance/The Lady Is a Tramp

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

MUSIC OPERATORS STEREO SERVICE

MORNING TRAIN

RSI • MOVING • WARNER BROS. • STEREO

GONE THE RAINBOW

NIGHT TRAIN

RSI • UNIQUELY • MANCINI-RCA • STEREO

HOT CANARY

RIO JUNCTION

RSI • BIG BAND BOSSA NOVA • COMMAND • STEREO

TAKE THE A TRAIN

ONE NOTE SAMBA

RSI • FLY ME TO THE MOON BOSSA NOVA • KAPP • STEREO

I LEFT MY HEART IN SAN FRANCISCO

MACK THE KNIFE

RSI • I'M A WOMAN • CAPITOL • STEREO

MAMA'S GONE GOODBYE

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.

BIRDLAND CHUBBY CHECKER, PARKWAY 873
BLACK CLOUD
SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
THE GOOD LIFE TONY BENNETT, COLUMBIA 42779
SPRING IN MANHATTAN
STRING ALONG RICK NELSON, DECCA 31495
GYPSY WOMAN
WITHOUT LOVE (There Is Nothing) RAY CHARLES, ABC-PARAMOUNT 10453
NO ONE
HOPELESS ANDY WILLIAMS, COLUMBIA 42784
THE PEKING THEME
BE TRUE TO YOURSELF BOBBY VEE, LIBERTY 55581
A LETTER FROM BETTY

EUROPEAN NEWS BRIEFS

Protest Tax Law

COLOGNE — West Germany's new added valuation draft tax law would tax the coin trade at an in-fact rate of 22 per cent, a confiscatory rate, according to trade protests.

West Germany is shifting from a basic turnover tax to the French-style added valuation tax in the interest of European Common Market tax harmony. A turnover tax is just that, but an added valuation tax is levied by the supposed value added to a product at each stage of turnover.

In theory the tax is 11 per cent, but in the case of the coin trade it would be levied at least twice, making a total tax of 22 per cent.

Jungle Beat

ZURICH — Swiss zoos are preparing to install juke boxes as well as feed vending machines.

Embellishing on the juke

boxes at the London zoo, the Swiss zoos will "program" "mood music," supplying not only sound effects associated with the animals' natural habitat but also popular music with zoological themes.

Lyric Drive Opens

PARIS—Wurlitzer is opening a big European sales drive for its "Made in Germany" Lyric phonograph, which is being promoted as "a European phonograph designed for Europeans and produced in Europe by a famous name in American music."

This "best of both worlds" salesmanship is being applied at high voltage in France by Les Etablissements Bussoz, the Wurlitzer agent for France.

Bussoz has blocked France out into sales campaign areas, each area being assigned a Lyric sales quota. The Wurlitzer is produced at Huellhorst, in north Germany, in a new factory built *(Continued on page 71)*

Ditchburn Begins UK Scopitone Test; French Artists Available

By JOHN THOMPSON
LONDON — Ditchburn Equipment, Ltd., Wurlitzer distributor in the United Kingdom, is placing a number of Scopitone cinema-juke boxes in selected locations.

This is reported by Norman

Miller, production executive of Radiovision (Westminster), Ltd., distributor of the French-made film-juke box devices.

The agreement with Ditchburn is the first reported co-operation of substance given by British juke box distributors or

operators to distributors of this type unit.

Miller terms the Ditchburn pact, "a trial run." He said that the misgiving the Lytham, Lancashire, firm had was "getting the right kind of film material *(Continued on page 71)*"



Williams DOUBLE ACTION PROFIT!

BOTH IN FULL PRODUCTION





**WITH ADJUSTABLE
3 or 5 PLAY BALL**

HITTING ALL 15 ROLLOVER BUTTONS
LITES "SPECIALS" AND RE-RACKS BALLS

- drop target scores "SPECIAL" when lit
- two skill holes score "SPECIAL" when lit
- four jet bumpers
- one regular bumper
- two rollover lanes
- two kickup shooters
- two flippers
- two automatic kickers
- plastikote playfield

1963

MAJOR LEAGUE

by the Original Designers
of Authentic Baseball Games

- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitches
- Official Baseball Scoring

**SEE YOUR
WILLIAMS
DISTRIBUTOR
TODAY!**





Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS



**SPECIAL
VENDING
OPERATORS
HEAR THIS!**

**FEATURES
TWICE A
MONTH**

Candy, Gum & Nuts
Beverages
Tobacco
New Products
Trends
Industry News
Market Place
Editorials
Articles

**FREE—Complete Series of Four Reprints—FREE
"How To Use LOCATION CONTRACTS"**

VEND Magazine, 2160 Patterson St., Cincinnati 14, Ohio
Yes—Please sign me up for a Vend Subscription and the FREE Series of "How to Use LOCATION CONTRACTS" reprints.

Name

Address

City..... Zone.... State.....

Type of Business.....

1 Year \$7

3 Years \$15

Foreign Rate, One Year \$14

BULK VENDING

Ops Bear Down on Break-Ins

By ELTON WHISENHUNT

LITTLE ROCK—The newly organized Arkansas Automatic Merchandising Association last week kicked off a professionally organized campaign to reduce break-ins in coin operated machines in Arkansas.

The Arkansas Music Operators Association will follow up in the campaign, said Charles A. Stewart, executive secretary of both groups.

Stewart and the coinmen were instrumental in getting a bill passed in the 1963 Legislature making it a felony for anyone to break into a coin machine. The law went into effect June 13.

Coin machine break-ins have become a serious problem nationally and the Arkansas groups have taken positive action to meet it.

The merchandising association had decals printed offering a \$100 reward for information leading to the arrest and conviction of anyone who robs or attempts to rob a vending machine.

Similar decals will be put on phonographs and games by music operators. The State law makes it a violation to break into vending machines, amusement games or music machines.

The law reads: "It shall be unlawful for any person to use force to open any coin operated vending machine, amusement machine or service machine for the purpose of removing the coins or merchandise therefrom. The nature of force used is not material further that it may show the intent of the offender.

Felony Rap

"Whosoever shall violate the provisions of this Act shall be deemed guilty of a felony and shall be imprisoned in the penitentiary for a period not less

than one year nor more than three years."

Stewart said thieves and vandals cost Arkansas coin machine operators more than \$250,000 in 1962.

"We don't intend that it be that high in 1963," said Stewart.

The Arkansas Automatic Merchandising Association was formed after more than 50 operators met at the Albert Pike Hotel in Little Rock several weeks ago. One of their primary goals in the organizational meeting was to "eliminate robbery and destruction of" coin machines, said Stewart.

Inform Officials

The group was instrumental in getting the bill passed in the Legislature and then, on June 10, the new association called all law enforcement agencies and elected officials in Arkansas and gave them copies of the new law and a copy of the decal which will be displayed on all machines.

Stewart said his group intends to keep after the situation and work with police to catch thieves.

Officers of the new association
(Continued on page 67)

12-Page Catalog By Guggenheim

CHICAGO—A 12-page catalog listing charms, capsules and other miscellaneous fill was put out last week by Karl Guggenheim, Inc. Products are pictured and shown with description and price. The firm's 12 distributors are also listed. Operators may obtain copies by writing to the firm at 159-07 Archer Avenue, P. O. Box 510, Jamaica 31, N. Y.

WORRY BIRD
Peps Up Your Machines!
Cute bird with the worried look, adds sparkle to your machines.

Beautifully molded in assorted colors. They stand... have loads of play value.

Only **\$5.50** Per M

WHY WORRY?

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REVOLUTIONARY BREAKTHROUGH!



A newly engineered bulk vendor with a disposable jar. If you haven't a single Beaver working for you, here's one.



Beaver singles or in a Mark I stand are first in everything except price.

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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ \$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. 12.00
N.W. 10-Cent, 1¢ Tab Gum Mach. 18.00
N.W. Model #33, 1¢ Perc. Converted for 100 ct. B.O. 6.50
ABT Guns 30.00
Mills 1¢ Tab Gum 12.00
Acorn 8 lb. Gum 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.69
Pistachio Nuts, Jumbo Queen, White62
Pistachio Nuts, Large Tulip67
Pistachio Nuts, Vendor's Mix60
Pistachio Nuts, Shell, Red50
Cashew, Whole64
Cashew, Butts61
Peanuts, Jumbo45
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts36
Bridge Mix36
Boston Baked Beans36
Jelly Beans33
Licorice Gems34
M & M, 500 ct.47
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Maltette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for **1175 BALLS** of 100-COUNT GUM
Equipped with De Luxe base, Standard base optional at same price.

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Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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Always a complete stock of outstanding Northwestern machines, parts and supplies.

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Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

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

10c ATLAS MASTER Capsule Vendor



Under-Counter Varmint in Reserve Dries Kids' Tears

LOS ANGELES — Doing away with juvenile disappointments when several nickels or pennies are able to produce exactly the novelty which the youngster wanted is an unusual good will touch which has upped profits for S. A. Detrich, bulk operator in suburban Anaheim, here.

Detrich, with locations throughout the middle-income residential areas of Anaheim has made a major issue of varmints in plastics and rubber, over recent years, to capitalize on the predominance of young children in the area.

Like many other operators, he has found that numerous children will be intent upon adding a spider, a tarantula or a wiggleworm, to their collection, and are petulant to the point of tears, when numerous pennies or nickels as the case may be, fail to produce exactly the wanted item.

Over-the-Counter Sale

To assuage the youngster's grief, Detrich simply furnishes the location owner where possi-

ble, with a box of the same varmints used in the machine, to be kept under the counter at the checkstand, close to the bulk venders. Then, when a youngster is obviously highly put out because he was unable to get exactly the item desired, the storekeeper or clerk can simply solve the matter by selling the tyke the spider he wants, directly from the box.

Elementary school youngsters have been quick to catch on to this, and often come directly to wherever the box of varmints is kept, for their order, rather than using a vending machine.

This is all right with Detrich, of course, since sales are increased in kind. Naturally, it means a bit more work for the location owner but since Detrich maintains close relationship with all his location owners, he usually gets the desired co-operation.

Eppy Putting Charms in New Mixes

JAMAICA, N. Y. — Eppy Charms, Inc., has packaged some of its top-selling charms into new mixes.

The new packs include the Import Ring Mix, with seven assorted styles and colors for penny machines; the 5-cent capsule mix with Monster Teeth, Twin Skeletons, Onyx Rings, Puff Cigarettes, Tattoos, Parachutes and 42 assorted rings, and the 10-cent capsule mix with Jungle Reptiles, Playhouse Puppets, Skeleton Hands, White Mouse, Three Karat Diamond Rings, Shrunken Heads With Hair, Tropical Fish, Dangling Skeleton and 16 varieties of Horribles.

Over 50 Assorted Items in Our New **10c CAPSULE MIX**

Including **100 NOVELTY KEY CHAINS**
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Registered U. S. Patent Office.



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.

Dime in Time Often Saves Delay

DENVER—A dime in an envelope, with the telephone number, name and address written on the front is a most practical means of getting location owners to telephone in when a bulk machine needs refilling or repair attention, according to Charles Flower, bulk operator here.

During the past few years, bulk vending operations, particularly in service stations in which Flowers specializes, are characterized as spotty by the elderly Colorado operator.

Not infrequently, a peanut machine which normally needs servicing only once a month may sell out in a week's time, as heavy tourist traffic increases in neighborhood locations, bringing in many more people.

This means that if nothing has been done to encourage location owners to telephone Flowers, chances are that he will not locate the shortage until his next call.

Finds Solution
Flowers struggled along on the hit or miss basis for several years, before ultimately settling

on "a dime and an envelope" for each location owner.

As this plan operates, Flowers simply uses a white correspondence envelope, containing a cardboard rectangle on which is rubber-cemented a silver dime. Opening the envelope, and showing the location owner that the dime is there, Flowers then asks the location owner to note that his telephone number, name and address is written on the front of the envelope, and to use the dime to call in whenever there is need for service of any sort. Usually, the location owner will place the dime in a handy drawer for later reference if necessary.

Post Card
In some instances, Flowers also slides a self-addressed 4-cent post card into the envelope as well, so that the location owner who doesn't get an an-

swer, or finds the telephone continuously busy, can still drop a card into the mail.

Only twice during 1962 did a location owner actually use the dime Flowers left for the purpose, the veteran Denver operator said, and then only in instances where for some reason, a dime was not available.

Usually, the service station owner, or attendant, appreciative of the excellent care which Flowers gives his machines, will spend his own dime to get results.

Flowers will cheerfully drop almost anything to reach the site, when a location owner phones in—even if it means a 50-mile drive. The important thing is to keep the location owner aware of the importance of the vending machine, and to maintain them at maximum earning capacity at all times.

NAMA Source Book Out; As Comprehensive as Ever

CHICAGO — The National Automatic Merchandising Association released its 1963 source book last week listing 213 manufacturers, 402 vendible product suppliers, 512 manufacturers of component parts, and more than

1,400 operating company members.

The book contains more than 200 pages of illustrated information about the automatic food, merchandise and service vending business. Names of export managers in the machine manufacturing company category are added this year for the first time.

Each listing includes comprehensive information about the types of products and gives the names of key executives such as chief company officers, sales managers and marketing directors. Listings are also indexed according to product.

Cost of the book is \$3 (\$1.50 per additional copy) and is available through NAMA offices at 7 South Dearborn Street here.

Bulk Vending Makes Grade Among Irish

DUBLIN—The sale this summer of Irish ball gum, made by Leaf, Ltd., Kilcock, Eire, shows a healthy upswing. Reason is the growing popularity of ball gum venders in the United Kingdom.

Formerly a rare installation, ball gum venders are prominent in supermarkets, candy stores, cafes and newsstands, owing to strong promotion by Beaver Vending Machine & Supply (G.B.), Ltd., located in Southall, Middlesex.

To cope with the trend, Leaf, Ltd., is making gum in 84 flavors.

Ops Bear Down

Continued from page 66
tion are: Harry Dales, Little Rock, president; Joe Renner, Little Rock, vice-president; Roy Kumpe, Little Rock, secretary, and J. Earl Gill, Hot Springs, treasurer.

Members of the board of directors include the above and Olan McCoy, Springdale; Jack Jones, Fort Smith; Frank Walden, Jonesboro; Herman Snyder, West Memphis; Bill Willis, Magnolia; Wade Wilks, Marianna; W. A. West, Russellville, and Harold Seabrook, Pine Bluff.

Sutherland in Assn.

CHICAGO — The Sutherland Distributing Company, headed David Sutherland of Kansas City, Mo., has joined the National Coin Machine Distributors Association. Sutherland, with a branch office in Oklahoma City, represents Seeburg, United Manufacturing and Fischer Sales.

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

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.
Bubble 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

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COINMEN IN THE NEWS

Boston Banter

Al Levine, formerly with Redd Distributing Company, is now firmly established as a Rock-Ola distributor under the name of Music & Vending Corporation at 46 Brookline Avenue, Boston. He took a large, vacant store and made it into a tastefully decorated showroom. He is handling the full line of Rock-Ola music and vending and has taken on the firm's Book-O-Mart, which vends books, toilet preparations and other articles the size of a pocketbook. Al is well staffed with a group of factory-trained service, and Ben Palestriand handling the vending line. Ben is well known in the music and vending business in which he has been for many years. Al has also taken on a new line of pool tables made by the U. S. Billiards, Inc., of New York. He has sold his big 15-room house in the suburbs and taken an apartment in the Back Bay. He's happy in his new venture and says he now has Rock-Ola's in the hands of operators who haven't had that make for 20 years.

Big changes at Dave Baker's Melo-Tone Vending Company in Somerville. Dave's son Hartley has graduated with honors in math from Rensselaer Polytechnic and has come into the business. Sam Baker has been promoted to supervisor of music routes, with Harvey Hoffenberg transferred from music to public relations and sales. Dave is now the owner of three riding horses and is eyeing an estate in suburban Canton where he plans to breed and sell saddle horses. Other new members of the staff are Patrick McCann, who was formerly with Advance Automatic in San Francisco and Rex Distributors in Reno. He will head the service department, music and vending; Frank DeMeritt, who comes from the food business, will be office manager.

Jim Hunter, manager of the Wurlitzer factory outlet, is a relieved man these days. His wife recently underwent an open-heart operation and is making excellent progress. The branch is in the process of moving to bigger quarters at 26 Brighton Avenue, Boston, where it will enjoy much more space and be happily removed from the congested conditions near the Red Sox ball park. . . . Bob Jones of Redd Distributors is campaigning for the annual pre-summer clearance sale, and with the fine weather Bob feels there isn't a moment to lose.

CAMERON DEWAR

Tennessee Briefs

Memphis notes: Linda Newell, daughter of Mr. and Mrs. Edward H. Newell, was married recently to Larry Browndyke of Evanston, Ill. Mr. Newell owns Or-Matt Amusement Company. Linda was in the 1963 graduating class at Southern Methodist University, Dallas. . . . Shelby County Cigarette Vending Association met June 20 at the Gas

Light Restaurant. Secretary Robert L. Baker reported they compared notes on sales effect of the recent increase from 30 cents 35 cents per pack.

Drew Canale, president of Canale Enterprises, Inc., has a swimming pool at home so popular among children of neighbors, friends and relatives he has set 10 a.m. to 12 noon each Saturday as swim time for them. . . . George Sammons, president of Sammons-Pennington Company, all set to attend the NAMA and MOA conventions September 4-10 in Chicago.

Jake Kahn and Charles Kahn, owners of Tri-State Amusement Company, recently acquired a warehouse to store their many machines when not in use or in between usage in various restaurants. They own a number of restaurants, lease them to operators and supply music and game machines.

Johnny Novarese, partner in Poplar Tunes Music Service, was seen putting on the putting green at Riverside Golf Course recently against three others. A scout reported Novarese wasn't dropping them that day and lost quite a few scats. . . . Novarese's partner, Joe Cuoghi, however, has clicked again, operators report. Cuoghi is in the producing end of the record business, and his latest hot seller on his Hi label is "Cottonfields," by Ace Cannon, operators say.

ELTON WHISENHUNT

Rumpus Game Makes Bow

CHICAGO—A new 70-Hole Shoot-Again feature is the highlight of United's Rumpus six-player puck shuffle target amusement game, introduced last week.

When the player gets the puck into the center 70-hole, the frame number stands, giving the player an extra shot. Players can continue to earn extra shots as long as they keep hitting the 70-hole.

Rumpus offers a choice of three popular United Games—Regular, Flash and Advance—with six ways to play. The game is selected by pressing the control button.

A modernized puck-elevating mechanism with an extra heavy duty motor-driven puck return, gives quieter and more trouble-free service. A streamlined cabinet is equipped with high-gloss stainless steel rails.

COIN SLIDES

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- ATTRACTIVELY PRICED.
- SIZES: NICKEL, DIME, QUARTER.

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Report From Britain

LONDON — The Seeburg mobile demonstration studio has left London after a successful six-month stint for a sales sojourn in Antwerp.

The van is now serving Seeburg S.A., Antwerp, and is touring Belgium distributors for point-of-sale demonstrations.

BRITISH BRIEFS

Sir Ronald Garvey, governor of the Isle of Man, says that new coins will be Manx-minted, probably plastic, and one unit likely to be titled the Mona, the island's Roman name. . . . Mrs. L. Shaw, secretary of Phonographic Operators Association, is back from a Malta vacation with a Miami tan. . . . Air Vice Marshal D. V. Carnegie, steward of

Burghley House, Lincolnshire County, is reported now a coin-amusement operator on behalf of that stately home catering to visitors. . . . Gordon C. Davis, commercial coiffeurist of Melton Mowbray, acquired a permit for juke box operation in his salon because his female clientele want it. . . . High Court granted Phonographic Performance, Ltd., British disk-makers' watchdog, an injunction against Rye, Sussex, juke box operator John M. Hitchcock. He can no longer schedule their releases in his machines, and PPL seeks damages. . . . Safe-breaking in the UK is taking second place to fruit machine abduction. Operators are deploring their portability and few are recovered.

City Cigaret, Sales Taxes Latest Blow to Gotham Ops

NEW YORK — Gotham cigarette operators, already burdened with a stiff occupancy tax, took on two more unwelcome loads beginning Sunday (2).

The city cigarette tax was boosted from 2 to 4 cents a

pack, and the sales tax, which applies to equipment purchases, was hiked from 3 per cent to 4 per cent.

The twin tax increases affected more than a third of all New York juke box operators—those who have cigarette routes in addition to their phonograph operations.

Before the tax increase, non-filters had been vended for 30 cents, while non-filters had gone for 35 cents. The majority of operators are now vending for 35 cents across the board, and several have gone to 35 for regulars and either 38 or 40 cents for filters and kings.

However the tax is not being absorbed by the increase in vending prices. As about 75 per cent of the packs vended before the tax increase went for 35 cents, the tax increase is borne by the operator in all but 25 per cent of sales.

Tiny Weintraub, executive director for the Cigarette Merchandisers Association, an operator group of New York cigarette men, estimates that the average operator is taking a bath to the tune of from \$3 to \$5 a case (500 cigarettes) on total sales.

Over-the-counter prices for cigarettes have been boosted 2 or 3 cents, with filters selling for 32 and 33 cents.

ZIG-ZAG Counter Game

5-ball play, 14-54-104 play. Size 12" x 17" x 9". In line scoring, high scoring. All natural wood cabinet.

\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horseshoe). Overhead double-faced model on chrome stands, complete with coin box.

\$169.50

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POOL SUPPLIES

5-Oz. Bumper Pool Balls (10) \$ 9.00
2 1/4" Balls, 1-15 w/Cue Ball \$ 12.50
2 1/4" Balls, 1-15 w/Cue Ball \$ 14.00
48" Cues \$1.95 ea.; 25 \$ 1.50 ea.
57" Cues \$2.95 ea.; 32.00 ea.
Plastic Triangles, 2 1/4" \$ 1.00

We carry complete line of Pool Supplies—Write for list.

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Wurlitzer, Rock-Ola at MOA Meet

• Continued from page 62

will come out for the convention in full force—with all company brass on hand and with most of their distributors. Spokesmen for both companies indicated that they were not making token showings.

Previously, Rowe AMI and Seeburg had announced that they would make major efforts at the conclave.

MOA's prospects, which had reached their low ebb at the Miami convention a couple of years ago, are the brightest they have been since the mid 1950's.

Heavy Attendance

With all four phonograph manufacturers in, and with their distributors showing up in force,

operator attendance at the Chicago show should be the heaviest in years.

All this bodes well for record company participation. In the last five years, the diskeries have been cool to the MOA show, not because they were involved in the association's intricate politics but because they didn't see much point in displaying their wares unless enough operators were on hand to make it worth the expense.

This year, MOA will have a sales pitch to the record companies. It can point to complete representation from the juke box manufacturers and offer the reasonable assumption that operator attendance will be substantial.

Another factor which should boost MOA attendance is the fact that the National Automatic Merchandising Association Convention begins at McCormick Hall the day after the MOA show closes.

Double Attraction

Hence, MOA is bound to draw some vending operators in town for NAMA, and the attraction on NAMA is apt to make the Chicago trip more feasible for music operators.

Also, with ROSA (the one-stop trade association) exhibiting, one-stop owners should be out in fair force.

Harry Snodgrass, MOA president, said that all four phonograph manufacturers have told him they will conduct direct mail campaigns to operators to promote MOA convention attendance. Trade paper advertising from the manufacturers will also promote MOA attendance, he added.

Bob Blundred, MOA managing director, will be in New York the first week of July to call on record companies for exhibit space.

Granddad Palmer

NORTH TONAWANDA, N. Y.—A. D. Palmer, advertising and sales promotion manager of the Wurlitzer Company, became a grandfather for the first time last week when his daughter gave birth to a girl. Palmer was in Chicago during the week for meetings with the phonograph manufacturer group regarding participation in the Music Operators of America Convention, September 4-6.

Back With Pool

BROOKLYN — The Irving Kaye Company has resumed production on its Satellite six-pocket pool table this week. According to Howard Kaye, company executive, the firm had suspended production on the unit for 90 days, but the heavy volume of orders for the game had warranted another run.

Cellar Bill Dead; Propose New One

• Continued from page 62

proposal and will take the fight to the full House Judiciary Committee. If the full committee okays the bill, the bill will then go to the House floor for vote, after getting a green light from the House rules committee.

Court Fight

If the bill becomes law, juke box operators will have to go to the courts to challenge performance royalty rates they feel are exorbitant. Both ASCAP and BMI, the principal licensors of performance rights in American music are under consent decree. Operator complaints would go to Judge Sylvester J. Ryan, of Federal Court for the Southern District of New York.

During recent hearings on the Celler Bill, juke box operators said it would be impossible for their group to raise funds to take the big performance rights societies into court for rate setting.

Wording of the bill is: "The 3rd paragraph of Subsection 1 (E) of the Title 17 of the U. S. Code is amended to read as follows:

"No proprietor of an establishment in which a copyrighted

musical composition is performed publicly for profit by means of a coin-operated machine shall be deemed an infringer unless: (1) Alone or jointly with others he owns the machine or has power to exercise primary control over it; or (2) he refuses or fails, promptly after receipt by registered or certified mail of a request by the person entitled to the performance right, to make full disclosure of the identity of the person who owns the machine or has power to exercise primary control over it."

This paragraph would now replace the old stipulation that "The reproduction or rendition of a musical composition by or upon coin-operated machines shall not be deemed a public performance for profit unless a fee is charged for admission to the place where such reproduction or rendition occurs."

Bigner Sells 300 Cincinnati Units

CINCINNATI — The sale of physical assets of Bigner Music, Inc., and Bigner, Inc., local coin machine operating companies, to Sam W. Klein, of Sam Klein & Company, was announced Tuesday (18) by Ray Bigner, president of the Bigner companies which have been headquartered at 2345 Quebec Road. Klein also is executive vice-president and operating manager of Stern Vending Company, Cincinnati.

Bigner, in announcing the sale, said that the transaction involved coin phonographs and automatic amusement devices at approximately 300 locations. Terms of the deal carried the stipulation that Bigner would not carry on such operations in the Ohio counties of Hamilton (Cincinnati), Butler and Warren for five years.

Bigner said that he will devote time exclusively to his local Rock-Ola phonograph distributorship.

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Seeburg KD 325.00
Seeburg 201 495.00
AMI K 120 375.00
AMI 120 WB 20.00
Wurlitzer 5210 WB 59.50
Wurlitzer 5207 WB 37.50
Seeburg 3W1 WB 18.50
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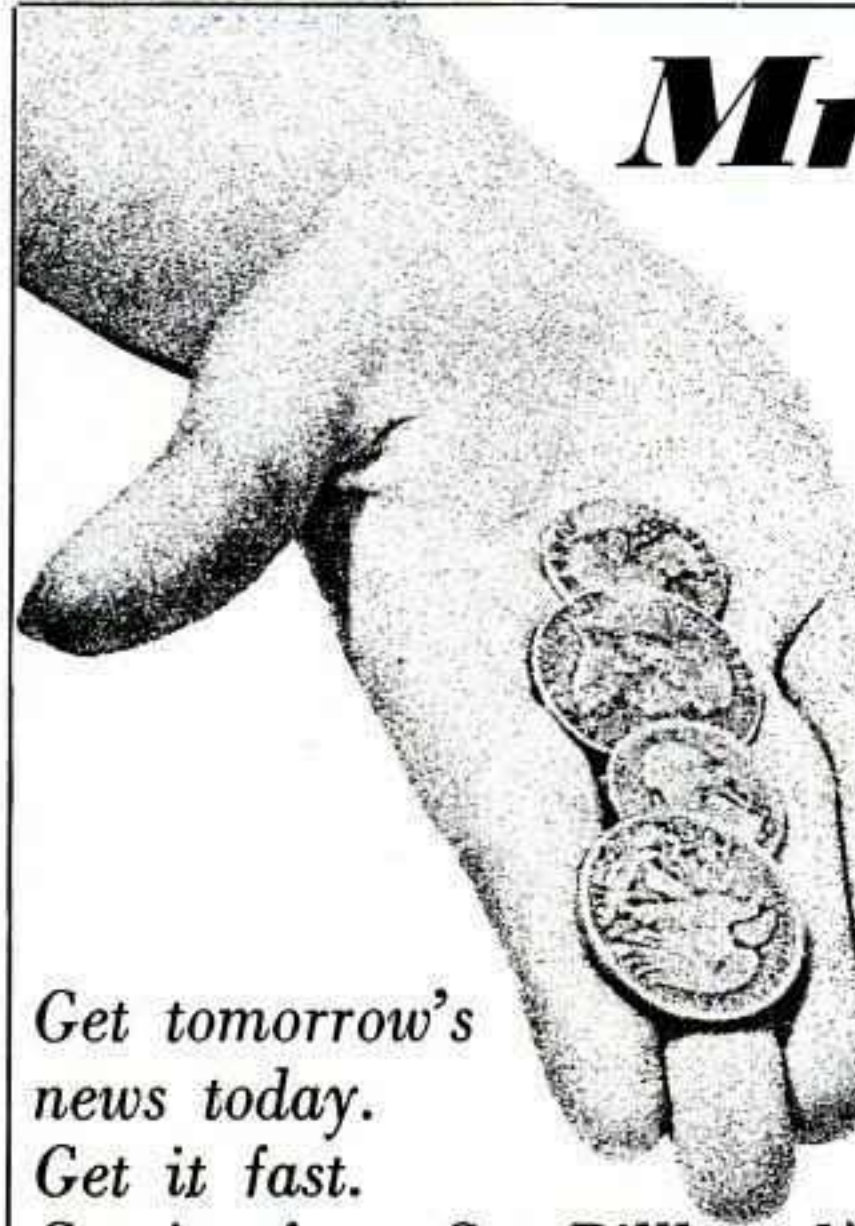
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Local Gospel Record Selling in Memphis

MEMPHIS — Four new singles, one a locally produced instrumental with a gospel flavor, were the hottest selling disks last week to operators in the Memphis area.

They are: "Cottonfields," with Ace Cannon on Hi; "Tender Grass," with Brook Benton on Mercury; "Don't Try to Fight It, Baby," with Eydie Gorme on Columbia, and "I Still Hurt Just the Same," with Bobby Wood on Joy.

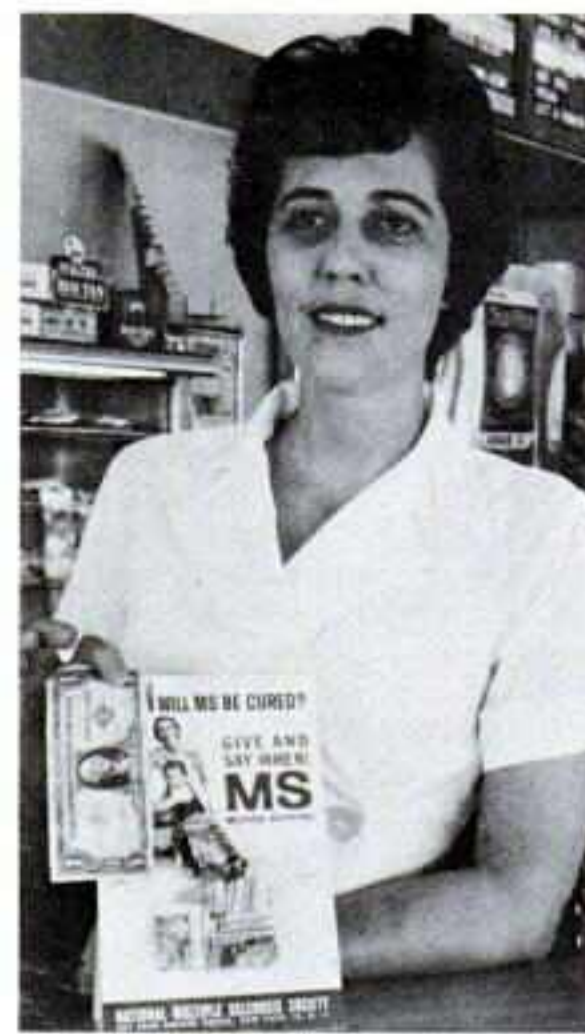
Frank Berretta, manager of Poplar Tunes Record Shop, one-stop where all operators in Memphis and most in the Mid-South shop, said all four were breaking good and were the most bought by operators.

Jake Kahn, partner in Tri-

State Amusement Company, said the Bobby Wood number was going best on his boxes. Wood is a young Memphian who, until recently, was under contract to the local Pen Record Company; Joy signed him in an agreement with Pen.

Drew Canale, owner of Canale Enterprises, Inc., said Cannon's "Cottonfields," is "going real great for us."

Edward H. Newell, Or-Matt Amusement Company; Parker Henderson, Rainbow Amusement Company, and Charles McDowell, general manager of Southern Amusement Company, said these two were going good for them, in addition to "Tender Grass" and "Don't Try to Fight It, Baby."



JUNE WOOD, waitress at Virginia Barbecue, Richmond, Va., holds the Multiple Sclerosis canister which was filled with dollar bills in one day, largely through her efforts. The Music Operators of Virginia are behind the National Multiple Sclerosis Society's drive which began May 12. Every operator in the State has been given canisters for each of his locations. Mrs. Wood's canister was placed there by Minor's Music, headed by Robert H. Minor, secretary-treasurer of the Virginia group.

British Coinmen Cool On Worth of Stereo

LONDON—Stereo sound reproduction has had only a nominal effect on collections in the United Kingdom, according to Nick Young of Juke Box Distributors here.

Young, whose juke box routes stretch far and wide in southern UK, finds disk fans view stereo as "just a pretty label," and don't know the difference between binaural of good reproduction (two opposed speakers) and the real stereo thing.

Conditions, acoustically, where juke boxes are normally placed are not conducive to the finer systems of sound reproduction, he offers. Customers want music, well audible, and will pay for that alone.

Young pointed out that there is little stereo product being pressed by UK record manufacturers. "Not enough available

for us to program stereo even if the customers wanted it," he reported.

T. B. Adams, Auto-Slot Sales, Ltd., Fanfare Silver Stereo 100 distributor, said that his observations indicate that "Stereo doesn't make much difference to the customer."

Fred Walker, partner of Ruffler & Walker, Ltd., also finds stereo an indifferent aid to the juke box trade.

The term stereo seems to have, in Britain, similar quasi-tangible value that the term "superheterodyne" had for radio sets thirty years ago, said one veteran juke box operator.

"If it's 'stereo' it is the best, but not an extra, in the public mind," he offered.

None appeared to feel that stereo added coin to a juke box operator's take.

Threatened Tariff Hike Irks U. S.

Continued from page 62

achieved by superior product along with superior distribution and marketing.

In the case of coin machines, the European trade is currently distressed by 1962 U. S. trade export figures showing that Belgium, West Germany, France and Britain purchased nearly two thirds of the \$26,017,263 worth of U. S. music machines and coin games sold abroad last year.

Sales Slump

German manufacturers are piqued particularly because this country purchased 4,988 new American machines at a time when the domestic manufacturers are battling a sales slump

caused by saturation of the German market.

The Bundestag deputy's prediction of anti-U. S. coin machine legislation in Europe was underscored by a hike a few days later in the duty on U. S. poultry.

In seeking Bonn government protection, coin machine manufacturers are fortified by the apparent inability of the U. S. to retaliate against Germany coin machine exports to the U. S.—there being no such German exports of appreciable volume.

But U. S. officials here say this is a "naive" attitude. "Any reprisals which may be invoked—and steps in this direction are being prepared—will involve German and other European products which have a strong position in the U. S. market, and thereby provide us with maximum leverage on the European governments.

Retaliation

The U. S. officials said the first German product to be singled out for retaliation undoubtedly will be Volkswagen, which this year intends exporting around 300,000 units to the U. S.

Volkswagen is building a fleet of new "bulk carrier" transport ships moving 1,700 cars in a single shipment. So important has the U. S. market become to Volkswagen that when U. S. ports were closed by the dock workers strike earlier this year, Volkswagen plants were forced

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|---------------------------|-------|
| Bally Bull's-Eye | \$195 |
| Circus Gun | 275 |
| C.C. Ray Gun | 295 |
| Carnival | 125 |
| Dale Gun | 65 |
| Ex. Star Shooting Gallery | 125 |
| Ex. Sportland | 125 |
| Gun Patrol | 110 |
| Gun Smoke | 195 |
| Hercules | 275 |
| Jet Gun | 110 |
| Keeney Air Raider | 125 |
| Marksman | 275 |
| Mid. Shooting Gallery | 195 |
| Nite Fifer | 125 |
| Pistol Pete | 75 |
| Pop Gun Circus | 225 |

GUNS

- | | |
|------------------|-------|
| Ranger | \$125 |
| Rifle Gallery | 125 |
| Sky Gunner | 125 |
| Six Shooter | 95 |
| Silver Bullet | 125 |
| Sci. Jungle Joe | 125 |
| Sky Raider | 110 |
| Seeburg Bear Gun | 165 |
| Seeburg Coon Gun | 165 |

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|----------------------|-------|
| All Tech Fire Engine | \$425 |
| All Tech Satellite | Write |
| Bally Speed Boat | 375 |
| Bally Little Champ | 295 |
| Big Bronco | 295 |
| Bally Space Ship | 275 |
| Champion Horse | 395 |
| Choo-Choo Train | 250 |
| Chuck Wagon | 425 |
| Donald Duck | 250 |
| Hot Rod | 225 |
| Highway Patrol | 595 |
| Junior Jet | 175 |
| Kings Horse | 250 |
| Moon Rocket | 595 |

- | | |
|--------------|-------|
| Safari | \$150 |
| State Fair | 175 |
| Sky Fifer | 125 |
| Sharpshooter | 250 |
| Titan | 295 |
| Vanguard | 225 |
| Un. Jungle | 125 |
| Wild West | 195 |

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EUROPEAN NEWS BRIEFS

Continued from page 65

by Wurlitzer's wholly owned German subsidiary.

The 100-selection Lyric in effect is a compact version of the Wurlitzer 2700 which is also sold in France by Bussoz.

PTB to W. Berlin

WEST BERLIN—The Bonn government has shifted its Physics - Technological Institute (PTB) from Brunswick to West Berlin.

The PTB is charged with testing and licensing all of West Germany's payout machines. Under legislation unique in the world trade, West Germany requires every payout to be tested and licensed by the government institute.

The license is valid for three years—and there is no renewal, meaning the expired-license machine must be junked or exported. The PTB was shifted to West Berlin under Bonn government policy of concentrating as many federal offices in West Berlin as possible to "show the flag" of West Germany to the East German Communist regime.

At the same time the shift makes economic sense rare for a government bureaucracy, because Guenter Wulff, West Germany's leading payout machine manufacturer, is situated in West Berlin. Wulff produces around half of all German payouts.

Cinebox to Spain

MADRID—The film phonograph is being introduced to Spain by the Sociedad Iberica de Fonovision, an affiliate of the U. S. Cinevision Corporation.

The Spanish firm will receive

technical assistance from the European producer, Societa Internazionale di Fonovisione of Milan, which has assigned exports rights in Spain to the U. S. firm.

Films will be supplied by the U. S. firm. Marketing surveys indicate that prospects for the film box are unusually bright in Spain where pageantry and music dominate the national life. The juke box boom is only beginning here, meaning that locations have a free choice between the conventional juke box or the film box.

UBA Names De Vroey

BRUSSELS—Belgium's coin machine trade association, UBA, has elected as its president Henri De Vroey of Brussels. De Vroey succeeds Alex van de Wege, Antwerp distributor and long-time leader of the Belgian trade.

In a tribute to Van de Wege's leadership, the UBA has appointed him permanent adviser to the trade association's administrative council. In this capacity, Van de Wege will advise the trade on such currently prickly problems as anti-bingo legislation and the operation of background music in connection with bingo play.

Magyars Seek Disks

ROME — Representatives of the State-owned Hungarian Gramophone Record Company are negotiating with juke box disk supply firms in several Western European countries, among them Italy, for the sale of records for phonograph play at cut-rate cost.

The Hungarian State diskery

Ditchburn Begins UK Scopitone Test; French Artists Available

Continued from page 65

in the boxes" for broad coin-slotter appeal.

Diskeries Cool

Major British record makers are "not terribly co-operative," the executive said. "Their general reaction to proposals about filming recording artists is non-committal. They never actually say no," he added.

But in France, home of Scopitone, record makers are now supplying their artists gratis for filming for film-juke box purposes. He thought it would be a long time before British Phonographic Industry members assisted in this way.

Meantime, "We are filming American artists who are high on the American charts as they visit Paris and London," Miller said.

Original Artist

"This way we get the original (artist) instead of a British or French cover job."

Miller expressed satisfaction about filming the Exciters belting "Tell Him" and "He's Got the Power" while in Paris two weeks ago (3).

The trend of Miller's ploy to obtain contemporary product for film-juke box uses in this

tabbing of U. S. talent on tour. "Sinatra is possible," he said.

Fred Walker, partner of Ruffler & Walker, Ltd., London, disagreed. Such as Sinatra and other high-caliber recording talent "are wrapped up in contracts," with British record makers, to enable them to accommodate either Scopitone or the Italian Cinebox in this manner, the veteran coin equipment trader said.

Radiovision now has 80 Scopitone units on location and earning well. Most of these are located in coastal resort towns, Miller said.

Shipments are arriving by air freight at the rate of 20 Scopitone units a month, he said. And these are placed without difficulty by Radiovision's own sales representatives.

All British juke box distributors and major operators had been canvassed with a view to handling Scopitone. Interest but no action had been the result, the executive indicated.

Radiovision wants to solve this matter of signing name talent, because second-string artists, lacking coin-slot magnetism, cost about the same to film.

Certainly there is no dismay at BPI failure to negotiate use of their talent for film-juke box current-hit propagation. Miller feels that Scopitone can live with the situation for a long time to come.

Walker plain does not believe there is much future in vid-film coin boxes of any kind.

He cites instance of a British film-juke box, made in

Slough, Buckinghamshire, 15 years ago. The device had 10 sound films, nonselective in operation, and merely rotated plays. "It did not take at all," he said. The maker lost money, and so did Ruffler & Walker, Ltd., on the enterprise, he reports.

The dismal end of these units was a brief career as Mickey Mouse cartoon viewers for junior fun park sites.

Scopitone and Cinebox "have got to realize they can't lick TV, and all the kids are worried about is the tune."

"Just watch the youngsters when a tune they like is on. They don't watch. It sends 'em off somewhere else."

Meantime, Miller has tabbed certain top talent names imminent in Europe. Negotiations are almost clinched, he said, but did not confide details at this stage.

Radiovision is certain that many American diskeries and groups will scythe through contractual hobbles for the sake of cinema-juke box exposure.

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RANDY SPARKS gives his New Christy Minstrels their first look at Grammy Award they won as best choral group of 1962. Group was unable to attend New York awards dinner because of commitment at Harold's Club, Reno.



CLEOPATRA BACKGROUND score received its world premiere "live" performance last week by Detroit Symphony. Composer Alex North scrutinizes score during rehearsals.



COMPETITION WINNERS Ole Jorgensen and Hanne Larsen arrive in New York for gala week. They won All-Star Festival LP competition sponsored by Philips' licensee in Denmark.



INTERVIEWING JIMMY SMITH in New York is Jaakko Jahnakainen, feature writer for Suosikke, Finland's leading music magazine. Jahnakainen also writes for and produces TV shows in Helsinki.

Billboard PHOTO GALLERY OF Newsmakers



MASS SIGN-UP of stars by Sue Records' Juggy Murray (seated) include (l. to r.) Ray Bryant, Ernestine Anderson

and the team of Julie and Jack. Occasion is one for all-round smiles.



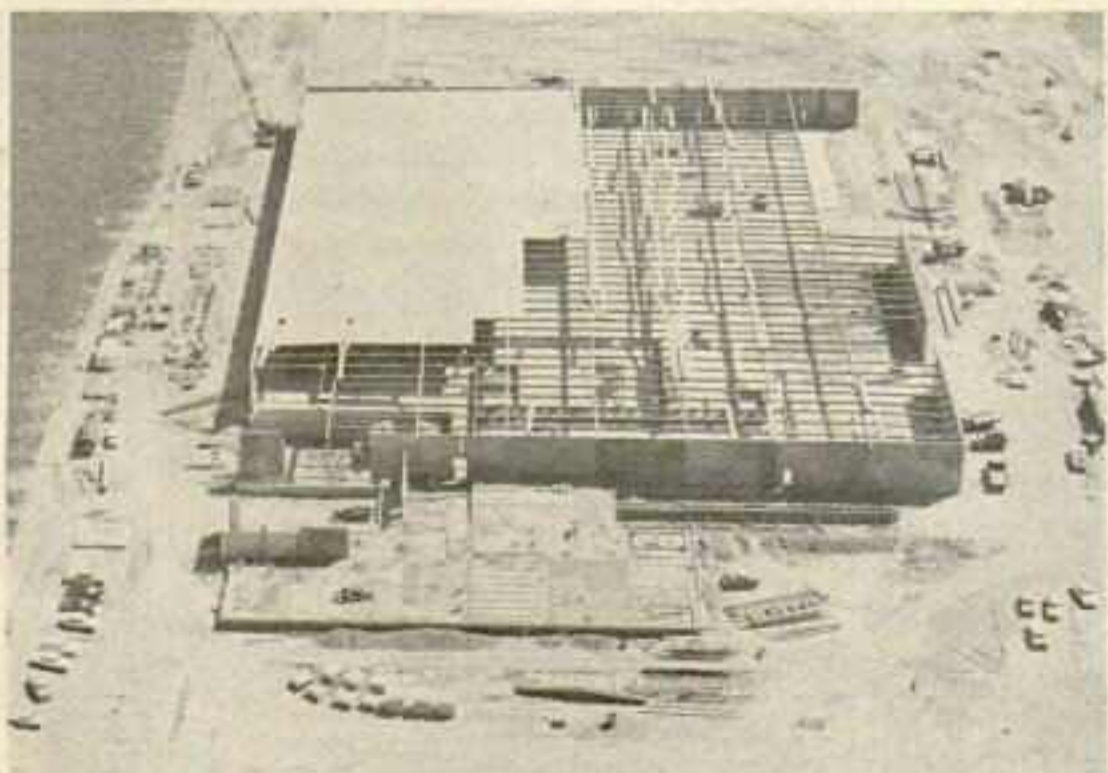
INCUMBENT VAUGHN MEADER (c.) gives tips to comic Stanley Myron Handelman (r.) on the art of recording. Handelman's LP, "How to Survive a Nuclear Attack in Peacetime, or the Silver Skate," will be cut live during his engagement at the Phase 2. Impressed onlooker (l.) is (who?) Barry Goldwater Jr.



WASHINGTON DEEJAY Felix Grant recently flew to Rio, where he stopped off at EMI (Rio Odeon) studio to observe session. Shown here are (l. to r.) Jose Ribamar (a.&r.); Luis Bonfa, composer; Grant, and Lyrio Panicelli, whose orchestra was recording.



MERCURY'S PLATTERS beam proudly at RIAA Award plaques for their LP "Encore of Golden Hits." Seated (l. to r.): Herbert Reed, Paul Robi and David Lynch of the group. Behind them are David Carrol, recording director; Zola Taylor and group manager Buck Ram.



NEARING COMPLETION is the new Columbia plant at Santa Maria, Calif. Official opening will be taking place this September.



ARTIST'S RENDERING of what RCA Victor expects will be the world's largest record distribution center is to be located in Indianapolis. Ground was broken for the one-story structure in April, and officials anticipate completion by approximately March 1, 1964.