

# Rep. Roosevelt Invites Dealers to Have Say

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt, chairman of the House Small Business Subcommittee on Distribution, told Billboard's reporter last week that his subcommittee will hear those in the record industry who want to appear during current hearings on dual distribution. ARMADA spokesmen, who

have left no stone unturned in the Capital, will be given a chance to present their case probably in July, when hearings now in progress will resume after a short recess.

Dual distribution, as the Roosevelt committee defines it, "occurs when an independent businessman's supplier is also his competitor." The most obvious example in the record in-

dustry, committee spokesmen say, is the selling of records by manufacturers through their own record clubs at prices lower than to the retailer. There are less obvious but equally damaging types.

The small and old-line record dealer and distributor plea to Roosevelt will undoubtedly speed decision at the Federal Trade Commission on the feasi-

bility of setting up trade practice conferences aimed at guidelines for the record industry. The Commission's Trade Practice Conferences Bureau has had the matter under consideration for many months.

### FTC's Problems

The problem confronting the FTC is whether this type of approach on an industrywide basis would effect a cure of the

complaints. The agency favors the voluntary approach in principle, but it would not undertake the complex proceedings unless it is true they will effect reform. There are undoubtedly some at the Commission who question it.

Onlookers familiar with both the industry malpractices and the FTC procedures, say the [Continued on page 8](#)

JUNE 15, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

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NOT UP IN THE AIR: Life is fun for the Astronauts these days. Not only have they a single out on Victor, called "Baja," but they have just joined surf trend with LP called "Surfin With the Astronauts." They seem pleased with playbacks.

# Columbia Seeks To Bring Order To Price Chaos

By REN GREVATT

NEW YORK—Important changes are in the works at Columbia Records in the area of distribution and pricing. An attempt by the firm to restore some order to chaotic pricing practices in the industry. The changes are expected to be fully outlined at the annual Columbia sales convention upcoming next month in Puerto Rico.

It is known that one important change involves the discontinuance of any and all extra discounts on product to large retail users. The philosophy is that all buyers are to be treated on an equal basis, whether they are large or small.

Contrary to the rumors circulating widely in the trade, no change is expected in the traditional functional discount to rack jobbers and one-stops.

Maximum discounts of 10 per cent are expected for limited periods on new product with semi-annual 10 per cent discount periods covering catalog merchandise. Strict control will be exercised in the extension of these discounts in terms of periods during which they are to be allowed and in holding the cuts to 10 per cent.

In the case of unusually heavy purchases, it is known that a problem has arisen in warehousing the mass of product until the buyer actually can accept it. A plan to ease the situa-

[Continued on page 8](#)

# Kapp Deep in Negotiations to Buy Congress

NEW YORK—Kapp Records is negotiating to buy Congress Records, the Neil Galligan label. Negotiations have been going on for about two months and there is a chance that the deal might be concluded sometime this month. However, no papers have yet been signed.

Top names on the Congress will stay with its current label are Linda Scott and James Ray. If the deal goes through, Neil Galligan will stay with the label, and he and Hutch Davie, arranger-producer, will continue to handle recording sessions.

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## Hootenanny Flood Is On

NEW YORK — The advance guard in what promises to be a deluge of hootenanny disks was released this past week by the Elektra and Kapp labels. The Elektra set features such artists the Limelites, Bud and Travis, Josh White, Theo Bikel, Judy Henske, Bob Gibson and Oscar Brand, along with many more folk artists. It is being released on the subsidiary Crestview label.

The Kapp set has Chad Mitchell Trio, Marias and Miranda, the Samplers, Jo March, David Hill and a number of other folk-type artists.

Both these sets have been put together to cash in on the widespread and growing popularity, on TV and elsewhere, of this spontaneous folk music performance type of show. It is believed that many more albums from practically all disk companies are on the way.

# HOW TO SUCCEED IN LP COVERS

★★★★★

## Without the Woes of Producing a Record

NEW YORK—So you're a record manufacturer and sales are slow. And even when you move a few albums everyone wants a deal so you can't make any money, anyway. So what can you do?

How about just selling album jackets? Without any records in them.

Are you kidding? Who'd buy them?

Everybody—if we do it right. What if we make up a phony series of album jackets, with provocative titles and wild art work. Like we'll call one "Songs for Swinging Mothers." And the cover will show six expectant mothers sitting on children's swings in the park. Then on the back we'll have a list of suggested song titles to go with the album. Like "I Should Have Danced All Night," "The Things We Did Last Summer," etc. Instead of a record we'll insert a black piece of cardboard shaped like a record. On it we'll have printed "I bought this as a gift. Sorry I couldn't afford the record."

How will you sell them?

Through greeting card shops, and gift shops and book stores, and maybe even record stores. They can sell them for \$1 each as gag studio cards.

How much will they cost?

About a dime each. We'll sell them for **40 cents to jobbers—we'll make a fortune!**

If you think this is all a gag, you're mistaken. From Coast to Coast one of the hottest selling greeting card items are six spicy record jackets, with wild titles and even wilder pictures on the cover. They sell for \$1 each, and so far the six have sold close to 50,000 apiece or a total of 300,000 jackets.

They are issued by a pair of enterprising writer-publisher named Jackie Kannon and Alex Roman, through their Kanrom publishing firm. These two produced the best selling "JFK Coloring Book" last year, and the book of poetry by Jackie Kannon called "Poems From the John."

The albums are the brainchild of Bob Booker and Earl Dowd, the happy creators of Vaughn Meader's two "First Family"

albums. Actually they worked on this idea before the "First Family" bonanza happened.

The titles of the six greeting card jackets are "Songs for Swinging Mothers," "Londerriere and Other British Favorites," "Music for Casual Affairs" and "Music for Mixed Emotions," and "Victory at Sea."(!) The pictures on the covers, of scantily clad lassies and hirsute males, fit the mood as expressed by the titles. On "Victory at Sea," for instance, a pair of guys are shown on a cruiser, while a bevy of naked girls are shown jumping overboard.

According to Alex Roman, the covers have been so successful that they are bringing out six more shortly. They are currently being carried by 3,000 greeting card and book stores. They are wholesaled by book and greeting card jobbers. The new covers, according to Roman, are even wilder than the first. He said a Playboy photographer took the pictures for the new covers.

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# Witnesses Tell How Club Benefits Trade

## The 'Cleo' Disk Gets Giant Splash, But Everybody's Dipping Toe in Nile

By JACK MAHER

NEW YORK—The stampede is on. The recording industry is moving into the "Cleopatra" act for real as reports on album product based on the music from the flick start to pour in. Ultimately, it is believed that more than a score of LP's will be made of the music from the picture by other than the 20th Century-Fox label. At the same time the producing movie company has asked both Time Records and United Artists to change alleged misleading copy on their albums based on "Cleopatra." Both are complying with the 20th Century-Fox request.

Besides the Ferrante and Teicher United Artists album, UA is preparing a jazz LP by Al Caiola. MGM is supposed to have at least one on the way, reportedly by David Rose. RCA Victor also is preparing an LP based on the music from the score by Hugo and Luigi's ork, recorded in Rome. The low price Ambassador label is taking orders for an album of music from the picture to sell at 99 cents. Dave Miller is believed to be recording the original sound track music in Germany at this present time for issue on one of his labels in the near future.

The first jazz versions of the "Cleo" score are also being readied. Paul Horn is the featured artist on a jazz interpretation of the score for Columbia.

The Al Caiola UA version is called "Cleopatra and All That Jazz," by Al Caiola and the Nile River Boys. Dick Hyman, Clark Terry and other top-notch jazzmen here have been hired to take the queen down the river.

The first comedy LP based on "Cleo" is also available. This is called "Cleopatra" (with art work parodying the original) and is by comic Will Jordan on the Topical label.

### Roberta Signed By ABC-Para

NEW YORK—Roberta Sherwood has been signed to an artists contract with ABC-Paramount Records.

She completed her first LP for the label recently, with release scheduled for late this month.

## Report White House Mulls Proposal to Scuttle FCC

WASHINGTON—Momentum seems to be gathering for the proposal that the Federal Communications Commission be replaced by an administrator and court, with the White House reported to be giving the matter "serious study."

The commission's new Chairman, E. William Henry, in a CBS-TV interview last week concurred with his former chief, Newton Minor, in that he feels the judicial functions of the FCC should be handed over to a court and administrator.

Minor, now an executive with the Encyclopaedia Britannica, made the proposal in a letter to President Kennedy dated May 31.

### F. & T. Give 'Cleo' a Run

NEW YORK — Ferrante and Teicher are giving the original cast waxing of the "Cleopatra" sound track album and single a real run for the Nile. Their United Artist LP, which contains the two themes from the flick, plus a flock of other movie tunes, has shipped in the two weeks about 80,000 LP's, according to a spokesman for the firm. The single is starting to move out, too, claims the firm.

F. & T. have always been hot with movie tunes. Their biggest hits have been "Exodus," "Tonight, Tonight" from "West Side Story" and "Theme From The Apartment." All of these records have done a million, according to UA, with "Exodus" hitting more than 1,500,000. In addition to their singles sales, the duo piano team has racked up a total of two million album sales in three years.

F. & T. are also very hot on the concert circuit. They are booked up solidly for the summer and fall season. It is understood that the duo's earnings from both record sales and concerts hit the \$400,000 mark last year.

### PUB PULLS BACK 'FAMILY' BOOK

NEW YORK—Fawcett Publications and Rolton House have agreed to stop publication and sale of "The First Family Photo Album"—a book based on material from "The First Family—Vol. I and 2" LP's.

Fawcett withdrew the book due to protests from Bob Booker and Earl Doud, who wrote the material for the Vaughn Meader-Cadence top sellers.

Booker and Doud protested the Fawcett book was put out without their permission and knowledge.

NEW YORK—By the time "Cleopatra" has opened in all 50 of its specially fitted movie houses across the nation some weeks from now, 2,000 store window displays supporting the sound track LP will have been installed in department and record stores. At the same time, the movie disk combine will give local distributors and dealers a piece of the action selling the album in theater lobbies.

The \$36 million motion picture is being released across the country on a staggered schedule. World premiere is in this city Wednesday (12), with the picture opening in Hollywood the following week and in three to four markets in each succeeding week. A total of 50 cities is involved.

Each of these theaters is being fitted with special 70-mm projection equipment. Once this renovating is completed and the picture starts its run, a local dealer will be elected to sell copies of the sound track in the theater lobby. These dealer concessions will be stocked by local distributors.

The amount of store window space devoted to "Cleopatra" has been on the rise for the past week in this city. On the heels of the Korvette Fifth Avenue window, and special displays in such shops as Colony and Doubleday, other large department stores were contemplating windows. In Los Angeles more than 70 stores are now showcasing special "Cleopatra" sound track displays.

### Skinny Ennis Dies on Coast

BEVERLY HILLS, Calif. — Skinny Ennis died last week at the age of 56. He choked to death while dining at a restaurant.

Ennis hit the big time as vocalist with the Hal Kemp ork in the 1930's. He was originally a drummer, and was called in as a vocalist one night when Saxie Dowell, regular Kemp singer, was hospitalized. His biggest hit with the Kemp band was "Got a Date With an Angel," which later became his theme song.

He left the Kemp band in 1938 to form his own ork. Bob Hope made him his ork leader on his Pepsi Cola radio show in the 1940's. He appeared at the Statler Hilton Hotel in Los Angeles every year for the past five. He is survived by his former wife Carmine Calhoun, and a son Chris.

### British Masters Head for States

LONDON—Ambassador Music, Ltd., and its parent firm, Gil-Pincus Music, will release British masters in the U. S. Initial release produced for the American market will be on Dot and features the Thunderbolts with "Lost Planet" b-w "March of the Spacemen"—both British tunes.

Joe Meek, indie British producer, is preparing another single and an LP for initial release here.

## Cadence Head Denies Columbia Has Edge

By REN GREVATT

NEW YORK—Does Columbia Records, with its record club, have an unfair competitive advantage over an independent disk manufacturer? Archie Bleyer, president of Cadence Records, one of more than a dozen witnesses paraded to the stand last week in the current hearings on a Federal Trade Commission complaint against the record club, doesn't think so. Bleyer's testimony was a highlight of the fifth week of the defense portion of the case in which the Columbia club operation is accused by the FTC of certain antitrust violations and of unfair pricing tactics.

Responding to questioning by Columbia counsel Asa Sokolow, Bleyer denied that Columbia has any advantage over his company. What's more, Bleyer said: "I am not now interested in distributing through the club. 'To me,' Bleyer continued, 'creative ability is the only competitive factor. I've been fortunate enough to be able to compete at this level with everybody.'"

Nor does Bleyer feel a company with a club has any competitive edge over him in acquiring artists. "I don't compete with anybody for artists, particularly the big companies with their guarantees," he remarked. "It's simply unrealistic to give guarantees. I feel I get the best out of an artist without giving a guarantee."

#### To the Rescue

Bleyer also testified at length about his recent phenomenal seller, "The First Family," testifying that Columbia was one of the firms which gave complete co-operation in pressing the album for him.

Bleyer said that he does not regard clubs as discounters since they obligate customers to buy at list. "They (clubs) are one of the few places left where records are sold at list," he said.

Earlier, Lester Wunderman, head of Wunderman, Ricotta and Klein, the agency which handles club advertising, noted historic evidence to show that book club selections tended to become best sellers and that book club promotions were shown to have built retail traffic. Wunderman, a mail-order expert for some years prior to his association with the Columbia club, testified that at the inception of the club at least 50 separate dealer support aids for the club were prepared along with a consumer ad campaign directing potential members to dealers, at a total cost of \$500,000.

It was also brought out by Wunderman that when Columbia learned in 1961 of Federal Trade Commission inquiries with respect specifically to the Columbia club, particularly in connection with pricing practices, that a willingness to change the tenor of the club ads contingent on the acceptance of the same general change by the RCA Victor and Capitol clubs was conveyed repeatedly to the Commission. No response was ever received from the FTC, it was said.

**Audience Builder**  
Mrs. Marianne Mantell, co-head of Caedmon Records, testified that she made the Columbia club deal for Caedmon "to reach a new audience on the theory that the best advertiser ultimately was an owner of Caedmon Records."

"Our sales through other media, according to our records, have not gone down during the period of club sales activity," she said.

Charles Schlang, head of Mershaw of America, Inc., a leading rack jobber, testified that during the period of his company's existence, which roughly parallels that of the club, his business had increased substantially every year, from a low in its first year of 1956 of \$50,000 to \$4,600,00 in 1962.

Schlang, asked about his sales of a number of albums which have been offered through the club, said that in all cases

*Continued on page 8*

## 'Goodies' Off and Running With Help of Browser

NEW YORK—Dealers and distributors all over the country are reporting a brisk sales reaction to Roulette Records' 12 "Golden Goodies" albums, according to Bud Katzel, general sales manager for the diskery. Sets contain a veritable golden collection of rock and roll hits of the 1950's.

Katzel said more than 275,000 of the albums have been shipped to stores that are utilizing the point of purchase floor browser pre-packed display racks, holding a dozen of each of the 12 albums.

"Both the small stores and big users are having a field day with these albums," said Katzel. "Rack merchandisers such as U. S. Records in Fall River, Mass., have scored heavily with Golden Goodies," he said.

Katzel attributes the motivating force behind the stores' sales to the browser display racks... moving the merchandise quicker than when sold loose in store bins.

Morris Levy, Roulette's president attributes favorable radio station reaction to the album packages as another major factor in the success picture.

Disk jockeys and radio stations are running contests in conjunction with playing cuts from the Golden Goodies albums. Radio Station KEWB, San Francisco, is playing cuts and requesting listeners to identify the tune, or the artist, or the year that the record was a hit. The station has awarded 600 Golden Goodie LP's to listeners. Recently WAAT air personality, Harvey Miller, featured the entire series on his show with a tie-in with a local Trenton record store, the Old Record Gallery.

# Capitol Starts Dealing Foreign-Made Disks

## Sister Labels Doing Pressing

By LEE ZHITO

HOLLYWOOD—Capitol Records last week started domestic distribution of pressings produced and manufactured abroad by its sister EMI labels. Operation is being handled by the recently formed Capitol Imports wing of Capitol Records International Corporation. The foreign-made disks, to be marketed in the U. S. under the Odeon and Pathe labels, will be the actual pressings manufactured overseas by HMV, English Columbia, Parlophone, Electrola, La Voce del Padrone and Pathe-Marconi.

Fact that Capitol would import pressings from abroad for sale in this country was first revealed by Billboard in its December 22, 1962, issue. The exclusive report detailed Capitol's formation of a revitalized international operation, headed by CRIC Executive Vice-President Lloyd Dunn and aided by CRIC Vice-President Bud Fraser. Imports will boast a lusterous line-up of longhair names, including Beecham, Christoff, De Los Angeles, Furtwaengler, Kreisler, Schnabel, Solomon, Toscanini, and Bruno Walter.

Capitol expects the imported pressings (more than 800 titles) to buttress its strong position in the classical field (via the Angel label), and provide it with America's largest array of foreign disk productions. Sale of these foreign-pressed disks can enhance substantially EMI's earnings in the U. S. market.

## IS THE CARIOCA NEW 'THING'?

NEW YORK—Maybe Riverside Records, which did so well with Charlie Byrd and Cannonball Adderley bossa nova records, has discovered the "new thing." The label has picked up an album recorded by disk producer Fred Marshall called "Playing It Cool in Rio." This one, by artists named Joao and his Brasileros, provides new interpretations of the carioca.



TWO POLICEMEN had to keep the crowd in line as the Shirelles signed autographs for teen-agers at KJOY studios in Stockton, Calif., following a concert there recently.

## Epic Regional Meetings To Go Over Fall Product

NEW YORK—Epic Records will hold three regional sales meetings in New York, Las Vegas and Miami Beach, commencing the week of July 8, according to General Manager Len Levy. The meetings, during which full album product and promotion plans will be discussed in detail, come at a time when the label is enjoying, for the second consecutive year, a hot streak in normally soft times.

Bobby Vinton, who last summer was making big strides with "Roses Are Red," has another fast-moving side in "Blue on Blue," while George Maharis, who has resumed his dinking career after an extended illness, is making an impact with "Where Can You Go for a Broken Heart." At the same time, newcomer to the label, Rolf Harris, is getting a lot of action with "Tie Me Kangaroo Down, Sport."

Levy noted that "because of the increased size and activity of the entire Epic organization, we have found it advantageous this year to hold regional meetings." Last year, the label held its meetings concurrently with those of its parent firm, Columbia. Meets will be held in New York, July 9; Las Vegas, July 12; Miami, July 16.

## N. Y. NARAS Elects 10, Retains 10

NEW YORK—Ten new members have been elected and 10 old members returned to office as members of the Board of Governors of the N. Y. chapter of the National Academy of Record Arts and Sciences (NARAS). Voting of the active membership has just been completed and tabulated.

Set to take their places for the first time at the new board's first meeting this Wednesday (5) are: Tom Dowd, Bobby Hackett, David Hall, Joe Harnell, Quincy Jones, Irving Kolodin, Jerry Leiber, Tommy Leonetti, Father Norman J. O'Connor and Chuck Stewart.

Back to serve another term are Manny Albam, Sascha Burland, Dom Cerulli, Nesuhi Ertegun, Milt Gabler, Mickey Kapp, Alan Kays, Carolyn Leigh, Gunther Schuler and Billy Taylor.

At Wednesday's meeting the

## Hal Peebles To Get C&W Award on Coast

HOLLYWOOD—Johnny Cash will present an award to promoter Hap Peebles in recognition of his 30 years' service to the country and western music field during the second annual Country Music Spectacular to be staged here at Hollywood Bowl on June 22. The show will feature 13 c.&w. name performers headed by Cash, Flatt and Scruggs.

Peebles' citation will honor him "for elevating the image of country and western music throughout the U. S. and for his dedication and loyalty to the country and western performer." In making the presentation Cash will point out that Peebles' efforts resulted in employment for thousands of c.&w. artists through the years and has earned millions of dollars for these artists.

Another Johnny Cash award of merit will be presented during the same event to movie-TV actor turned disk artist, Walter Brennan, "for his contribution to c.&w. music."

The show, produced and promoted by Saul Holiff, will feature in addition to Cash, Flatt and Scruggs George Jones, Grandpa Jones, Faron Young, Louvin Brothers, Mother Maybelle and the Carter Family, June Carter, the Chuck Wagon

## 3 Past Prexies Due to Attend SORD Fla. Meet

NEW YORK — Among those due to attend the forthcoming Miami Beach conference of officials of the Society of Record Dealers (SORD) are three past presidents. Details of the meeting were clarified last week by secretary-treasurer Lou Shapiro, of nearby Jersey City, N. J., who said the meetings would be held Sunday through Tuesday (June 16-18).

new board will elect new officers for the New York chapter of the record association.

## COLPIX TO GET VICTORS TRACK

NEW YORK — The original sound track music from Carl Forman's production of "The Victors" will be released on Colpix Records, the record subsidiary of Columbia Pictures, distributor of the film.

Sol Kaplan, writer of such film scores as "Halls of Montezuma," "Niagara," "I Can Get It for You Wholesale," "Tales of Manhattan" and "Happy Anniversary" is writing and conducting the music for "The Victors."

Gang, the Plainsmen Quartet, Loretta Lynn and Ritta Weill.

Peebles has been prominent in staging c.&w. shows in the Midwest. He headquarters in Wichita, Kan.

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# ARMADA Sees Capital Action

NEW YORK — On the eve of what promises to be one of the best attended ARMADA conventions in the organization's five-year history, the protracted ARMADA representations to various federal government levels in Washington appear to be on the verge of bearing fruit. (See separate story, Page 1.)

Though the focal point of ARMADA activity—the setting of a trade practice conference for the record industry by the Federal Trade Commission—has not yet been achieved, representatives of such industry trade groups as ARMADA and the Society of Record Dealers (SORD) have met recently with Commission officials here. Elements of these areas of the business who wish to be heard are expected to appear at hearings being held by the Roosevelt Small Business Committee subcommittee on distribution.

The subcommittee is currently investigating problems of dual-distribution in a number of industries. Contact by the subcommittee's legal staff has already been made

with the ARMADA office here and the association's executive secretary, Paul Ackerman, along with treasurer Jim Schwartz, will meet with subcommittee personnel Tuesday (11) in Washington.

Two weeks ago, top ARMADA executives including Schwartz and President Amos Heilicher, in the company of Schwartz's attorney, Earl Kintner, held a meeting in Washington with members of the FTC's Trade Practices Bureau. A week later, a similar FTC meeting took place with SORD President V. H. (Andy) Anderson and counsel, Dudley Weiss. As a follow-up to those sessions it is known that various record manufacturers are being asked to present their views on the ills afflicting the business.

At least part of the current stepped-up pace of activity is being credited to the feverish activity within ARMADA to get members to contact members of Congress. This campaign was generated at an emergency board meeting of ARMADA held last March in Chicago following the move

a few weeks before of the well-known Handleman rack-jobbing organization into the distributing business in Detroit.

So far such figures as Sen. Hubert Humphrey of Minnesota; Sen. Estes Kefauver and Sen. Albert Gore of Tennessee and Congressman Ross Bass, also of Tennessee, have been reached.

All have pledged support of distributors in their troubles. It is known that FTC chairman Paul R. Dixon acknowledged one request for action with the statement that the Commission was continuing its study of the problems confronting the industry with a view toward effecting at least one of several possible solutions, including a trade practice conference.

Meanwhile, the impact of these continuing developments was being felt in terms of advance reservations for the forthcoming ARMADA Convention, to be held at the Eden Roc Hotel, Miami Beach, June 25 and 26. Close to 200 reservations have already been made for the conclave with the meetings still two weeks off.



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G/W

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# Victor Streamlines Field Force By Telescoping Promo Duties

NEW YORK—RCA Victor is streamlining its entire field force operation, by uniting its field and promotion men activities into one operation. Victor expects that this realignment of its field operation will give the firm more concentration in key markets.

## Far East Robbing Us Blind, Diskman Says

HOLLYWOOD—Plagiarism of American music is rampant in the Far East, Mickey Goldsen (Criterion Music) reported to Billboard last week upon his return from a 10-week tour of that sector. Goldsen had visited Tokyo, Hong Kong, Bangkok and Manila, and returned with samples of unlawful copies of U. S. songs which he will place before the Music Publishers Protective Association.

According to Goldsen, newsstands and bookstalls through the Far East offer various collections of U. S. standards at a fraction of their cost in this country. These plagiarized copies, Goldsen said, often fail to credit the writers, and never list the originating publishers. American publishers are never paid for these sales. The situation has been flourishing, Goldsen said, because the U. S. music firms do not have representation in these countries, and, therefore, violations cannot be policed.

According to Goldsen, the heavy traffic plagiarized U. S. songfare exists due to a strong demand by natives for American tunes. Popularity of American songs, he said, is prompted more by the natives' desire to learn English than by their actual appreciation of occidental tunes. Prevalent custom is to acquire a U. S. disk and follow the words on a songsheet. In Bangkok, for example, only the English lyrics are peddled since the native instruments do not lend themselves to performing music built on Western scales.

Goldsen said that laws exist in these lands forbidding the unsanctioned use of tunes, and he expects MPPA to investigate the possibility of gaining greater protective measures for U. S. publishers and writers.

## 'Mondo Cane' Gets Much Disk Action

HOLLYWOOD — "Mondo Cane," the independent Italian film import, is enjoying unusually wide disk attention. The original music, written by R. Ortolani with English lyrics by Norman Newell, is published in this country by E. B. Marks Music Corp. Picture is a Times Film Release.

The score was among the first to be handled here by Bob McCluskey, the local rep for the Marks firm. "Mondo Cane" disk versions include a United Artists original soundtrack LP, plus three UA singles, including a Danny Williams jazz single, the picture's theme, and a single from the original soundtrack. Other disks are a Martin Denny single and LP (Liberty), Steve Lawrence (Columbia), Della Reese (RCA Victor), Charlie Byrd (Riverside), Clebanoff (Mercury), and soon to be issued, a jazz version on Cameo-Parkway, and a recording by Katyna Panieri on London.

## BB COLUMNIST IN LONDON

NEW YORK — This week Billboard is introducing "Music Men Abroad," a column which will throw new light on the expanding business of the world's record and allied trades. It will be contributed regularly by Don Wedge, Billboard's London music correspondent until the beginning of the month.

He has been a music journalist for the last 11 years, first as a contributor and then as a staff man of the British consumer weekly New Musical Express and Billboard. He recently resigned both posts on his appointment as editor of a major new consumer weekly which will be launched in Britain in the autumn by George Newnes, one of the world's biggest publishing houses. His successor, both at the New Musical Express and as Billboard's London music columnist is Chris Hutchins, whose first column appears in this week's International Section.

## Colpix Signs Freddie Scott

NEW YORK — Singer-songwriter Freddie Scott has been signed to an exclusive contract by Colpix Records.

Scott is the writer of "It Only Lasts a Little While" waxed by Paul Anka, "The Door Is Open," by Tommy Hunt, and Gene Chandler's offering of "From Day to Day."

## THERE'S ACTION NOW

### Billy Fields: King of the Subways

Billy Fields, a singer whose career till now has been so spectacularly uneventful that he works as an apprentice gem polisher in a jewelry house all week long and sings in two-bit clubs on weekends.

But for an unsuccessful singer, Billy Fields' name is as well known to New Yorkers as, say bellydancer Nejla Ates' or, even, Kilroy's. For six years, Fields' friends have been posting gummed stickers in likely and unlikely public places announcing: "I'm a Billy Fields Fan," and if the tiny stickers haven't got him much action, they have made it clear there is a Billy Fields.

There wasn't much action, that is, until last week when an alert New York Times reporter, intrigued by the stickers, tracked down the singer, his mother and his agent and wrote a little piece for the paper. The piece said that 2,000,000 of the stickers had been put up over the years, that they hadn't done much for his career and that if a record company was interested, so were Fields and his agent, GAC's Sid Bernstein.

From now on all field men will be responsible for everything in their markets, distributor relations, relations with one-stops, racks and disk jockeys.

The field staff will be under the direction of Sal Peruggi, who reports to Jack Burgess, division vice-president in charge of sales.

### Telescoped Areas

Under the new set-up, each field man will have a smaller area to concentrate on than before. There will be a field man for each major market. And in the smaller markets, the field man will work nearby markets rather than covering an extensive geographical territory.

Allan Clarke, formerly in charge of the Victor promotion men, will become field man for the Philadelphia market.

Last week Liberty Records expanded the duties of its promotion staff by making them include retail dealers in their rounds along with seeing disk jockeys. Victor's concept is somewhat similar, but means their field men cover all activities on all levels in a market.

## Blaine Takes Movie Plunge

NEW YORK—A new motion picture production company, Cosnat Production Company, Inc., has been formed, it was announced by Jerry Blaine, chairman of the board of Jubilee Records and president of the new firm. Offices have been opened here and in Hollywood.

Mickey Rooney is slated to star in one of the company's productions, "Banquets for Losers."

"The Rage Within," starring June Wilkinson, who is now appearing in the Broadway show "Pajama Tops," will be Cosnat's first release.

Cosnat plans to release 12 pictures a year beginning this fall.

# Kayes to Head Victor Club; Hall Takes His Post



ROGER HALL



ALAN KAYES

NEW YORK—RCA Victor has named Alan Kayes to the new post of director of RCA Victor club operations, starting July 1. At the same time the firm has selected Roger Hall, manager of the Philadelphia Orchestra, to replace Kayes as manager of Red Seal a.&r., starting September 1.

Kayes has been head of Victor Red Seal since 1951. In his new post he will be responsible for administration of all RCA Victor Record Club activities, according to Norm Racusin, division vice-president and operations manager of Victor's record division, the firm expects a large growth in the club area in the future and Kayes appointment underlines the attention Victor is paying to the field.

The first job Kayes held at Victor was manager of press and information in 1946. He moved into the Red Seal Department in 1950. He brought to Victor such names as Van Cliburn, Fritz Reiner, Morton Gould, Leontyne Price, Anna Moffo, David Oistrakh, Emil Gilels and Sviatoslav Richter. In his new post Kayes will report to Harry Jenkins, RCA Victor record division vice-president of marketing.

Roger Hall has spent the last four years as manager of the Philadelphia Orchestra Association and business administrator of the Philadelphia Academy of Music. He has had record industry experience as national sales manager for all Capitol classical product, and as national sales manager of Angel Records. He has also been assistant manager of the Chicago Symphony Orchestra, and had a two-year stint with Columbia Artists management. He will report to Bob Yorke, RCA Victor division vice-president in charge of the commercial records department.

## Atlantic Sees Full Turnout

NEW YORK — Atlantic Records is expecting 100 per cent distributor attendance at the annual distributor meeting being held by Atlantic and its Atco subsidiary in Miami. The meeting is being held to tie in with the ARMADA Convention.

Atlantic and Atco will hold their meetings Monday (24) at the Eden Roc Hotel. The Atco conference will begin at 3 p.m. and Atlantic at 4:30 p.m. Top echelon of Atlantic and Atco brass will be on hand: President Ahmet Ertegun, vice-president Nesuhi Ertegun and Jerry Wexler, national sales manager Bob Kornheiser and national album

## Collins Names Ratings Group

WASHINGTON—Leroy Collins, National Association of Broadcasters president, has announced appointment of a 14-member, all-industry rating council designed to oversee the all-important NAB radio-TV ratings project.

Donald H. McGannon, president of Group W (Westinghouse Broadcasting Company), will chair the NAB's research committee, which intends to develop minimum standards in ratings methodology and a system for accrediting acceptable private research services.

McGannon and Collins last month threw open the project to Rep. Oren Harris' special House investigations subcommittee. It was the Harris committee that launched the recent investigation into ratings.

The group will hold its first meeting within two weeks.

## John Knodle In New Post

CHICAGO—Westbound Music, Mercury's newly formed publishing division, has named John F. Knodle national promotion manager. The announcement came last week from Eddie Mascari, general manager of Westbound.

Knodle was formerly promotion manager for Mercury's Minneapolis distributor, Coda Distributing company. Prior to that he appeared as a vocalist in night clubs around the country.

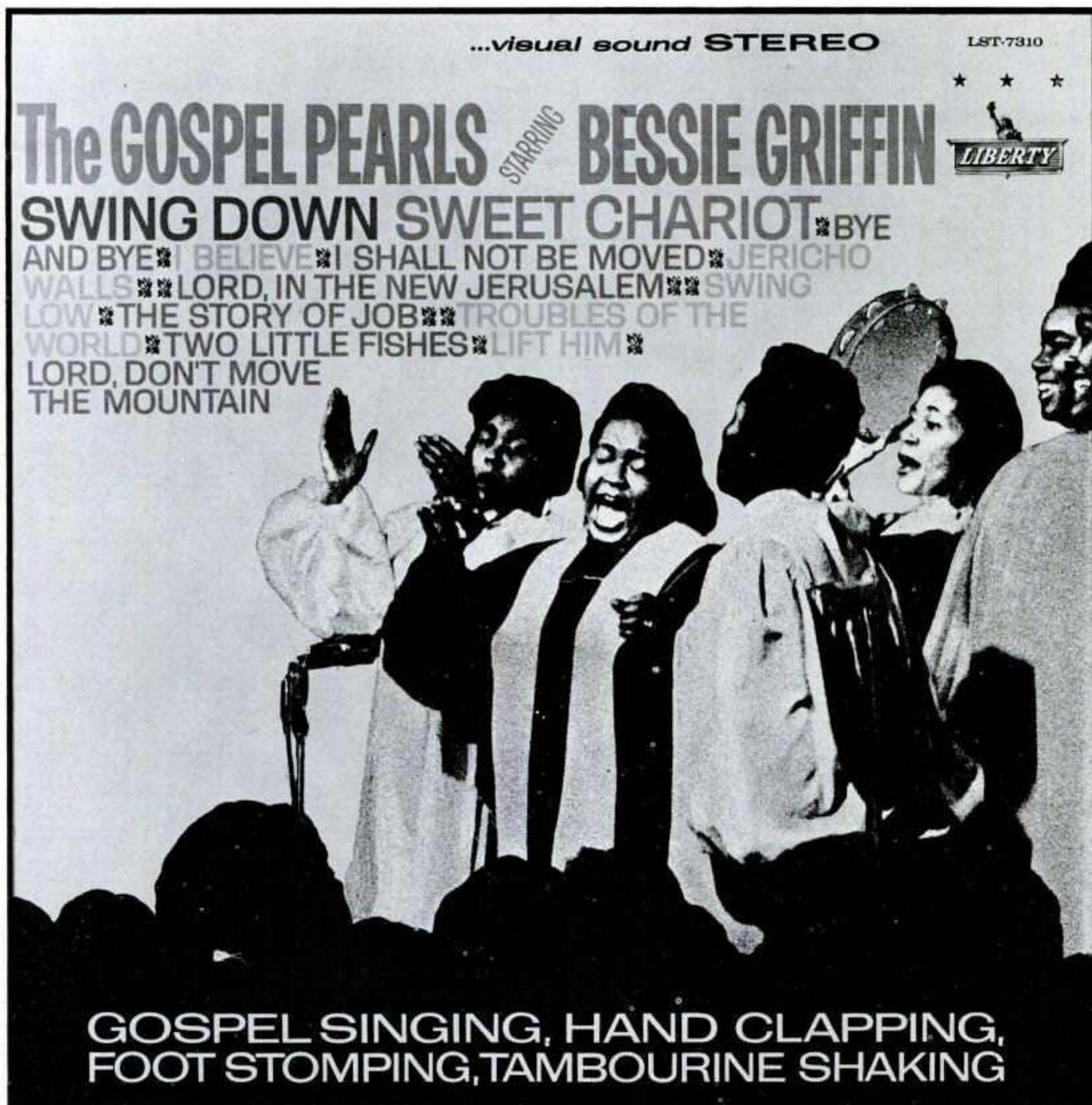
He is a native of the Minneapolis-St. Paul area and attended the University of Minnesota. Knodle will be responsible for promotion of all Westbound material.

Westbound, which is making its material available to all labels, is concentrating its efforts in the "Top 40" area, but is open to material of all types.

sales director Len Sachs. New products and sales and merchandising plans will be introduced along with the LP's.

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# Witnesses Tell of Benefits Club Gives

• Continued from page 3

the albums have been good sellers on his racks. Schlang also said he undertook a survey of customers in his local discount store record departments. "We interviewed 600 current and ex-club members and they were all buying from us in those departments," Schlang said. "My personal conclusion was that the clubs were not hurting us."

### Fringe Benefit

Schlang added that a stereo player, once offered by the club for \$7.95, "was a terrific service to the business. We felt a surge of new stereo record sales at the time," he said.

Another witness, Alan M. Cohen, treasurer of Cameo-

Parkway Records, testified that his company received financial and advertising benefits from the club. Beyond that, he noted that his company's business doubled each year in the two years since original club affiliation. He felt that retail sales, which he described as "still important," had not been adversely affected by club offers.

In cross-examination, Cohen admitted that in a recent meeting Columbia was given permission, for the sake of club sales, to attach a \$4.98 list price to a forthcoming album that will bear a \$3.98 retail suggested list price for store sales. Cameo-Parkway sells both monaural and stereo product

normally at \$3.98. The album in question is a set by the Maynard Ferguson band, yet to be released.

Thomas Noonan, research director for Billboard, in a return appearance, testified under questioning that the number of record firms has vastly increased in the past decade, as has the output of product. He said that Billboard reviewers received about 1,600 LP's for review in 1955 as against 3,600 in 1962. He said dealers carry "substantially more LP titles today than in 1955."

### Increase is Tenfold

Noonan testified that whereas there were about 15,000 retail outlets for records in 1955, there are about 150,000, including all rack locations, a tenfold increase during the period of existence of the club. Also brought forth from Noonan was the fact that the Mercury "1812 Overture" of Tchaikovsky, first offered by the club several years ago, remains a best seller at retail, according to a classical chart in Billboard in February 1963. Dealer witnesses had testified earlier that the club offer of this album had damaged their sales of the album.

Louis Teicher, a member of the piano team of Ferrante and Teicher, said his album sales have increased at retail during the period of their availability in the club. He regarded the publicity and promotion of the club as valuable.

## AVAKIAN NEW NARAS HEAD

NEW YORK — George Avakian is the new president of the New York Chapter of the National Academy of Recording Arts and Sciences (NARAS). The veteran recording man, one of the founders of the Academy, has been active throughout its history in many phases of its operation.

The incoming board of governors, meeting for the first time on Wednesday (5), also elected the following officers for a two-year term: Billy Taylor, first vice-president; Acy Lehman, second vice-president; Is Horowitz, secretary, and Joe Csida, treasurer. John Stevenson was re-elected as executive vice-president.

## REP. ROOSEVELT INVITES DEALERS TO HAVE SAY

• Continued from page 1

agency may feel it would be "in over its head" to try the trade conference approach in this instance. The softer, voluntary tactic might fail in an industry so honeycombed with deals and cross deals.

### May Pick Up Challenge

The Roosevelt Small Business Subcommittee might pick up the challenge to such an extent that FTC would have to get busy correcting individual violations brought out in hearing evidence. Many in the industry feel that the Commission, after its long research into this field, has enough on which to base individual complaints of price discrimination, in addition to its present action against alleged unfair practices by Columbia Record Club.

The Roosevelt Subcommittee would have to comb down through tangled record industry practices where there are not only examples of dual distribution, but undoubtedly some triple and quadruple complexes. Lines of demarcation between the four tiers of record selling—manufacturer, distributor, retailer to consumer—and between different categories of selling at each level, are rapidly disappearing in the business.

Record retailers and distributors have watched giant rack jobbing operations move into distribution; numerous distributors have been forced into one-stop and rack operations; merg-

ers between rackers, distributors and one-stops are accelerating; some one stops are now distributing and also selling over the counter. Record retailers say rackers and one-stops clearly cross the line into retailing in direct competition with the dealer. Legal proof of competitive injury in the overlap operations is too costly for individual retailers to go to court.

### Why Moves Are Made

Many small retailers hold that most of the moves are made to gain better deals from manufacturers—advantages in discount price, in returns, and free goods now going in huge rack operations and one-stops. These retailers hold the price discrimination cannot be claimed on the basis of savings on cost-of-production by manufacturers.

These independent retailers and some distributors are asking the government to act if this is against the Robinson-Patman law. If the rack, discount, one-stop and record clubs are to make up the coming pattern of record selling, these dealer want to know that. One segment holds that the old-line standard retail outlet, with product in depth, could still stay in business, even with all four of these operations going, provided there is no price discrimination against him.

## INDUSTRY BRIEFS

### S. F. Distributors Move

SAN FRANCISCO — A new center for distributors is developing here in what had been known as Apparel City, but by now probably deserves a new name.

With the move about May 1 of C and C Distributing Company from downtown on Howard Street to Apparel Way, and another move about June 15 of King Records to Dorman (back to back) there will be a total of six firms located within about a two or three-block area. D and M completed a move earlier this year, and Decca and Dot last fall, to join Capitol Records, the originator of the trend, which has been located on Barneveld for about five years.

A seventh distributor, Field Music Sales, shunned a move and decided to remodel at the present location on Howard Street.

### 20th Names Olsen

NEW YORK — Ed Olsen has been named comptroller of 20th Century-Fox Records. The executive has been with the parent movie firm for the past two years and has been a member of the record company staff for the past five months.

### Field Reps Gordy

SAN FRANCISCO — Field Music Sales has been named Northern California distributor for the Gordy label. . . . Dick Gregory's new album on Vee Jay, "Two Sides of Dick Gregory," broke in San Francisco concurrent with the comic's engagement at the hungry i. Distributor Field Music has set up a series of radio and TV interviews for Gregory to promote the new album. . . . A pair of funny men have come to San Francisco where they are this week doing a new five-nights-a-week radio show on KGO. Jim Coyle and Mal Sharpe, billed as Coyle and Sharp, began their 7 to 10 p.m. program on June 3 for the purpose of "terrorizing" KGO listeners. The show is a combination of humorous features and music.

### De Cormiers Cut 1st for Command

NEW YORK — Command's first folk music album featuring the newly pacted Robert De Cormier Folk Singers will be released shortly.

De Cormier and his group of 25 singers and five musicians were signed by Enoch Light after he caught them at the Bitter End here.

### 3 Past Prexies

• Continued from page 4

23-25) at the Hotel Sans Souci in that city.

Former presidents expected to attend the meetings will be Charles Simmons, Dallas; Mike Spector, Coral Gables, Fla., and Howard Judkins, Garden Grove, Calif.

Also present will be the organization's current president, V. H. (Andy) Anderson, Chicago, and Al Rothstain, St. Joseph, Mo.; Seymour Ladd, Cranston, R. I.; Bob Coghill, Dallas; Lou Dell, Kenmore, N. Y. and Shapiro. The meetings will occur coincidentally with conventions being staged in the same city by ARMADA and ROSA.

### Decca Ups Hoff

SAN FRANCISCO — Gerry Hoff has been named to the newly created position of promotion manager for Decca Records in Northern California. His appointment indicates an intensified drive for all Decca products and affiliated labels.

## Kapp Broadens Out, Now Has Bacharach

NEW YORK—Kapp Records gave another indication this week of its continuing search and diversification of product by signing Burt Bacharach to an exclusive artist's recording contract. Bacharach is the multi-talented writer and arranger who has been involved in writing of "The Man Who Shot Liberty Valance," "Tower of Strength" and a good many others. Bacharach's first effort for the label is titled "Saturday Sunshine."

The diversity of Kapp product has been underlined by the current skyrocketing success of the off-beat item "On Top of Spaghetti," by Tom Glazer and the Children's Chorus. This hit came to the label when Glazer brought in an acetate of the disk to Kapp which the label tested before release. An album by Glazer capitalizing on the hit will be on the market this week.

Kapp has also signed a new singer, Don Franks, and is recording him Monday (10). He has appeared on the Jackie Gleason TV show.

In the comedy field, the label is recording Bill (Jose Jimenez) Dana at a special performance at the Astronaut Center in Houston. The label is also recording comic Mark London again. London had the "President Strikes Back," JFK parody package, a while back. Another Kapp LP in the works is the "Best of the Chad Mitchell Trio."

### Price Chaos

• Continued from page 1

tion is in the works, and this also will be outlined at the convention.

Plans for the moves are known to have been under discussion for a long time. Rumors about the changes have been in the wind for just about as long. A number of distributors, among them prominent ARMADA members, have hailed Columbia's reported changes, though there has been no official announcement. Indie dealers have also expressed relief at the idea of an important major attempting to, as one put it, "lead the way out of the mess."

For these reasons, the Columbia moves are expected to bring considerable favorable comment for the label.

### Kapp Negotiates

• Continued from page 1

It is understood that Congress distribs, working as a sort of separate subsidiary of Kapp. Kapp Records will handle all pressing, production, shipping and billing of Congress Records to its distributors. Galligan and Davie, in addition to recording, will promote their own records, with help from the Kapp promotion staff.



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## HALF NOTE REVIEW

# At the Half Note One Of Our Saxists Is Missing

(From the New York Herald Tribune)

## Proud of Our Integrity

A newspaper whose comments and critique can be controlled by advertisers cheats its readers and ceases to be an honest newspaper.

We regret that such an obvious truth has to be repeated in this enlightened age, but it does.

Our talented film critic, Miss Judith Crist, recently wrote an unfavorable review of "Spencer's Mountain," produced by Warner Bros. and presented at Radio City Music Hall. She didn't like it, and said so, which is the only way for a good critic to act. Warner Bros. retaliated by cutting all advertising ties with the Herald Tribune, and the Music Hall reduced its lineage.

We feel sorry for film producers who consider themselves above criticism, and we are amazed that distinguished establishments like Warner and Radio City should stoop to such discredited, and ineffectual, practices as dropping advertising. They injure their own reputations, and hurt the critic not all all.

Miss Crist is one of journalism's most competent critics. The Herald Tribune is proud of her talent and her integrity. We are also proud of journalistic standards which leave no room for such inane pressure tactics.

(Ed. Note: Billboard is proud of the Trib's integrity, too.)

## '...UNQUOTE'

**Buddy Hackett** (upon being chided for not introducing two Chinese friends): "Oh, what's the use? You'd just want to meet them again in an hour, anyway."

**Alan Jay Lerner** (answering the age-old question): "Unlike Fredrick Loewe, Dick Rodgers prefers to have the lyrics first."

**Donald O'Connor** (about his youth): "I went to this Hollywood kid actors' school with Judy Garland, but I didn't even know she was a girl until Mickey Rooney explained the difference."

**Ad Manager** (to an employee): "Wagstaff, you're nothing but a shrewd, conniving sneak... I like that in a salesman!"

**Chubby Checker** (denying he'll marry Dee Dee Sharp): "Man, things like that shake up the other chicks."

**The President's mother** (on charity lecture circuit): "Pope

Pius XII gave Teddy his first Holy Communion. I thought with all those spiritual advantages Teddy might become a priest or even a bishop, but he met a beautiful blonde one evening and that was the end of it."

**Zsa Zsa Gabor** (after her first subway ride): "Why, the poor children were packed in like caviar."

**Phil Foster** (a baseball nut): "Watching the Mets play is like kissing your girl goodnight in the hallway. It's exciting, but oh, so frustrating."

**Getrude Berg** (appearing on NBC's "Monitor"): "I cried a little when I came to NBC. After all the years I spent here playing Molly Goldberg, now, today, I don't see a single familiar face. Was it really 30 years ago that 'The Goldbergs' began? I thought it was yesterday... Funny, I don't feel older. I'm still planning ahead just as I did 30 years ago."

## NIGHT CLUB REVIEW

### Love From and to Miss Makeba

Happy days have returned to the Village Gate, which has shed its recent jazz policy to welcome back one of the finest folk artists to play there, in the person of Miriam Makeba. There was more than mere enthusiasm in the air, there was the true rapport between Miss Makeba and her audience that comes only from the right performer working the right place with the right material. RCA Victor should hustle its remote crew down to Thompson and Blecker for an on-location LP that would outshine any studio-cut product.

There is good reason for the response. Miss Makeba, in the period since her last engagement, has developed a considerable amount of new material, some of it international in origin. Her repertoire included songs of Israeli, Jewish and Spanish origin, as well as one blues-type selection and another with decidedly Gospel overtones. Of course, the bulk of her material derived from Africa

and received the kind of convincing performance that only Miss Makeba can provide.

Adding effectiveness to her singing are Miss Makeba's body movements, which reflect the controlled sinuousness of a dancer. Her first show ran a full hour in length, a testimony to the warmth of the audience reception and of her desire to reciprocate. It's a real love affair at the Gate.

Also on the bill are Chilean humorist Lucho Navarro and young folk singer Tom Paxton. The latter is a pleasing youth from whom more may be heard when he has gained additional experience. Navarro specializes in fantastically realistic sound effects (his LP was released recently) done without any aid except the p.a. system. As one wag put it, this is one comic who needn't worry about anyone stealing his material. Incidentally, he's far more effective as a club act than on disk. **SAM CHASE**

The Al Cohn-Zoot Sims Quintet is back home, but one of its members is missing. The tenor sax team, complete with perculating rhythm section and an outstanding young pianist, began another in its frequent extended stays at the Half Note in New York's Greenwich Village Tuesday (4) without the services of one of its founding fathers.

Al Cohn is currently writing the charts for the forthcoming Keefe Brasselle TV show which is CBS summer replacement for Garry Moore. Though Al will not be on hand on a regular basis he is expected to appear on weekends and when his TV duties lessen a bit.

Filling his spot with the group is a tenor saxist of the same school, Richie Kamuca. In his work with Sims, Kamuca was an able replacement and in solo



ZOOT SIMS

work exhibited a lithe, pulsing sound. The lightness and the airy melancholy in his playing is a fine contrast to the direct, extrovertish sound of Sims' style. Roger Kellaway is one of the most promising jazz piano newcomers to hit the scene in some time. He plays a strong, percussive line that moves from idea to idea with the utmost continuity.

He also knows, as do all the players in this group, that a solo must have a beginning, a middle and end. Kellaway is an artist any label should be happy to have on its roster. Drummer Walter Perkins and bassist Steve Swallow make a succinct rhythm team. The three tenor sound of Kamuca, Sims and Cohn would make a highly interesting experiment and might just happen in the future. **JACK MAHER**

## Teri: Jazz' Gift To Pop Singing

Teri Thornton is a bright, young newcomer who has stepped out of the jazz world and into the pop business thanks to the Johnny Carson "Tonight" show. The Bon Soir, a Greenwich Village supper club that has been bending more and more toward a policy of exciting young talent, has booked the young lady for six weeks and she will be at the club through the middle of July.

Miss Thornton has all the equipment to become a big-time *(Continued on page 14)*

## TV GUEST APPEARANCES BY RECORD TALENT

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

JUNE 10-16

(All Times Eastern Daylight Saving)

### WEDNESDAY 12—LITTLE PEGGY MARCH

Perry Como will have Little Peggy March on his show (NBC-TV, 9-10 p.m.). Her latest Victor release, "Wish I Were a Princess," is on the Hot 100 Chart.

### WEDNESDAY 12—OSCAR PETERSON TRIO

Steve Allen has top jazz group, the Oscar Peterson Trio, on his show.

### WEDNESDAY 12—CHUBBY CHECKER

Chubby takes over on "American Bandstand." (ABC-TV, 4-4:30 p.m.)

### THURSDAY 13—TIMI YURO

With Dick Clark still vacationing it's Timi Yuro's turn to take over the hosting chores. (ABC-TV, 4-4:30 p.m.)

### THURSDAY 13—MIRIAM MAKEBA

Miss Makeba will be Johnny Carson's guest on the "Tonight" show (NBC-TV, 11:15 p.m.-1 a.m.).

### FRIDAY 14—JAN PEERCE, NANCY WILSON

Metropolitan Opera tenor Jan Pearce and jazz singer Nancy Wilson appear on the "Tonight" show. (NBC-TV, 11:15 p.m.-1 a.m.). Miss Wilson records for Capitol.

### FRIDAY 14—BOBBY VINTON

Epic's Bobby Vinton is host on "American Bandstand" (ABC-TV, 4-4:30 p.m.). Latest chart single is "Blue on Blue."

### SATURDAY 15—LIMELITERS, LEON BIBB, CAROLYN HESTER, FLATT AND SCRUGGS

These performers star in a "Hootenanny" at George Washington University, Washington. (ABC-TV, 8:30-9 p.m.)

## ARTISTS' BIOGRAPHIES

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



ROLF HARRIS  
(Epic)

**PERSONAL MANAGER:** Fred Harris. **HOME TOWN:** Perth, Australia. **HOBBIES:** Drawing cartoons, painting, sculpting. **BACKGROUND:** Rolf Harris was a successful performer in Britain and Australia when he came to the attention of the American public. He began studying piano as a child and later

taught piano to children. To entertain his students, he developed a routine that eventually won him a top place in "The Amateur Hour," an Australian talent show. He continued his show business career in England where he appeared as a cartoonist on TV shows. He hit his peak of fame as a singer of novelty tunes, and his records became big sellers in Britain and Australia. His appearance on the "Tonight" show in the U. S. kicked off "Tie Me Kangaroo Down, Sport" in this country. Rolf Harris writes his own songs, including his current hit.

**LATEST SINGLE:** "Tie Me Kangaroo Down, Sport" is 58 on the Hot 100 this week.

**LATEST ALBUM:** Epic has just released Rolf Harris' first LP "Sun Arise."

LONNIE MACK  
(Fraternity)

**PERSONAL MANAGER:** Harry Carlson. **REAL NAME:** Lonnie McIntosh. **BIRTHDAY:** July 18, 1941. **HOME TOWN:** Aurora, Ind. **EDUCATION:** High school. **HOBBY:** Fishing. **BACKGROUND:** Blues guitarist



Lonnie Mack got his first guitar (a \$9.95 Lone Ranger model) when he was 4 years old. At 6 he was playing and singing country music with his brothers and sisters. When he was 13, he switched to an electric guitar and started working clubs with his brother Alvin. The next stop was his own rock and roll band, two guitars and a drummer. Lonnie's big success with his hit single "Memphis" came about almost by accident. Lonnie's band had always performed it as a vocal. One night the singer wasn't there and Lonnie played it as a guitar instrumental. It was so well received they kept it as an instrumental. Carl Edmondson brought Lonnie to the attention of Harry Carlson, head of Fraternity Records. Lonnie played "Memphis" for him and he liked it so much he asked him to record it.

**LATEST SINGLE:** "Memphis" is No. 57 on the Billboard Hot 100 chart this week.

**LATEST ALBUM:** Fraternity will release an album in a few weeks.

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**DAVE  
GARDNER**

“  
...it don't  
make no  
difference  
”



(S)T 1867

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## IT DON'T MAKE NO DIFFERENCE · DAVE GARDNER

Nothing connected with Dave Gardner is simple, but the most difficult thing to understand about his arrival as a humorist is why he did not appear sooner.

In the manner of novelist Faulkner or playwright Tennessee Williams, Dave Gardner uses his own selection of Southern history, custom, and language to force access to unexplored areas of the mind. But his subject matter somewhat transcends the Mason-Dixon line.

As all good Gardner fans know, Brother Dave is a truly loyal Southern boy who holds that the Earth is a Southern planet and that the only reason anyone lives in the North is because "they got jobs up there." The delivery too is in pure Southernness with overtones of a radio evangelist. But the subject matter is something else:

"Some people fear the darkness and others run from the light. It is the thing that sustains the two concepts that we are searching for."

Or: "I believe the mind is beautiful, beloved. And you can think about a whole lot more than you can get. (pause) Naw! It ain't on that plane!"

But to quote Dave Gardner is, in part, to misrepresent him. The words, without the man who delivers them, can never mean the same — or nearly as much.

As Brother Dave would say: "How you going to explain anything to anybody who hadn't ever?" If you "hadn't ever" heard Brother Dave Gardner, it is certain that no one could tell you what the experience is like.

"Two heads are better than one," may be just a saying to most of us, but to Dave Gardner it is a way of life. Considering the big bomb, he reassured one audience that "we would all go together and maintain our same relative position." When asked the best place to be when the bomb dropped, he answered, "Anywhere you can say, 'What was that?'"

The source of Dave Gardner's material is a method that would horrify almost any comedian working today. He walks on stage to "think." His explanation of the process is a characteristically straightforward enigma. "If I had to go out on a stage and try to be Dave Gardner, I couldn't. I just have to be myself and think." From the first brush with an audience he erupts in a mixture of anecdote and observation punctuated with everything from one line refrains such as "Joy to the world," to the totally unrelated question, "What will the Preachers do when the Devil is saved?" The result of the process is another performance by Dave Gardner.

Today Brother Dave Gardner lives, with wife "Miss Millie," son Dave, 10, and daughter Candy, 12, in a 23-room, 8-bath mansion located in a section of Hollywood, California, which still preserves the grandeur that accompanied the era of the Dusenbergs' limousine and the pet cheetah.

Creature comforts and aids to divertissement of maison Gardner include: four sun decks, a solarium, boomerang-shaped swimming pool, grotto with a rivulet, fish pond, gymnasium-sized library joined to a living room that dwarfs the library and has a full pipe organ tucked away in one corner of

the room. Sandwiched between a regulation bowling alley and a wine cellar is a basement compartment larger than most living rooms which is required to house the machinery operating the pipe organ.

A guest wing larger than most homes is occupied solely by a myna bird named William who earns his keep by announcing callers on the servants' day off.

Brother Dave's deep love of all things living becomes most apparent when he shows the grounds — six tiers of landscaped gardening now being personally refurbished by the master of the house. One small isolated lawn occupying its own level seems a special favorite. Dave gets a faraway look when he points to the plot and vows that when he has finished cultivation of same it will "look like a pool table."

In his first Capitol album, Brother Dave chuckles over the thought of Norman Vincent Peale having to give serious thought to the Ten Commandments; takes us behind the scene at 1700 Pennsylvania Avenue where J.F.K. shouts "Bobbee!" and Bobby says, "Huh?"; speculates on the acoustical implausibility of the Sermon on the Mount having been delivered from a mountain top; ponders the equity of the "Guvmint" requiring up to 90% of personal income while 10% is said to be adequate for the Lord; and covers names in the news from Barry Goldwater to Jacqueline Kennedy. There is never need to comment on what might come across as Dave Gardner's best. Brother Dave works from one source and always gives his best.

—Hooper Fowler

Cover Photo/Capitol Photo Studio/George Jerman

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THIS MONOPHONIC MICROGROOVE RECORDING IS PLAYABLE ON MONOPHONIC AND STEREO PHONOGRAPHS. IT CANNOT BECOME OBSOLETE. IT WILL CONTINUE TO BE A SOURCE OF OUTSTANDING SOUND REPRODUCTION, PROVIDING THE FINEST MONOPHONIC PERFORMANCE FROM ANY PHONOGRAPH.

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# TALENT TOPICS

## HOLLYWOOD

Nelson Riddle and George Greeley have hit the road on separate promotional tours on behalf of their Reprise releases. Both debut on the Frank Sinatra label's June release. Riddle is on a 10-city tour, and will plug five of his LP's as well as the

Sinatra film, "Come Blow Your Horn," which he scored. Greeley's travels will include a concert in Atlanta later this month.

Jazz songstress Ruth Price starts a two-week run here at Shelly's Manne-Hole. . . . Columbia's Big Miller is headline artist for a two-week stand at Alex Bookstan's La Ronde in the

Sherman Oaks. Miles Davis and Harry James have been signed to appear at the Monterey Jazz Festival to be held in the Northern California city September 20-22. Deal concluded by the festival's general manager, Jimmy Lyons, calls for the trumpeters and their respective combo and big band.

Andre Previn, whose jazz and pop diskings have proved noteworthy, will don his classical cap for a concert tour including conducting five performances with the New York Philharmonic at

New York's Lincoln Theater (June 12-14) plus concerts starting in October which will take him to Minneapolis, Houston, Dallas, St. Louis, Rochester, Buffalo, Denver, Seattle, Philadelphia, Pittsburgh and Chicago.

## CINCINNATI

Larry Vincent, singing pianist and comedian, is recuperating at his home, 802 Arlington, Park Hills, Covington, Ky., following a recent heart attack which kept him in a hospital for several weeks. Vincent, who also heads up his own label, Pearl Records, put in some 15 years at the old Lookout House, Covington, and Beverly Hills, Southgate, Ky. For the last two years he has been working lounges in the Ohio-Indiana sector. . . . Lonnie Mack, whose Fraternity Records waxing of "Memphis" is moving high on the charts everywhere, is currently holding forth at the 600-capacity Guys & Dolls niter in Cold Springs, Ky., near Cincy. Last Monday night (3), his home town of Aurora, Ind., tossed a Lonnie Mack Day, with veteran band leader Earl Huffman handling the promotion. More than 300 jammed Aurora's Moose Hall to capacity to see Lonnie do his stuff, with more than twice that number being turned away. . . . Stepin Fetchit, veteran Negro movie and vaude

comedian, who Saturday (8) concluded a week's stand at the Galaxie Club, Newport, Ky., has just recorded an album for RCA Victor to be released soon. Fetchit is 71. **BILL SACHS**

## CHICAGO

The city's busy summer-theater schedule is starting to roll. Melody Top was the first to start with Bob Newhart in "The Golden Fleecing" last week. Jane Morgan follows with "The King and I" June 10. . . . The Chicago-area's newest music theater, the Dorchester Music Hall in Dolton, starts off June 11 with "Silk Stockings." A host of other summer theaters follow. . . . Chicago-based orchestra leader Peter Palmer with his Voices and Orchestra played the First Commencement Ball at the Air Force Academy in Colorado Springs, Colo., Tuesday (4), the wind-up for the

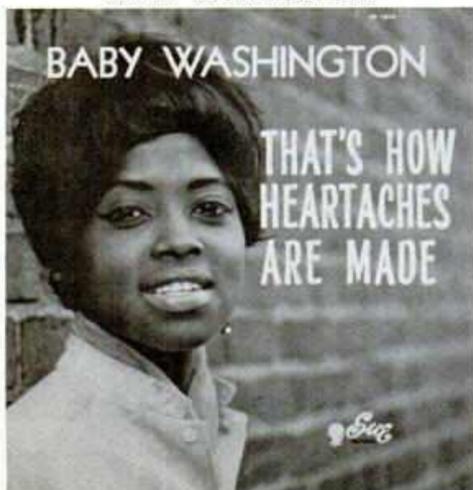
(Continued on page 26)

# SUE

SMASHES  
SUMMER  
SLUMP...

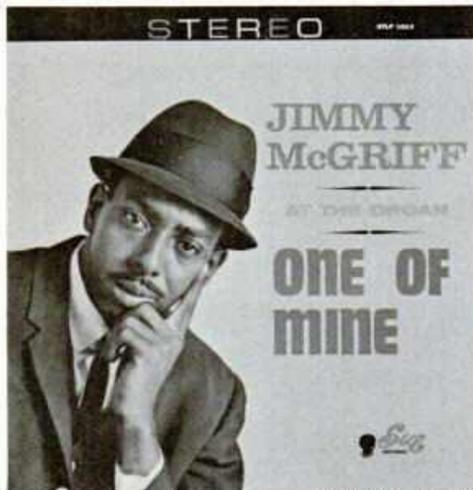
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MINUTE"

SUE 786

EVERYBODY'S PICK!

"SUMMER'S LOVE"  
**RITCHIE BARRETT**

CRACKERJACK 4012

## Cincy Club Sues Fontaine for 50G

CINCINNATI — A damage suit for \$50,000 against comedian Frank Fontaine, charging him with breach of contract, was filed in U. S. District Court here Monday (3) by Western Bowl, Inc., operator of the suburban Surf Club.

Erv Hoinke Jr., manager of the Surf Club, says Fontaine contracted to appear at the niter for the June 4-9 period for \$4,000 but canceled the engagement in a phone call May 27. Fontaine played the Surf Club in 1961 for a reported \$1,500. His present asking price is said to be in excess of \$7,500.

## Teri Thornton

Continued from page 10

recording star. She proves that when she uses her voice, and she has proved that with an album and single that have scored impressively here in New York on the Dauntless (Audio-Fidelity subsid) label. "Somewhere In the Night" is the single. The record is a breakout this week on the Billboard Hot 100.

Miss Thornton is very much from the jazz world and shows it. As a jazz singer, she is sometimes more interested in the musical involvements or harmonic capabilities of a song than in the lyric message. The average audience has little appreciation or understanding of these subtleties unless they add to the over-all dramatic impact of the song. She would do better to concentrate on lyrics, picking less sophisticated material.

She is most consistent singing moody, torchy and unsophisticated ballads. Besides the aforementioned hit, Miss Thornton was tops singing a ballad "Lonely One." The song was written by Babs Gonzales, and is a pleasing surprise from the pen of this former be-bop and scat singer. High point of the evening and a good follow-up single for Miss Thornton was "Younger Than Springtime" which scored solidly.

JACK MAHER

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JOAN SUTHERLAND



LEONTYNE PRICE



ELIZABETH SCHWARTZKOPF

By BARRY KITTLESON

NEW YORK—The popularity of opera in the U. S. has been the subject of frequent speculation—the most extravagant example of which appeared in a recent magazine article which dubbed it a "cultural explosion." Actually, the contrary is true. Evidence points, rather, to a gradual, healthy growth of interest which leads to the more rational conclusion that this is no mere transient love affair, but one that (more important) has the necessary ingredients for survival.

An article in *Opera News* (November 10, 1962) reported a total of 769 opera-producing organizations functioning in the U. S. during the 1961-1962 season, accounting for a total of 4,030 performances of some 272 works. This represents an increase over the 1950-1951 season of more than 100 per cent. However, they cautioned that the "backbone of the U. S. opera community is still the civic circuit, which consists of companies that work the standard repertory, usually with top guest stars." The conservative conclusion of *Opera News* indicated an "increase in weight, not in reach."

#### Readers, Anyway

A tangible working statistic is the circulation of *Opera News* itself. At the close of the 1963 season this magazine announced its largest circulation to date—nearly 75,000. For those who are not familiar with this publication it should be cited that it is published weekly in 24 issues to correspond to the opera broadcast from the Met stage each Saturday afternoon and provides subscribers with much information concerning the

## PETER NERO FINDS NEW WORLDS TO CONQUER

NEW YORK—Classically trained Peter Nero, RCA Victor's top selling piano-with-orchestra personality, is in the process of broadening his career on various fronts. Nero will be adding a long-awaited "first" when he gives symphony concerts in Red Rocks, Colorado and the Hollywood Bowl. Having just completed a successful and lengthy U. S. concert tour, Nero will be responsible for his first film score with "Sunday in New York," in which he will also play a small part. He will then travel to Rome to make his debut on the Italian television network on his own hour-long musical special.

opera, including a summary of available recordings of the work. It might be safely assumed that many of the 75,000 subscribers to this publication are potential record buyers.

The backbone of the recorded opera industry is primarily composed of works in the standard repertory. The all-time best selling opera recordings for both RCA Victor and Angel are their releases of Bizet's *Carmen* (see separate story), with Rise Stevens and Victoria de Los Angeles.

Next best sellers for Victor are the "Traviata" of Licia Albanese and the "Turandot" with Birgit Nilsson and the late Jussi Bjoerling. Victor's current release of "Butterfly" with Leontyne Price is reported by the firm to have sold three times as fast in its first 13 weeks on the market as either of its previous two recordings of the same opera.

#### Other Sellers

Angel's big sellers after "Carmen" are "Tosca," "Boheme"

and "Barber of Seville" with Maria Callas and "Rosenkavalier" with Elisabeth Schwarzkopf. The story with London is similar. Its best sellers to date have been "Aida" and "Boheme" with Renata Tebaldi. As with Victor's "Butterfly," the London "Lucia" featuring Joan Sutherland has proved to be its fastest selling opera.

Indications that the business of opera is good are subtle but firm. Both the Metropolitan and San Francisco opera companies have announced 1963-1964 as their longest seasons ever (28 weeks for the Met, 10 weeks for San Francisco). In recapitulating the 1962-1963 season, Rudolf Bing said that the Metropolitan was sold in excess of 90 per cent capacity. The story with record dealers is best summed up by a statement made by a representative of Jordan-Marsh in Boston who noted that "the more we stock, the more we sell. It's very encouraging."

The success of recordings which slightly deviate from the standard repertory is not surprising considering the strength

## Rise's 'Carmen' Leads All

NEW YORK—One of the more popular heroines is Bizet's "Carmen." Interpretations of the ill-fated gypsy have varied as often as social convention. Some have sympathized with Carmen as an innocent, manipulated in the hands of destiny while others have seen in her a tempestuous harlot, possessed of a death wish.

Carmen has attracted the fancy of many a prima donna, but while a few have achieved legendary interpretations (Calve, Farrar, Tourel), more have been less than up to the task (Jeritza, Ponselle).

American born mezzo Rise Stevens, who had distinguished herself at the Metropolitan in such roles as Manon, Octavian and Delilan, brought her characterization of Carmen to the boards in the 1940's, and through the exposure in films, radio and television became perhaps the most widely known interpreter of the role.

Her subsequent recording on RCA Victor in 1951 remains to this day the all-time best selling opera in the Victor catalog.

News now comes from London Records that it is readying the release of a new Carmen in the fall, starring another American mezzo, Regina Resnik.

She has sung the role in many European opera houses and will perform it in Dallas next fall.

Well circulated rumor also has it that two other prominent divas will hopefully put their Carmens on disk: Maria Callas (Angel) and Leontyne Price (Victor).



RISE STEVENS

## BEST SELLING OPERA ALBUMS

(Billboard SPECIAL SURVEY for the Month of May)

As reported by retail classical record outlets in major markets.

1. PUCCINI: MADAME BUTERFLY—Leontyne Price, Various Artists—RCA Victor LM 6160.
2. MOUSSORGSKY: BORIS GODOUNOV—Boris Christoff, Various Artists—Angel 3633 D-L.
3. WAGNER: SIEGFRIED—Birgit Nilsson, Various Artists—London OSA 1508.
4. MOZART: COSI FAN TUTTE—Elisabeth Schwarzkopf, Various Artists—Angel S 3631 D-L.
5. LEHAR: THE MERRY WIDOW—Elisabeth Schwarzkopf, Various Artists—Angel S 3630 B-L.
6. COMMAND PERFORMANCE—Joan Sutherland—London OSA 1254.

of such popular artists as Birgit Nilsson and Joan Sutherland (Wagner, Bellini, Donizetti) or when they fill a gap in the catalog.

Angel representatives report that the overwhelming success of "Fidelio" with Christa Ludwig, Jon Vickers and directed by Otto Klemperer was a most pleasant surprise for the firm. Similarly, the Angel recording of the Bach "St. Matthew Passion" (a five-record package) was in such demand last Christmas that Angel had a tough time meeting the demand. Angel reported, incidentally, that 1962 saw a 100 per cent increase in the sale of its operas.

#### Public Conservative

In the opinion of Terry McEwen, classical executive of London Records (and frequent guest on "Opera Quiz," an intermission feature of the Met's Saturday broadcasts), "the opera public is much more conservative in their taste than symphonic customers. Unlike the buyer of symphony records, opera buffs thrive on comparisons. It is a rare record buyer who will collect several versions of a Beethoven or Brahms symphony, but the public will readily accept a new "Traviata."

McEwen's mention of "Traviata" was no mere slip of the tongue. On the agenda for August release on London is a new "Traviata" with Joan Sutherland and Carlo Bergonzi. Miss Sutherland will be singing in that opera at the Met next year.

Another fall release for London will be a highlight album of "Aida" with Birgit Nilsson, who opens the Met season in a new production of the same. This summer Sutherland will record Bellini's "I Puritani," which she sang recently in New York to critical acclaim.

#### Busy at Angel

One of the busiest and most popular artists on Angel, Victoria de los Angeles will soon be heard in two new recordings, "Barber of Seville" and (with Franco Corelli) a new "Cavalleria Rusticana." And further evidence of a confidence in the standard repertory is a contract Angel has with Regine Crespin (French soprano who made her Met debut this past season) to record four operas, "Tosca," "Aida," "Otello," and "La Forza del Destino." Copyrighted material

Coming on this page  
in future weeks:

Next week

Folk

June 29 issue

Surfing Records

July 6 issue

Jazz

Columbia Pictures and  
Screen Gems proudly  
welcome



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Aldon Music-  
Dimension Records

Don  
Kirshner

as Executive Vice President  
in charge of the  
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Music and Record Divisions.

COUNTRY MUSIC CORNER

By BILL SACHS

**Pee Wee King** and his country music caravan, following a recent guest shot on "Grand Ole Opry," are readying for a busy season of fair dates, including the State fairs in Michigan, Indiana, Ohio and Illinois. At most of the stands, the King group will appear on the same bill with **Vaughn Meader**, **Molly Bee**, **Red Blanchard** and **Minnie Pearl**. Pee Wee and his sidekick, **Redd Stewart**, are mulling over material for a new-sound album to be recorded in the near future. . . . **Ferlin Husky** is sporting a new Capitol release, "As Close as We'll Ever Be," penned by **Harlan Howard**.

**Tompall and the Glaser Brothers** are back on the "Grand Ole Opry," Nashville, after a six-week stint at the Mint Club, Las Vegas, set by the Hubert Long Talent Agency. The lads have a new one out on Decca tagged, "Tracking Me Down." . . . **Hubert Long** last week announced the signing of **Walter Haynes**, Nashville musician, as vice-president in charge of writer relations of his Moss-Rose Publishing firm in the Music City. Walter replaces **Bill Brock**, who is branching out on his own with a new record, "Hard Times." . . . **Sheb Wooley** is back in Hollywood following a recording session for MGM in Nashville. Sheb embarks on an extended tour of fairs, rodeos and amusement parks the middle of June.

The **Louvin Brothers** launch a tour of California at San Diego, June 14, with other stops skedded for El Cajon, Long Beach, Artesia, La Puente, Victorville, Hollywood, Anaheim, North Hollywood, Salinas, Santa Clark, El Sobrante, and winding up at Modesto, June 30. Coast dates were set by the **Bob Neal Agency**, Nashville, in co-operation with **Marty Landau** of AMB, Inc. . . . **Bob Neal** is also reported negotiating for **Merle Kilgore** to play a series of cabaret and TV dates in England, starting in the early fall.

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**Kilgore**, who doubles as Nashville manager for Al Gallico Music, has been set by Neal for a string of personals through the summer.

**Lawton Williams**, of Fort Worth, has resigned as assistant manager of KCUL, Fort Worth, to become vice-president of KPCN, c.&w. outlet with studios in Dallas and Fort Worth. Williams will have his own daily show from the Fort Worth studios and will emcee the new show featuring **Bob Wills** and the **Texas Playboys**, heard a half hour daily, Monday through Friday. . . . Station **KAYO**, new all-country station in Seattle, will present its first annual country music show in Tacoma, Wash., June 25, and Seattle, June 26. Featured will be **Faron Young**, **George Jones**, the **Collin Kids**, **Webb Pierce** and **Bobby Baer**. . . . **Ka\$h Records**, Nashville, has completed a deal with London Records to distribute the **Ka\$h** line in Canada.

A country music package, featuring **Ferlin Husky**, **Ray Price**, **Minnie Pearl**, **Don Reno** and **Red Smiley** and **Loretta Lynn**, and promoted by **Paul Buck**, grossed in excess of \$15,000 at the Coliseum, Charlotte, N. C., May 25, according to **Hubert Long**, who framed the layout. . . . **George D. McGraw**, who has just signed to handle public relations with Salem Records, Salem, Va., reports that **Jim Eanes** was in Salem June 2 to cut four new sides for release in the late fall. Jim's second release for Salem, due out June 10, couples "Some Kind of a Fool" and "Heart Full of Heaven," both published by **Acuff-Rose**, Nashville.

**George Jones and the Jones Boys** have been routed by the **Bob Neal Agency** for stops at Jacksonville, Fla., June 12; Miami, 13; Atlanta, 14; Shreveport, La., 15; Houston, 16; Dallas, 17; San Antonio, 19; Abilene, Tex., 20; Safford, Ariz., 21; Hollywood Bowl, Hollywood, 22; Sacramento, Calif., 23; Tacoma, Wash., 24, and Seattle, 26. The lads then hop cross-country for dates in Richmond, Va., June 29, and Norfolk, Va., 30, before taking off for a July vacation. . . . **Lloyd Robinson**, **Elsie**, Mich., songwriter who operates a \$100,000 dairy farm to keep his wife from taking in washing (as he puts it), has just had two of his tunes recorded by **Bonnie Baldwin**, a regular on "World's Original Jamboree," on WWVA, Wheeling, W. Va. Sides are "My Cotton-Pickin' Chicken" and "If You Gotta Cheat (Get It Over)."

**Curtis Artists Productions**, Goodlettsville, Tenn., has the following bookings coming up for the remainder of June: **Ernest Tubb and His Texas Troubadours**, Washington, June 12-13; Atlanta, 15; Liberal, Kan., 20; Clovis, N. M., 21; Tulsa, Okla., 22; West Line, Mo., 23; Enid, Okla., 26; Kansas City, Mo., 28-29; **Jim Reeves and the Blue Boys** on tour of England through June 19; **Buck Owens and the Buckaroos**, Houston, June 19; Marietta, Okla., 20; Jefferson City, Mo., 22; Ander-

Pubs Retain J. T. Abeles

NEW YORK — **Julian T. Abeles**, an attorney well known for his work in the copyright infringement field, is representing four publishers in a suit filed last week which seeks to establish liability of entities active in the advertising and promotion of an allegedly infringing record.

In the action, filed in New York Federal Court, **Columbia Pictures-Screen Gems Music**, **Travis Music Sea-Lark Enterprises** and **Figure Music**, have jointly sued **Mark-Fi Records**, **Tony Alamo**, producer of a disk with a collection of old rock hits, **Metlis and Lebow Advertising Agency**, **Stanley Lebow** and **Monte Bruce**, who prepared advertising and exploitation of the disk on behalf of the agency and radio station **WMCA** and **Westinghouse Broadcasting**, over whose facilities the disk was advertised. Pubbers claim royalties have not been paid.

Sun Ray Gets Disk Lease

PHILADELPHIA — Consolidated **Sun Ray**, which operates the **Sun Ray** drug chain here, will operate the leased record departments in the Atlantic thrift centers to be opened in this area in August by **Virginia Dare Stores Corporation**.

The discount record departments are in addition to drug, cosmetics, tobacco, photo and candy departments also leased in the new discount centers in Pennsylvania, New Jersey and Virginia.

The **Virginia Dare** corporation will open its Atlantic thrift centers at nine store locations formerly occupied by **Bargain City, U.S.A.** discount stores which went into bankruptcy earlier this year. **Sun Ray** was linked with the **Bargain City** set-up.

Green Brothers Start Disk Firm

NEW YORK — A new record firm has been formed by writer **Bud Green** and his brother **Johnny Green**. Firm is **Holiday Records**, and first album issued on the label is called "Two Shades of Green." Set contains six of **Bud Green's** big hits, such as "Sentimental Journey" and "That's My Weakness Now." It also contains six new songs by **Green**. Distributors are now being set for the label.

Re-Issue Schnabel

HOLLYWOOD — **Angel Records** will reissue the late **Artur Schnabel's** reading of the complete **Beethoven** (five) piano concertos as part of a special "Great Recordings of the Century" sales program whereby dealers can offer one disk free with each two purchased in **Angel's** "Great Recordings" series. The five-LP **schnabel** reissue highlights **Angel's** five-album June release.

son, Ind., 23; Washington, 26-27; Roanoke, Va., 28; Richmond, Va., 29, and Norfolk, Va., 30; **Leon McAuliff** and the **Cimarron Boys**, San Angelo, Tex., June 12; **Beeville**, Tex., 13; **Houston**, 14; **Nevasota**, Tex., 14; **Las Vegas**, 20-30.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/15/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	ACT NATURALLY . . . . . Buck Owens, Capitol 4937	10
2	1	LONESOME 7-7203 . . . . . Hawkshaw Hawkins, King 5712	14
3	3	STILL . . . . . Bill Anderson, Decca 31458	17
4	5	ROLL MUDDY RIVER . . . . . Wilburn Brothers, Decca 31464	6
5	4	WE MUST HAVE BEEN OUT OF OUR MINDS . . . . . George Jones & Melba Montgomery, United Artists 575	7
6	6	SWEET DREAMS (Of You) . . . . . Patsy Cline, Decca 31483	6
7	7	YELLOW BANDANA . . . . . Faron Young, Mercury 72085	16
8	8	PEARL PEARL PEARL . . . . . Lester Flatt & Earl Scruggs, Columbia 42755	6
9	10	TAKE A LETTER, MISS GRAY . . . . . Justin Tubb, Groove 0017	10
10	14	I'M SAVING MY LOVE . . . . . Skeeter Davis, RCA Victor 8176	4
11	15	YESTERDAY'S MEMORIES . . . . . Eddy Arnold, RCA Victor 8160	8
12	28	RING OF FIRE . . . . . Johnny Cash, Columbia 42788	2
13	18	GOODBYE KISSES . . . . . Cowboy Copas, Starday 621	8
14	22	SIX DAYS ON THE ROAD . . . . . Dave Dudley, Golden Wing 3020	3
15	13	DON'T CALL ME FROM A HONKY TONK . . . . . Johnny & Janie Mosby, Columbia 42668	5
16	11	THE MAN WHO ROBBED THE BANK AT SANTA FE . . . . . Hank Snow, RCA Victor 8151	8
17	12	WALK ME TO THE DOOR . . . . . Ray Price, Columbia 42658	16
18	19	CRAZY ARMS . . . . . Marion Worth, Columbia 42703	2
19	20	NIGHTMARE . . . . . Faron Young, Mercury 72114	2
20	27	SHOES OF A FOOL . . . . . Bill Goodwin, Vee Jay 501	6
21	30	THE OTHER WOMAN . . . . . Loretta Lynn, Decca 31471	2
22	-	THE ONLY GIRL I CAN'T FORGET . . . . . Del Reeves, Reprise 20158	6
23	24	YOU TOOK HER OFF MY HANDS . . . . . Ray Price, Columbia 42658	16
24	-	ABILENE . . . . . George Hamilton IV, RCA Victor 8181	1
25	9	IS THIS ME? . . . . . Jim Reeves, RCA Victor 8127	19
26	26	OLD SHOWBOAT . . . . . Stonewall Jackson, Columbia 42765	4
27	21	MY FATHER'S VOICE . . . . . Judy Lynn, United Artists 571	9
28	-	BAD OLD MEMORIES . . . . . Williams Brothers, Del-Mar 1008	1
29	-	DOWN TO THE RIVER . . . . . Rose Maddox, Capitol 4975	1
30	-	MR. HEARTACHE, MOVE ON . . . . . Coleman O'Neal, Chancellor 108	16

WITH THE COUNTRY JOCKEYS

By BILL SACHS

**Bill Duffy**, of WSNY, Schenectady, N. Y., writes: "We started programming c.&w. last September and have built quite a library of country stuff. However, in my six years of this hair-raising business, I've never found it harder to get records. I've written about 100 letters since January 1, trying to get music. I've now got 43 of the top 50 as listed in the various mags. This has got to improve. We're here in a sea of rockers, playing all kinds of music, including lotsa country, and we've been No. 1 here with a no-format format for six years. "Act Naturally," by **Buck Owens**, and "I'm Saving My Love," by **Skeeter Davis**, running 1-2 on my show here at the moment."

Deejays needing sample copies of new releases are invited to write to the following: **Universal Talent Management**, 6223 Selma

Avenue, Hollywood, for **Bobby Bare's** latest on RCA Victor; **Ka\$h Records**, 726 16th Avenue, South, Nashville, for **Gary Buck's** "Happy to Be Unhappy," and "Looking Through a Teardrop" b.w. "The Only Girl for Me," by **Jim Kandy**; **George D. McGraw**, Salem Records, 111 Main Street, Salem, Va., for **Jim Eanes'** "Some Kind of Fool" and "Heart Full of Heaven"; **Florence Robinson**, Route 2, **Elsie**, Mich., for "My Cotton-Pickin' Chicken" b.w. "If You Gotta Cheat (Get It Over)," as done by **Bonnie Baldwin**, and **Hubert Long**, 806 16th Avenue, **Hubert**, Nashville, for **Ferlin Husky's** "As Close as We'll Ever Be"; **Tompall and the Glaser Brothers'** "Tracking Me Down"; **Skeeter Davis'** "I'm Savin' My Love," and **Roy Drusky's** "You Never Cried." It is imperative that you put your request on your station's letterhead.

# Take 28 seconds to read this sign:

## STAMPERS

This part you are about to handle is the most vital part of the record and how you handle it will determine the quality of the finished record. When you are finished with your operation of this part stop and think, did I pass along the intended quality or did I take away from it by being careless or in a hurry—did I scratch or scuff it—did I make it unsightly by a bad set up. Think of this part, not as a circle of metal, but as 45 minutes of listening pleasure for the customer who purchases the record that is made from this part. Records are bought from companies who give satisfaction, let's make sure we are the ones who receive their orders by putting your skill and good quality in every record we make.

...now you know what we mean by "quality" at RCA Custom! This sign on the Stamper Machine speaks for itself. All the way from actual recording through manufacture to fast delivery to your distributors, every step is

quality-checked when you trust your recordings and pressings to RCA Custom. No wonder, for anything in recorded sound you'll find satisfied customers everywhere say: "Go to RCA Custom!" Give us a call today.

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

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Who Is Sylvia? Mommy, That's Who



ONE-YEAR-OLD JOSEPH ROBINSON JR. appears confused at the fuss at his first birthday party at New York's Blue Morocco. Mommy is Sylvia, of Mickey and Sylvia, song team.

R & B ROUNDUP

By NICK BIRO  
(Chicago Office)

Our recent publication of a disk jockey's letter saying he was discharged because of "payola" suspicions, elicited not a few comments. One of the most articulate came from Sean Morton (Doc) Downey Jr., formerly with KUDL, Kansas City, Mo. Downey recently left KUDL because of a dispute over station policy. His comments on the non-related payola subject, however, are revealing. He writes: "I have no sympathy for the jock who takes dough, presents or any kind of consideration for playing a record. They're no better than the players who throw games or shave points.

"Kansas City is a typical example of how payola can ruin a market. This town was and probably still is riddled with the 'grab-buck.' I know, I've been approached. So when distributors and record companies cry 'soft market,' they are the ones who, through their junk releases and 'round-trip' airline tickets, are wrecking the business. We don't need them or jocks on the grab. I would think Billboard, being one of the most respected trade papers in the business, would do something to help clean it up. Set an example for

us. Help us police our guys. Payola is bigger than ever. It's gone underground and is hurting record markets worse than ever before."

Our answer to Doc is simply this. We do try to help, to clean it up, if you will. Our job is not only to print the truth, but to air all sides. This space is always open to anyone with constructive ideas about the industry. Let us hear from you. In the meantime, we repeat our comment of two weeks ago. Disk jockeys are in the public eye and public trust. Like Caesar's wife, they have to be above approach.

Record Mart is the name of the new r.&b. one-stop on Chicago's South Side headed by Tony Burasco, formerly associated with Leroy Davidson, well-known one-stop operator in Kansas City, Mo. Chicago's Potter Distributing Company has picked up the Salem line, formerly handled by All-State here. . . . Jimmy Witherspoon, veteran blues singer, recently signed by Prestige's Bluesville label, has cut his first date for them. A single from the still untitled album is due for June release. Tunes are "One Scotch, One Bourbon, One Beer" b/w "Baby, Baby, Baby." . . . Dinah Washington is reported to have silenced a noisy guest at the Thunderbird Lounge in Las Vegas by throwing an ice cube in his direction. We wonder if this won't set some sort of precedent. We've heard of the audience throwing things at performers. Perhaps Dinah's idea has merit after all.

SOME PICKS: Potter's John Muse is thumping the drums on Joe Henderson's new Todd single, "My Hands Are Tied." . . . Hugh Dallas claims Detroit and Cleveland action on Aretha Franklin's "Say It Isn't So" and Midwest sales on Johnny Williams' "Black Knight," both on Columbia. . . . Music City's breakouts of the week include "Shake a Tail Feather," by the Du-Tones on One-Derful (label's owner is George Leaner, a Chicagoan); "Dancin' Holiday," the Olympics on Tri-Disc, and "Surf City," Jan and Dean on Liberty. . . . KATZ's No. 1 disk is "The Love of My Man" by Theola Kilgore.

HOT R&B SINGLES

Billboard SPECIAL SURVEY  
FOR WEEK ENDING 6/15/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	12	IT'S MY PARTY . . . . . Lesley Gore, Mercury 72119	4
2	2	IF YOU NEED ME . . . . . Solomon Burke, Atlantic 2185	6
3	3	THE LOVE OF MY MAN . . . . . Theola Kilgore, Serock 2004	9
4	1	ANOTHER SATURDAY NIGHT . . . . . Sam Cooke, RCA Victor 8164	6
5	7	HELLO STRANGER . . . . . Barbara Lewis, Atlantic 2184	4
6	4	IF YOU WANNA BE HAPPY . . . . . Jimmy Soul, S.P.Q.R. 3305	8
7	8	PUSHOVER . . . . . Etta James, Argo 5437	7
8	6	PRISONER OF LOVE . . . . . James Brown & the Famous Flames, King 5739	6
9	10	BABY WORKOUT . . . . . Jackie Wilson, Brunswick 55239	13
10	11	DA DOO RON RON . . . . . Crystals, Philles 112	6
11	16	YOU CAN'T SIT DOWN . . . . . Dovells, Parkway 867	3
12	5	I WILL FOLLOW HIM . . . . . Little Peggy March, RCA Victor 8139	11
13	14	LOSING YOU . . . . . Brenda Lee, Decca 31478	4
14	18	COME AND GET THESE MEMORIES . . . . . Martha & the Vandellas, Gordy 7014	8
15	9	FOOLISH LITTLE GIRL . . . . . Shirley, Scepter 1248	10
16	13	TWO FACES HAVE I . . . . . Lou Christie, Roulette 4481	7
17	15	TAKE THESE CHAINS FROM MY HEART . . . . . Ray Charles, ABC-Paramount 10435	7
18	22	SUKIYAKI . . . . . Kyu Sakamoto, Capitol 4945	2
19	21	HOT PASTRAMI . . . . . Dartells, Dot 16453	4
20	24	SURFIN' U. S. A. . . . . Beach Boys, Capitol 4932	7
21	-	LET'S GO STEADY AGAIN . . . . . Neil Sedaka, RCA Victor 8169	1
22	30	SPRING . . . . . Birdlegs & Pauline, Vee Jay 510	2
23	20	PRIDE AND JOY . . . . . Marvin Gaye, Tamla 54079	3
24	-	BIRDLAND . . . . . Chubby Checker, Parkway 873	1
25	25	WHAT A GUY . . . . . Raindrops, Jubilee 5444	2
26	-	YOUR OLD STAND BY . . . . . Mary Wells, Motown 1042	1
27	23	ON BROADWAY . . . . . Drifters, Atlantic 2182	9
28	-	FOREVER . . . . . Marvelettes, Tamla 54077	1
29	-	I WILL NEVER TURN MY BACK ON YOU . . . . . Chuck Jackson, Wand 138	1
30	28	PIPELINE . . . . . Chantays, Dot 16440	10



SUSAN SMITH, newly signed Diamond Records vocalist, celebrated her birthday at Jimmy Wong's Cantonese Restaurant, Chicago, last week, with Betty Ann Powers, AP; Mrs. Jack Hemstock; Nick Biro, Billboard; Jack Hemstock, Chicago's American; Morris I. Diamond, Mercury Records; and Roberts Hoy, AP. Susan is appearing at Chicago's Playboy Club.

**"THE DRIVE"**  
By The Adorables  
Peacock #1924  
**DUKE-PEACOCK**  
2809 Erastus Houston, Texas

That (Oldie) Sound  
**"GIRL IN MY HEART"**  
By the Kac-Ties  
**KAPE RECORDS**  
418 Broadway, Brooklyn, New York  
EV 8-8987

WATCH THE CHARTS FOR  
**THE BIGGEST UPSET**  
**OF THE YEAR!!**

**FERRANTE & TEICHER**  
**WILL HAVE THE BIG ONES**  
**FROM**

**CLEOPATRA**



*all on the famous label...*



*the proudest name in entertainment*

UAL 3290  
UAS 6290

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

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34
Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago		
1	2	10	20	SUKIYAKI			6																											
			Kyu Sakamoto, Capitol 4945																															
2	1	1	9	IT'S MY PARTY			6																											
			Lesley Gore, Mercury 72119																															
3	5	7	15	YOU CAN'T SIT DOWN			8																											
			Dovells, Parkway 867																															
4	3	5	13	DA DOO RON RON			8																											
			Crystals, Phillies 112																															
5	4	3	5	I LOVE YOU BECAUSE			11																											
			Al Martino, Capitol 4930																															
6	14	31	62	BLUE ON BLUE			5																											
			Bobby Vinton, Epic 9593																															
7	9	16	25	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER			6																											
			Nat King Cole, Capitol 4965																															
8	8	11	17	STILL			10																											
			Bill Anderson, Decca 31458																															
9	13	28	33	HELLO STRANGER			7																											
			Barbara Lewis, Atlantic 2184																															
10	11	23	34	18 YELLOW ROSES			6																											
			Bobby Darin, Capitol 4970																															
11	6	6	7	TWO FACES HAVE I			12																											
			Lou Christie, Roulette 4481																															
12	7	2	1	IF YOU WANNA BE HAPPY			12																											
			Jimmy Soul, S.P.Q.R. 3305																															
13	10	4	3	SURFIN' U. S. A.			13																											
			Beach Boys, Capitol 4932																															
14	22	35	63	BIRDLAND			5																											
			Chubby Checker, Parkway 873																															
15	12	9	6	LOSING YOU			11																											
			Brenda Lee, Decca 31478																															
16	15	14	10	ANOTHER SATURDAY NIGHT			9																											
			Sam Cooke, RCA Victor 8164																															
17	36	66	—	ONE FINE DAY			3																											
			Chiffons, Laurie 3179																															
18	21	22	27	PRISONER OF LOVE			9																											
			James Brown & the Famous Flames, King 5739																															
19	16	15	11	HOT PASTRAMI			10																											
			Dartells, Dot 16453																															
20	24	32	43	THE GOOD LIFE			△ 6																											
			Tony Bennett, Columbia 42779																															
21	18	12	4	FOOLISH LITTLE GIRL			13																											
			Shirley, Scepter 1248																															
22	20	17	24	EL WATUZI			8																											
			Ray Barretto, Tico 419																															
23	19	13	8	TAKE THESE CHAINS FROM MY HEART			10																											
			Ray Charles, ABC-Paramount 10435																															
24	23	21	23	THE LOVE OF MY MAN			9																											
			Theola Kilgore, Serock 2004																															
25	30	39	49	WILDWOOD DAYS			6																											
			Bobby Rydell, Cameo 252																															
26	35	45	79	IF MY PILLOW COULD TALK			5																											
			Connie Francis, MGM 13143																															
27	17	8	2	I WILL FOLLOW HIM			13																											
			Little Peggy March, RCA Victor 8139																															
28	42	53	12	STRING ALONG			4																											
			Rick Nelson, Decca 31495																															
29	25	30	26	PUSHOVER			9																											
			Etta James, Argo 5437																															
30	32	33	38	SHUT DOWN			8																											
			Beach Boys, Capitol 4932																															
31	37	47	74	EVERY STEP OF THE WAY			△ 4																											
			Johnny Mathis, Columbia 42799																															
32	29	38	32	COME AND GET THESE MEMORIES			11																											
			Martha & the Vandellas, Gordy 7014																															
33	45	55	69	MY SUMMER LOVE			5																											
			Ruby & the Romantics, Kapp 525																															
34	27	20	16	PIPELINE			16																											
			Chantays, Dot 16440																															

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago		
35	31	26	31	LET'S GO STEADY AGAIN			8																									
			Neil Sedaka, RCA Victor 8169																													
36	47	62	76	POOR LITTLE RICH GIRL			△ 4																									
			Steve Lawrence, Columbia 42795																													
37	52	61	73	PRIDE AND JOY			5																									
			Marvin Gaye, Tamla 54079																													
38	34	27	19	KILLER JOE			13																									
			Rocky Fellers, Scepter 1246																													
39	54	68	—	ON TOP OF SPAGHETTI			3																									
			Tom Glazer & the Children's Chorus, Kapp 526																													
40	40	44	54	THE BOUNCE			8																									
			Olympics, Tri Disc 106																													
41	44	48	55	I'M SAVING MY LOVE			6																									
			Skeeter Davis, RCA Victor 8176																													
42	55	90	—	FIRST QUARREL			3																									
			Paul & Paula, Philips 40114																													
43	41	42	47	WHAT A GUY			8																									
			Raindrops, Jubilee 5444																													
44	48	54	56	SWEET DREAMS (Of You)			9																									
			Patsy Cline, Decca 31483																													
45	26	19	14	REVEREND MR. BLACK			11																									
			Kingston Trio, Capitol 4951																													
46	50	73	89	SHAKE A HAND			4																									
			Jackie Wilson & Linda Hopkins, Brunswick 55243																													
47	28	18	12	PUFF (The Magic Dragon)			14																									
			Peter, Paul & Mary, Warner Bros. 5348																													
48	59	72	—	RING OF FIRE			△ 3																									
			Johnny Cash, Columbia 42788																													
49	49	52	65	LITTLE LATIN LUPE LU			6																									
			Righteous Brothers, Moonglow 215																													
50	81	—	—	EASIER SAID THAN DONE			2																									
			Essex, Roulette 4494																													
51	56	67	77	YOUR OLD STAND BY			4																									
			Mary Wells, Motown 1042																													
52	57	69	—	OLD SMOKEY LOCOMOTION			3																									
			Little Eva, Dimension 1011																													
53	66	82	—	I WISH I WERE A PRINCESS			3																									
			Little Peggy March, RCA Victor 8189																													
54	64	75	90	SWINGING ON A STAR			4																									
			Big Dee Irwin, Dimension 1010																													
55	71	86	—	SO MUCH IN LOVE			3																									
			Tymes, Parkway 781																													
56	53	50	57	STING RAY			8																									
			Routers, Warner Bros. 5349																													
57	90	—	—	MEMPHIS			2																									
			Lionel Mack, Fraternity 906																													
58	88	—	—	TIE ME KANGAROO DOWN, SPORT			2																									
			Rolf Harris, Epic 9596																													
59	76	—	—	FALLING			2																									
			Roy Orbison, Monument 815																													
60	62	77	81	I'M MOVIN' ON			7																									
			Matt Lucas, Smash 1813																													
61	61	63	52	SHAME, SHAME, SHAME			8																									
			Jimmy Reed, Vee Jay 509																													
62	60	58	68	TEENAGE HEAVEN			6																									
			Johnny Cymbal, Kapp 524																													
63	43	37	40	IF YOU NEED ME			9																									
			Solomon Burke, Atlantic 2185																													
64	67	71	87	THERE GOES (MY HEART AGAIN)			5																									
			Fats Domino, ABC-Paramount 10444																													
65	33	25	22	AIN'T THAT A SHAME!			9																									
			4 Seasons, Vee Jay 512																													
66	75	84	—	GOODNIGHT MY LOVE			3																									
			Fleetwoods, Dolton 75																													

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago		
67	74	83	—	DON'T TRY TO FIGHT IT BABY			△ 3																									
			Eddie Gorme, Columbia 42790																													
68	—	—	—	SURF CITY			1																									
			Jan & Dean, Liberty 55580																													
69	51	57	60	DON'T MAKE MY BABY BLUE			△ 6																									
			Frankie Laine, Columbia 42767																													
70	—	—	—	HARRY THE HAIRY APE			1																									
			Ray Stevens, Mercury 72125																													
71	77	79	82	SHAKE A TAIL FEATHER			5																									
			Five Du-Tones, One-der-ful 4815																													
72	100	—	—	JUST ONE LOOK			2																									
			Doris Troy, Atlantic 2188																													
73	79	80	85	GYPSY WOMAN			5																									
			Rick Nelson, Decca 31495																													
74	65	65	66	PATTY BABY			7																									
			Freddie Cannon, Swan 4139																													
75	85	—	—	SIX DAYS ON THE ROAD			2																									
			Dave Dudley, Golden Wing 3020																													
76	91	93	—	(I Love You) DON'T YOU FORGET IT			3																									
			Perry Como, RCA Victor 8186																													
77	80	81	—	GIVE US YOUR BLESSING			3																									
			Ray Peterson, Dunes 2025																													
78	96	—	—	NOT TOO YOUNG TO GET MARRIED			2																									
			Bob R. Soxx & the Blue Jeans, Phillies 113																													
79	83	88	93	SOON (I'll Be Home Again)			6																									
			4 Seasons, Vee Jay 512																													
80	58	51	53	DO IT—RAT NOW			8																									
			Bill Black's Combo, HI 2064																													
81	69	74	86	HOBO FLATS			6																									
			Jimmy Smith, Verve 10283																													
82	82	89	92	LONELY BOY, LONELY GUITAR			5																									
			Duane Eddy, RCA Victor 8180																													
83	70	76	80	A STRANGER IN YOUR TOWN			6																									
			Shackelfords, Mercury 72112																													
84	87	87	88	SAD, SAD GIRL AND BOY			4																									
			Impressions, ABC-Paramount 10431																													
85	—	—	—	COME GO WITH ME			1																									
			Dion, Laurie 3171																													
86	—	—	—	NOT ME			1																									
			Orions, Cameo 257																													
87	—	—	—	DETROIT CITY			1																									
			Bobby Bare, RCA Victor 8183																													
88	89	91	—	YOU KNOW IT AIN'T RIGHT			3																									
			Joe Hinton, Back Beat 537																													
89	—	—	—	DENISE			1																									
			Randy & the Rainbows, Rust 5059																													
90	—	—	—	JACK THE RIPPER			1																									
			Link Wray & His Ray Men, Swan 4137																													
91																																



# the nation's best selling records

## BEST SELLING SINGLES!

- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** . . . . . **Pat Boone**
- #16488 **Scarlett O'Hara / Breakwater** . . . . . **Lawrence Welk**
- #16479 **Wipe Out** . . . . . **The Surfaris**
- #16477 **Happy Cowboy / Broken Doll** . . . . . **Billy Vaughn**
- #16440 **Pipeline** . . . . . **The Chantays**
- #16453 **Hot Pastrami** . . . . . **The Dartells**
- #16484 **Sukiyaki / Theme From A Summer Place** . . . . . **Billy Vaughn**
- #16490 **Poor Little Raggedy Ann / I'm Gonna Be The Winner** . . . . . **Jimmie Rodgers**
- #16489 **Speak, Sugar, Speak / My Heartstrings (Keep Me Tied To You)** . . . . . **The Lennon Sisters**
- #16491 **Deck Of Cards / Black Land Farmer** . . . . . **Wink Martindale**
- #16493 **Torquay Two / Peg Leg** . . . . . **The Fireballs**
- #16492 **Monsoon / Scotch High's** . . . . . **The Chantays**

## BEST SELLING ALBUMS

**SUKIYAKI**  
AND 11 HAWAIIAN HITS  
**BILLY VAUGHN**  
MY TIME • MAPANA • LOVELY HULA HANDS • SUKIYAKI  
TO YOU SWEETHEART ALMA • ON THE BEACH AT WAIKIKI  
NOW IS THE HOUR • THE MOON OF MANAROA • KALOA  
SWEET SOMEBODY • PAGAN LOVE SONG • KING'S SERenade

SUKIYAKI Billy Vaughn

**PIPELINE**  
**THE CHANTAYS**  
THE LONESOME ROAD • TRAGIC WIND •  
RUNAWAY • BLUNDERBUS • BANZAI • SLEEP  
WALK • NIGHT THEME • WAYWARD  
NILE • EL CONQUISTADOR • RIDERS IN  
THE SKY • LAST NIGHT • PIPELINE

PIPELINE The Chantays

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

1963's EARLY HITS Lawrence Welk  
DLP 3516

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

1962's GREATEST HITS Billy Vaughn  
DLP 3497

**GRAVY WALTZ**  
AND 11 CURRENT HITS!  
**STEVE ALLEN**  
RINKY DINK • PREACHERMAN  
THEME FROM LAWRENCE OF  
ARABIA • BOSS GUITAR • LOVE  
FOR SALE • CAST YOUR FATE  
TO THE WIND • REBEL-ROUSER  
GRAVY WALTZ • YAKETY-SAX • WHISTLE BAIT  
YOUR THEME • THE ROSE AND THE BUTTERFLY

GRAVY WALTZ Steve Allen DLP 3515

<b>HOT PASTRAMI</b> The Dartells DLP 3522	<b>THE BALLAD OF JED CLAMPETT</b> Jo Ann Castle DLP 3511	<b>DAYS OF WINE AND ROSES</b> Pat Boone DLP 3504	<b>WALTZ TIME</b> Lawrence Welk DLP 3499	<b>BUBBLES IN THE WINE</b> Lawrence Welk DLP 3489
<b>THE END OF THE WORLD</b> The Mills Bros. DLP 3508	<b>JIMMIE RODGERS IN FOLK CONCERT</b> DLP 3496	<b>A SWINGIN' SAFARI</b> Billy Vaughn DLP 3458	<b>BABY ELEPHANT WALK</b> Lawrence Welk DLP 3457	<b>NO ONE WILL EVER KNOW</b> Jimmie Rodgers DLP 3453
<b>GREATEST ORGAN HITS</b> Jerry Burke DLP 3450	<b>MOON RIVER</b> Lawrence Welk DLP 3412	<b>THE ANDREWS SISTERS' GREATEST HITS</b> DLP 3406	<b>CALCUTTA</b> Lawrence Welk DLP 3359	<b>BLUE HAWAII</b> Billy Vaughn DLP 3165
<b>THE MILLS BROTHERS' GREAT HITS</b> DLP 3157	<b>SAIL ALONG, SILV'RY MOON</b> Billy Vaughn DLP 3100	<b>PAT'S GREAT HITS</b> Pat Boone DLP 3071	<b>HYMNS WE LOVE</b> Pat Boone DLP 3068	<b>THE GOLDEN INSTRUMENTALS</b> Billy Vaughn DLP 3016



**The greatest stereo LP ever...**  
 Picked by **Billboard** **Cash Box** **Music Vendor** **Variety**

Henry V; The Big Country; Samson & Delilah; The Longest Day; Moon River (Breakfast At Tiffany's); Around The World In 80 Days; Exodus; West Side Story (One Hand, One Heart; America; Something's Coming; Maria; Tonight).  
 Stereo SP 44025



**Burning up the charts...**

Granada; Malagueña; Cielito Lindo; Be Mine Tonight; La Paloma; Siboney; Andalucia; Maria Elena; Perfidia; Estrellita; Amapola; España.  
 Stereo PS 295

Mono LL 3295



**Unanimous acclaim...**

Picked by **Billboard** **Cash Box** **Music Vendor** **Variety**

Let's Fall In Love; Love Walked In; There Will Never Be Another You; My Funny Valentine; Old Devil Moon; Come Fly With Me; Never Will I Marry; I Hadn't Anyone Till You; I've Got You Under My Skin; Hindustan; Summer-time Love; Cherokee.  
 Stereo PS 307

Mono LL 3307



**Broadway's newest smash musical...**  
 The spirit of a fabulous score captured by Frank Chacksfield

She Loves Me; Dear Friend; Will He Like Me; Days Gone By; Sounds While Selling; Tonight At Eight; I Resolve; Try Me; Where's My Shoe; I Don't Know His Name; A Trip To The Library; No More Candy (Music Box Melody); Grand Knowing You; Ilona.  
 Stereo PS 316

Mono LL 3316



**Just broke the charts...and moving**

Slavonic Dance In E Minor (Dvorak); Etude (Chopin); Tango In D (Albeniz); Barcarolle from "The Tales of Hoffmann"; On Wings Of Song (Mendelssohn); Hungarian Dance No. 5 (Brahms); Solveg's Song from "Peer Gynt"; Air For The G String (Bach); Cradle Song (Brahms); None But The Lonely Heart (Tchaikovsky); Ave Maria (Bach-Gounod); Largo from "Xerxes" (Handel).  
 Stereo PS 269

Mono LL 3269



**...and these hit singles...**

the original... the hit

**THE BACHELORS**  
**CHARMAINE**

9584



The original...

**JET HARRIS & TONY MEEHAN**  
**SCARLET O'HARA**

9608



**NO. 2 IN ENGLAND**

The Canadian sensation...

**JOHNNY "K"**  
 With the singin' and swingin' eight  
**LEMONADE**

9612



Stickout bands from her sensational new LP...

**CATERINA VALENTE**  
**HINDUSTAN** B/W  
**NEVER WILL I MARRY**

9609



**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

**THE CHANTAYS**

**SCOTCH HIGH'S**

(Downey, BMI) (1:45)—Dot 16492

The group follows up on its "Pipeline" bit with another teen swinger. It's a gummy guitar instrumental with the sound of the relentlessly pounding surf. The flip side is "Monsoon" (Downey, BMI) (2:05).



POP SPOTLIGHT

**RICHARD CHAMBERLAIN**

**TRUE LOVE**

(Buxton Hill, BMI) (2:04)

**I WILL LOVE YOU**

(DeVorzon, BMI) (2:25)—MGM 13148

Dr. Kildare has a potent two-sided effort here. The first is a melodious version of the Crosby-Kelly hit of some time ago. The second is from his recent album, a ballad with strong choral and string support.



POP SPOTLIGHT

**PAUL ANKA**

**HELLO JIM**

(Spanka, BMI) (2:38)

**YOU'VE GOT THE NERVE TO CALL THIS LOVE**

(Spanka, BMI) (2:38)—RCA Victor 8195

Another big two for Paul. The first is a side with weeper, country ballad qualities. Anka sings it to telling effect against fop choral effects. The flip is a fine ballad side set against the bossa nova beat. Both have a strong chance.



POP SPOTLIGHT

**NEW CHRISTY MINSTRELS**

**GREEN, GREEN**

(New Christy Minstrels, BMI) (2:07)—Columbia 42805

The Christy aggregation have a strong, happy, folksy sound here that has Barry McGuire as the featured singer. This one is a natural for all types of pop air play and should do well on jukes. The flip is "Banjo" (Cherrybell, ASCAP) (2:17).



POP SPOTLIGHT

**RICK NELSON**

**A LONG VACATION**

(Hilliard, BMI) (2:07)

**MAD, MAD WORLD**

(Hilliard, BMI) (2:01)—Imperial 5958

Two solid sides by Rick Nelson on his old label each of which has a chance to take off. Topper is a catchy blues, penned by Dorsey Burnett; Side II is a warm ballad, with a stylish reading by Rick.



POP SPOTLIGHT

**LITTLE ESTHER PHILLIPS**

**WHILE IT LASTED**

(Jill, BMI) (2:04)—Lenox 5570

This is a mighty powerful weeper lyric idea given a strong rhythmic twist. The side rolls along over hard hitting ork and chorus backing. Flip is "Why Should We Try Anymore" (Acuff-Rose, BMI) (2:04).



POP SPOTLIGHT

**THE MARKETTS**

**WOODY WAGON**

(Giant-Wrist-Marmor, BMI) (1:58)—Warner Bros. 5365

The Marketts, pioneers in the surfing beat, have a strong surf disk here that should appeal to fans of the sport. Tune is a driving rocker that gets a sharp instrumental performance from the boys. Title refers to a wooden station wagon. Flip is "Cobra" (Giant-Wrist-Marmor, BMI) (2:08).



POP SPOTLIGHT

**COSMO**

**SMALL TOWN GOSSIP**

(Tree, BMI) (2:13)—Sound Stage 72504

The song is about puppy love in a small town, and Cosmo tells all about it over a rocking chorus and driving beat. Sock material for the teens. Label is being distributed by Monument. Flip is "Things I'd Like to Do" (Tree, BMI) (2:40).



POP SPOTLIGHT

**TEX AND THE CHEX**

**BEACH PARTY**

(Dankoff, BMI) (1:52)—20th Century-Fox 411

Here's a swinging side that builds in excitement all the way, sparked by a vigorous performance by Tex and the Boys. Surf sounds and rhythm backing add much to the disk. Strong wax for both surfers and non-surfers. Flip is "(Love Me) Now" (Grand Canyon, BMI) (1:47).



POP SPOTLIGHT

**TITUS TURNER**

**SOULVILLE**

(DeLarue-Nom, BMI) (2:20)—Enjoy 1015

The pulsing tune that Dinah Washington made a bit of noise with recently, is handed a strong performance by Titus Turner over zingy backing from the ork. It will get action first on the r.&b. station level, and once exposed could quickly break pop. Flip is "My Darkest Hour" (Bob-Dan, BMI) (2:33).



POP SPOTLIGHT

**THE PARKETTES**

**EL MATADOR**

(Ludix, BMI) (2:05)—Ludix 105

Here's a solid, rocking upbeater done much in the style of the "Shout Shout" Isley Brothers. It has an exciting Latin tinge to add interest, too. Could do a lot of business. Flip is "The Peg" (Ludix, BMI) (2:17)

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### SURF CITY . . .

Jan & Dean, Liberty 55580

### HARRY THE HAIRY APE . . .

Ray Stevens, Mercury 72125

## ★ 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.

### WIPE OUT . . .

Surfaris, Dot 16479 (Miraleste-Robin Hood, BMI) (Boston)

### EYES . . .

Earls, Old Town 1141 (Maureen, BMI) (New York)

### SPRING . . .

Birdlegs & Pauline, Vee Jay 510 (Kirchstein-Conrad, BMI) (Atlanta, Memphis-Nashville)

### SURF WALK . . .

Manual and the Renegades, Piper 7000 (Dyna, BMI) (Los Angeles)

### WHEN A BOY FALLS IN LOVE . . .

Mel Carter, Derby 1003 (Kags, BMI) (Los Angeles)

### SOMEWHERE IN THE NIGHT . . .

Terri Thornton, Dauntless 036 (Screen Gems-Columbia, BMI) (New York)

### THE MINUTE YOU'RE GONE . . .

Sonny James, Capitol 4969 (Regent, BMI) (Memphis-Nashville)

### TIPS OF MY FINGERS . . .

Roy Clark, Capitol 4956 (Tree, BMI) (Houston)

## POP SPOTLIGHT

### FATS DOMINO

#### ISLE OF CAPRI

(Harms, ASCAP) (2:14)—Imperial 5959

The great Fats is at it again with a good oldie done in his own highly individual style over a swinging ork and chorus assist. It's from the backlog but the side can step out. Flip is "True Confession" (Travis, BMI) (2:09).

## POP SPOTLIGHT

### DEL SHANNON

#### TWO SILHOUETTES

(Vicki-McLaughlin, BMI) (2:14)

#### FROM ME TO YOU

(Gil, BMI) (2:00)—Big Top 3152

Del Shannon did very well with his recent "Little Town Flirt" hit opus and these two can do just as well. Top side has a familiar message about the lovers behind drawn shades and it's effectively handled. Flip, a medium tempo ditty, also has a chance.

## C.&W. SPOTLIGHT

### JIM REEVES

#### GUILTY

(Samos-Tuckahoe, BMI) (3:09)—RCA Victor 8193

The smooth and mellow Reeves pipes are heard to advantage here on a powerful ballad effort about a romance on the rocks. Fine backing, too. Side should click neatly in country and there's pop potential, too. Flip is "Little Ole You" (Four Star, BMI) (2:20)

## C.&W. SPOTLIGHT

### ORVILLE COUCH

#### DID I MISS YOU?

(LeBill-Eddville, BMI) (1:58)

#### THE LONESOMES

(LeBill-Eddville) (2:07)—Vee Jay 528

Orville Couch made a solid bow on the label recently and here are two more stylish efforts. Top side is a warmly delivered weeper ballad and the flip has much the same flavor incorporating a fine song idea. Either could go.

## C.&W. SPOTLIGHT

### BOBBY HELMS

#### FRAULEIN

(Travis, BMI) (2:35)

#### MY SPECIAL ANGEL

(Blue Grass, BMI) (2:50)—Columbia 42801

Helms cut these two sides originally for the Decca label and he has recorded them as his initial Columbia effort. Both were hits before and both can go all over again. Watch them.



### 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 LENNON SISTERS

★★★★ Speak, Sugar, Speak (Leeds, ASCAP) (2:28)—★★★★ My Heartstrings (Keep Me Tied to You) (Vogue, BMI) (2:20). DOT 16489

#### NANCY SINATRA

★★★★ One Way (Grace, BMI) (2:18) — ★★★★★ Cruel War (Public Domain) (2:58). REPRIS 20188

#### THE LIVELY ONES

★★★★ High Tide (Maravilla, BMI) (1:50)—★★★★ Goofy Foot (Maravilla, BMI) (2:17). DEL-FI 4210

#### BEN E. KING

★★★★ The Beginning of Time (Saturday, ASCAP) (2:42) — ★★★★★ I (Who Have Nothing) (Milky-Way-Trio-Cotillon, BMI) (2:30). ATCO 6267

#### CHRIS CONNOR

★★★★ I Concentrate on You (DeSylva, Brown & Henderson, ASCAP) (2:44)—★★★★ Lot of Livin' to Do (Harris, ASCAP) (1:50). FM 3002

#### JERRY BUTLER

★★★★ I Almost Lost My Mind (St. Louis, BMI) (2:12)—★★★★ Strawberries (Progressive, BMI) (3:07). VEE JAY 526

#### THE TAMS

★★★★ Find Another Love (Low-AB, BMI) (1:50)—★★★★ Don't Ever Go (Low-AB, BMI) (2:12). ARL 729

#### EARL SINKS

★★★★ Looking for Love (Acuff-Rose, BMI) (1:55)—★★★★ Raining on My Side of Town (Acuff-Rose, BMI) (2:13). CAPITOL 4985

#### DON DAY CURTIS

★★★★ The Bumble Bee (Unbelievable, BMI) (2:09)—★★★★ Don't Talk About Me, Baby (Unbelievable, BMI) (2:29). ABC-PARAMOUNT 10459

#### AL CASEY

★★★★ Surfin' Hootenanny (Renda, BMI) (2:08) — ★★★★★ Easy Pickin' (Renda, BMI) (1:55). STACY 962

#### BOBBY CRAWFORD

★★★★ Mrs. Smith Please Wake Up Joan (Aldon, BMI) (1:52) — ★★★★★ That Little Ole' Lovemaker Me (Spartan, ASCAP) (1:52). DEL-FI 4211

#### LUCIUS LAWTON

★★★★ People Sure Act Funny (Bob-Dan, BMI) (2:17) — ★★★★★ I Don't Know What I'm Gonna Do (Pete, BMI) (2:11). LAURIE 3176

#### KAY STARR

★★★★ No Regrets (Shapiro-Bernstein, ASCAP) (2:39)—★★★★ Cherche La Rose (Famous, ASCAP) (2:34). CAPITOL 4983

#### CATERINA VALENTE

★★★★ Hindustan (Venus - Forester, ASCAP) (2:06)—★★★★ Never Will I Marry (Frank, ASCAP) (2:33). LONDON 9609

#### TOMMY ROE

★★★★ What Makes the Blues (Want to Pick on Me) (Low-TWI, BMI) (2:32)—★★★★ Kiss and Run (Low-TWI, BMI) (2:13). ABC-PARAMOUNT 10454

#### JACK JONES

★★★★ That's the Way I'll Come to You (U. S. Songs, ASCAP) (2:15)—★★★★ Love Is a Ticklish Affair (Feist, ASCAP) (1:53). KAPP 534

#### TRINI LOPEZ

★★★★ La Bamba (Parts I & II) (South Mountain, BMI) (2:13, 2:25). REPRIS 20190

#### THE APPALACHIANS

★★★★ Hilly - Billy - Ding - Dong-Choo-Choo (Bourne, ASCAP) (2:42)—★★★★ Big Betty (Tree, BMI) (2:35). ABC-PARAMOUNT 10464

#### MERRY CLAYTON

★★★★ Magic of Romance (T. M., BMI) (2:17)—★★★★ It's in His Kiss (T. M., Lyne, BMI) (2:02). CAPITOL 4984

#### ROGER WILLIAMS

★★★★ Janie Is Her Name (Mills, ASCAP) (1:52) — ★★★★★ Theme From "The Eleventh Hour" (Miller, ASCAP) (2:31). KAPP 533

#### LEE ANDREWS

★★★★ Looking Back (Eden-Sweco, BMI) (2:28) — ★★★★★ Operator (Cameo-Parkway, BMI) (2:12). PARKWAY 866

#### THE RIVINGTONS

★★★★ The Haky Bird (Parts I & II) (Beechwood, BMI) (2:33, 2:06). LIBERTY 55585

#### BILLY J. KRAMER

★★★★ Do You Want to Know a Secret (Metric, BMI) (1:59)—★★★★ I'll Be on My Way (Metric, BMI) (1:38). LIBERTY 55586

#### THE McGUIRE SISTERS

★★★★ Cuddle Up a Little Closer, Lovey Mine (Witmark, ASCAP) (2:30)—★★★★ You're Driving Me Crazy (What Did I Do?) (Bregman, Vocco & Conn, ASCAP) (2:26). CORAL 65572

#### BEN COLDER

★★★★ Goin' Surfin' (Lowery, BMI) (2:36)—★★★★ Still No. 2 (Moss-Rose, BMI) (3:11). MGM 13147

#### BOBBY ARLIN

★★★★ Mushroom Machine (Parts I & II) (Tucson, BMI) (2:08, 1:48). TIKI 3500

#### THE LEVONS

★★★★ Love Is Better Than Ever (GH, BMI) (2:25)—★★★★ We're Just Friends Now (Republic, BMI) (2:20). COLUMBIA 42798

#### L. B. WILSON

★★★★ Poco Loco (Saturday, ASCAP) (2:16)—★★★★ Don't (Saturday, ASCAP) (2:16). VIVID 1002

#### JIMMY ARMSTRONG

★★★★ I'm Going to Lock My Heart (Bob - Dan - Newmark, BMI) (2:50)—★★★★ Count the Tears (Bob-Dan-Newmark, BMI) (2:50)—ENJOY 1016

#### LINDY ADAMS

★★★★ Surprise Party (Marc-Jean-Keymen, BMI) (2:35)—★★★★ A Bird in the Hand (Marc-Jean-Keyman, BMI) (2:28). TRI DISC 108

#### FORD EAGLIN

★★★★ Cover Girl (Travis, BMI) (2:15) — ★★★★★ Little Eva (Travis, BMI) (2:10). IMPERIAL 5946

#### THE PAGE BOYS

★★★★ Ole Buttermilk Sky (Burke-Van Heusen, ASCAP) (2:20)—★★★★ If Tears Could Speak (Boval, BMI) (2:08). DECCA 31505

### JAZZ

#### THE THREE SOUNDS

★★★★ Sermonette (American Jazz) (3:00)—★★★★ Dap's Groove (3:15). BLUE NOTE 1856

(Continued on page 26)

EVERYONE'S PICKIN'

GOTTONEFFELDS

Acce Cannon's

HI RECORDS

AMERICAN LONDON GROUP

2065

**Billboard,  
You're So Right!**  
*It's REALLY moving!*

SPECIAL MERIT SPOTLIGHT  
POP DISK JOCKEY  
PROGRAMMING

**KING KOBRA  
BWI-EXPRESS**  
(Pleasant, ASCAP) (2:00)—  
Request 3013

An interesting and smartly  
turned out instrumental. The  
combo puts out a good calypso-  
based sound that has a lot  
of commercial feeling. Side  
merits plenty of spins and  
has a chance to move. Flip  
is "Flamingo Limbo" (Pleasant,  
ASCAP) (2:07).

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Tri-Cities, Iowa & Illinois

**"CHECK THAT BABY  
OUT, ONE TIME"**  
B/W

**"Young Love in Spring"**  
BY  
Randy Proffitt & The Beachcombers  
backed by The Jordanares

Bett-Coe A-103

PLUS

**"OVER-ALL OVER"**  
B/W

**"KEEP 'EM FOR A HOBBY"**  
BY  
Carolyn Chipman &  
The Beachcombers  
backed by The Jordanares

Bett-Coe A-104

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**MUSIC AS WRITTEN**

**Schwaid & Clark**

Bob Schwaid, formerly with a jingle firm, and Craig Clark, have formed a publishing and production firm. Publishing wing is called Little Bunker Music. Record label is C. B. Records. Current disk on the label is "Cruisin'," with the Casuales, and one of their disks, with the Cotillions is out on the ABC-Paramount label, called "Sometimes It Gets Lonely." On the Avanti label is another master with Barbara and Jean, "Let's Get Together."

**NEW YORK**

Cadet Distributing is in its new Woodward Ave. home in Detroit and has added a new promotion man Gordon Prince. "Rawhide" TV star Clint Eastwood signed with Cameo-Parkway. Next Highwaymen's set for UA is a hoot-enanny that is. Bob Adams of Record Sales, Nashville, is fully recovered and back to work. Vince (Ben Casey) Edwards' next LP for Decca is supposed to be a big one. It was recorded at the Riviera nitery and will be out soon. Atlantic Records has signed the New World Singers. Like Records (not like, records) has signed Larry and the Conservatives. Barry and the Conservatives would seem more appropriate. Sid Mills is recuperating in Sinai Hospital in Baltimore after an operation.

K.A.B. Records, which specializes in gospel music, has been formed in Springfield, Ohio.

Charles Segal, publisher from South Africa, is on the scene for a few months to study American methods and secure and sell masters. He can be reached at Southern Music. Virgil Fox will receive an honorary doctor of music degree from Bucknell June 3. The Detroit Symphony will perform the score from "Cleopatra" at an open-air concert June 11 at the Michigan State Fair. Mrs. Bonnie Bourne left for Europe. An Iketes record on Tenna has changed title from "Prisoner in Love" to "No Bail in This Jail."

Dee Jay Records has a new vice-president in Thomas Hartman. Tommy Manno signed by Falcon Productions. Connie Francis not only is going to play before the Queen of England in a command performance, but will have the show taped for her personal music collection. Detroit's Grand Bar featured a show recently which starred Lloyd Price and Erma Franklin. Guess who is Price's musical director? None other than jazz trombonist and band leader Slide Hampton. One of the Angels at the Sweet Chariot, new gospel night club in town, is being escorted around town by a top record exec who has a home in Valhalla.

JACK MAHER

**TALENT TOPICS**

Continued from page 14

group's Southern and Midwestern tour. Nelson Riddle, in town promoting his latest Reprise disk, teamed with Forrest Tucker, appearing at the Edgewater Beach, to help Sig (Have Tape—Will Travel) Sakowicz celebrate his birthday by guesting on Sig's WATQ show.

Tim Boxer, who discovered Dick Gregory, is betting on a new "discovery." She's Susan Smith, who has just concluded a three-week engagement at the Playboy. Lawrence Welk and the Brothers Four will be among acts featured at the Chicagoland Music Festival, Saturday, August 17, at Soldier Field. Penny Pryor joins the WBBM radio singing staff to be featured daily on "Music Wagon," the station's live-music show hosted by Mal Bellairs. Another native Chicagoan, Toni Lee Scott, has just wound up a smash three weeks at the Playboy. Toni is fully recovered from an attack of pneumonia earlier this year. Sid Nierman, honky-tonk pianist on WBBM's "Music Wagon," is seriously ill in Michael Reese Hospital. He'd appreciate hearing from his many friends. Sid's show business days date back several decades. He used to be the accompanist for Sophie Tucker and formerly recorded for Mercury. NICK BIRO

**PITTSBURGH**

Sophie Tucker advanced her Holiday House date from October 4 to August 16. The October date now goes to Pearl Bailey. Jim Winston and Solly Solomon of Columbia Records co-hosted a Carlton House luncheon on June 3 for Jimmy Dean, who opened a week's engagement that night at Twin Coaches. Floyd Patterson brought his boxing protege,

Mickey Alan, to Pittsburgh on May 28 to plug Mickey's first Epic single, "I'll Wait a Little Longer and See." Billy Farrell clicked so well at the Adrilee that he was held over a second week.

"Harold Better's at the Encore," a locally produced LP which has already topped the 8,000 mark in local sales, won Harold Better's a two-week stand at the Virginian in Cleveland, beginning June 3. Suger's record store in downtown Fifth Avenue shuttered. George Bodnar booked the Rooftop Singers for their debut in West View Park's Danceland on June 5. Brian Hyland due here on June 16 to promote his new ABC-Paramount platter, "I'm Afraid to Go Home."

LEONARD MENDLOWITZ

**HOUSTON**

Anita Bryant opened a two-week engagement at the Continental Room of the International Club. The Cork Club will take Milton Berle aboard for a two-week tour of entertaining duty. Also on the bill are Leonard Sues, the Amin Brotjers and the La Scala Quartet. Berle will remain through June 12 and will be followed on June 13 by Tony Martin. Other headliners booked include Buddy Hackett and Bobby Breen opening June 27 and the Lobato Dancers opening July 11.

The Continental Houston picked up the option to retain Jaye P. Morgan in Houston to sing for another week at the French Quarters Club. The Don Cannon band is on the bandstand.

The Cork Club has booked Tony Bennett for a two-week engagement starting September 19. Steve Tyrell is currently at the Swingin' Shepherd on Tuesday, Thursday and Sunday.

**SINGLES  
REVIEWS**

Continued from page 25

**JIMMY SMITH**  
★★★★ Minor Chant (Parts I & II) (Groove, BMI) (3:47, 3:35). BLUE NOTE 1878

**COUNTRY**

**PAL BRADY**  
★★★★ Who Cries the Most? (Sure-Fire, BMI) (2:04)—★★★ How Can I Be Best Man? (Mayflower, BMI) (2:38). ING 5758

**HOYT JOHNSON AND THE FOUR RECORDERS**  
★★★★ You'll Never Be a Stranger to Me (E & M, BMI) (2:05)—★★★ Standing in Your Window (E & M, BMI) (2:00). ZONE 1065

**WARNER MACK**  
★★★★ Working Girl (Cedarwood, BMI) (2:00)—★★★★ I'll Step Out of the Picture (Valley, BMI) (2:15). DECCA 31506

**RHYTHM & BLUES**

**DONOMAN AND THE LAKETTES**  
★★★★ Here Comes the Fool (Bro-Sil, ASCAP) (2:43)—★★★ Do You Know (Everything 'Bout Love) (House of Sound-Bilya Bah-Tupper, BMI) (2:50). THUNDERBIRD 102

**POLKA**

**AL MOROUSE**  
★★★★ 970 Polka (Morouse-Mary VI, BMI) (2:15)—★★★★ Tommy's Polka (Morouse - Mary VI, BMI) (2:20). GATEWAY 706

**Roy Orbison Hot  
In English Tour**

NEW YORK — Roy Orbison is playing to sell-out houses throughout England and Scotland, Jim McConnell, of the Acuff-Rose Artist Corporation, reports from London.

Orbison's tour began May 17 and will end June 9. Among some of the larger cities he will play are London, South Hampton, Nottingham, Sheffield, Liverpool, Worcester, Manchester, Birmingham, Glasgow, Newcastle and York.

He is also appearing on several BBC radio shows including the popular "Go Man Go" show.

This is Orbison's second trip abroad. His wife, Claudette, is making the tour with him, and is helping to promote his latest release, "Falling," on the Monument label.

McConnell said he is setting up appearance dates for other Acuff-Rose artists in Germany, England and Ireland.

**Name Ed Sargoy**

NEW YORK—The Copyright Society of the U.S.A., celebrating its 10th anniversary this year, elected Edward Sargoy its new president at the annual meeting of the board of trustees.

Charles S. Seaton, former secretary, and Sidney A. Diamond, former treasurer, were each elected vice-president and trustee. Other officers elected are: Alan Latman, secretary; Edward M. Cramer, treasurer; Morton Goldberg, assistant secretary, and Stanley Rothenberg, assistant treasurer. Professor Walter Derenberg was re-elected executive director of the society for a two-year term.

Johnny Clyde Copeland, who has a new record out titled "On Bending Knees," is at the club on Sundays from 3 to 7 p.m. Both are backed by the Art Boatwright combo.

The Wanderers Three, a local folk-singing trio, will join the Bill Dana show slated here at the Music Hall on June 22. The Wanderers are Tim Evans, Ernest James and John Mills.

**IT'S JUNE!**

and look what's  
bustin' out all  
over at  
**REPRISE!**  
(see opposite page)

**THE CONCERT  
SINATRA**

**NELSON RIDDLE  
CONDUCTS HIS SCORE  
—COME BLOW YOUR  
HORN**

**THE ACADEMY  
AWARD WINNERS  
LES BAXTER**

**DEAN Tex MARTIN  
RIDES AGAIN**

**LITTLE GIRL BLUE/  
LITTLE GIRL NEW  
KEELEY SMITH**

**FOLK BALLADS from  
EDGAR ALLAN POE—  
IVY LEAGUE TRIO**

**LOVE—ROSEMARY  
CLOONEY**

**¡SALUD! — JoAO  
GILBERTO  
JON HENDRICKS**

**GETTING  
SENTIMENTAL OVER  
TOMMY DORSEY—  
JO STAFFORD**

**SUMMER HOLIDAY—  
JIMMY GRIFFIN**

**PIANO RHAPSODIES  
OF LOVE  
GEORGE GREELEY**

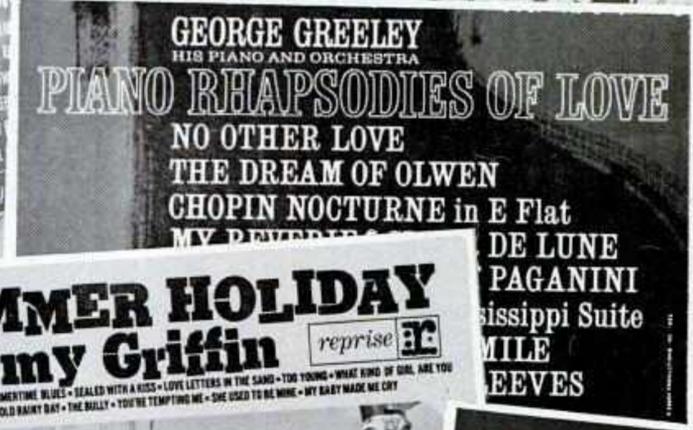
**TRINI LOPEZ  
AT P.J.'s**



# IT'S JUNE!

and look what's bustin' out all over  
at REPRISE!

( see catalog listings on facing page )





# ALBUM REVIEWS



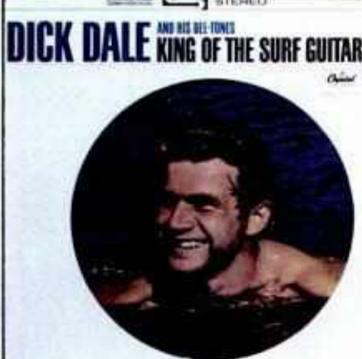
## BILLBOARD SPOTLIGHT PICK

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**  
**KING OF THE SURF GUITAR**  
 Dick Dale & His Del-Tones  
 Capitol T 1930 (M); ST 1930 (S)



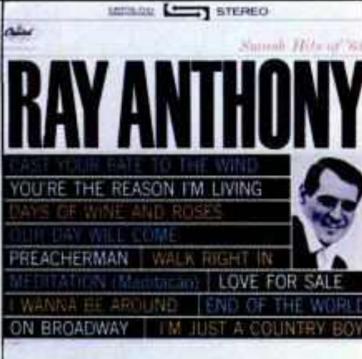
This is Dick Dale's first album for Capitol and he brings to it the same wild excitement that he brought to his waxings on his own Del-Tone label. Set crackles with some of the early Elvis Presley excitement as Dale sings and plays such tunes as "The Lonesome Road," "Hava Nagila," "Greenback Dollar," "Mexico" and "What'd I Say." A solid seller indicated here, especially on the West Coast.

**POP SPOTLIGHT**  
**THE ESTABLISHMENT**  
 Original London Company  
 Riverside RM 850



Here's a wild comedy album that should get lots of attention when it hits the stalls. The set is composed of the English cast from the British club which is currently playing in revue form at the Strollers Club, New York. The cast is composed of John Fortune, Jeremy Geidt, Eleanor Bron and John Bird, and it was produced by Peter Cook of "Beyond the Fringe."

**POP SPOTLIGHT**  
**SMASH HITS OF '63**  
**RAY ANTHONY**  
 Capitol T 1917 (M); ST 1917 (S)



Ray Anthony has had a number of good selling albums in the past and the combination of that track record and this album of instrumental hit tunes could put him right up there again. The trumpeter swings in on a variety of tunes that were big hit singles this year: "Cast Your Fate to the Wind," "On Broadway," "You're the Reason I'm Livin'" and "Our Day Will Come," are just a few of the first-class sides.

**POP SPOTLIGHT**  
**GLORIA "BLUE"**  
 Gloria Lynne  
 Everest 5203 (M); 1203 (S)



Gloria Lynne has a fine album here that should sell across the board: pop, jazz and r.&b. As the title indicates, Gloria sings the blues on the LP with funky titles and sophisticated torch songs balancing the album. Her big hit, "He Needs Me," is included as are "Am I Blue," "Stormy Monday" and "Little Girl Blue." Surprise starter is the weeper waltz "Condemned Without Trial." Backings vary from strings to small rhythm combo.

**POP SPOTLIGHT**  
**FOOLISH LITTLE GIRL**  
 The Shirelles  
 Scepter LP 511 (M)



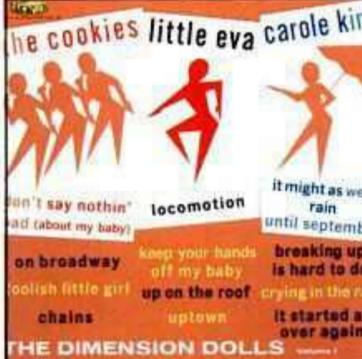
The gals have been consistent top sellers and they've gotten heavy mileage out of their current smash, "Foolish Little Girl," which becomes the title of this newest set, their sixth for the label. It's packed with typical Shirelles' sounds, including their latest single coupling, "Don't Say Goodnight and Mean Goodbye" and "I Didn't Mean to Hurt You," and lots of others. Should be a big album.

**POP SPOTLIGHT**  
**DEAN (TEX) MARTIN RIDES AGAIN**  
 (M); R9-6085 (S)



In this, Dino's second country-styled offering, both the devotees of country music and Dino will be pleased. This easy, informal style lends itself readily to such standbys as "Candy Kisses," "Just a Little Lovin'" and new ones such as "Second-Hand Rose" and "My Sugar's Gone." Tex is ably backed by Marty Paich, plus 38 musicians and singers.

**POP SPOTLIGHT**  
**DIMENSION DOLLS, VOL. 1**  
 The Cookies/Little Eva/Carole King  
 Dimension DLP 6001 (M)



A solid offering by the top stars of the Dimension label, including a group of the biggest hits for these artists as well as their versions of hits by other artists. The Cookies have "Chains" and "Don't Say Nothin' Bad About My Baby," among others; Little Eva has "Loco-Motion," then "Up on the Roof" and "Uptown," while Miss King, who did the arrangements for the album, does several of her own hits, including "It Might as Well Rain Until September." A powerhouse.

**POP SPOTLIGHT**  
**SUKIYAKI & OTHER JAPANESE HITS**  
 Kyu Sakamoto. Capitol T 10347 (M); DT 10349 (S)



This young Japanese star has literally come out of left field for his first American hit in "Sukiyaki," and the speed of movement on the single would indicate plenty of potential for the album as well. The hit is here, of course, in addition to a flock of other Japanese titles such as "Tsun Tsun Bushi," "Boku No Hoshi," "Hige No Uta" and a couple of plain old American titles like "Good Timing" (once a hit for Jimmy Jones) and "Good Bye Joe."

**POP SPOTLIGHT**  
**DION SINGS THE 15 MILLION SELLERS OF**  
 Laurie LLP 2019



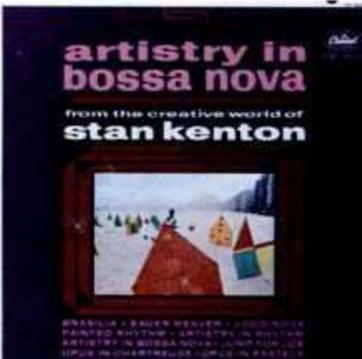
Although all of these recordings have been issued previously, the 15 Dion sides make for a fine album, and one sure to appeal to his many fans. Dion sings songs of the hitmakers, like Bobby Vee's "Take Good Care of My Baby," Bobby Darin's "Queen of the Hop," plus "The Twist," "Stagger Lee," "Come Go With Me," "Candy Man," and "Shout," among others.

**POP SPOTLIGHT**  
**SHE LOVES ME (2-12")**  
 Original Cast  
 MGM E41180C-2 (M); SE-4118 OC-2 (S)



Here's MGM's de luxe packaging of the newest hit Broadway musical, a two-LP production which re-creates the giant-sized score of some two dozen tunes, almost twice that of a normal Broadway outing. Cast includes Barbara Cook, Daniel Massey, Barbara Baxley, Jack Cassidy, Nathaniel Frey, Ralph Williams and Ludwig Donath, all of whom are heard here. Special price of \$6.95 to \$7.95 should be an added sales incentive.

**POP SPOTLIGHT**  
**ARTISTRY IN BOSSA NOVA**  
 Stan Kenton  
 Capitol T 1931 (M); ST 1931 (S)



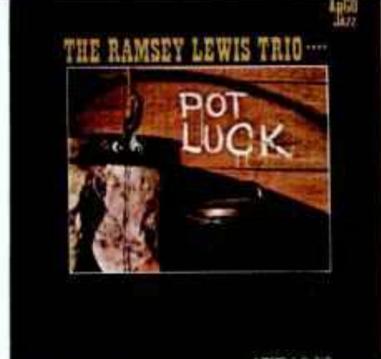
For you folks that are over 25, Stan Kenton has brought his "Artistry" trade-name up to date with this bossa nova set. The album kicks off with the theme, "Artistry in Rhythm," done in the new Brazilian style and a good many of the old Kenton favorites: "Opus in Pastel," "Painted Rhythm," "Jump for Joe," "Artistry in Bokro," "Eager Beaver," as well as a fistful of new ones. The big Kenton sound and bossa fit just fine.

**POP SPOTLIGHT**  
**PEGGY LEE MINK JAZZ**  
 Capitol T 1850 (M); ST 1850 (S)



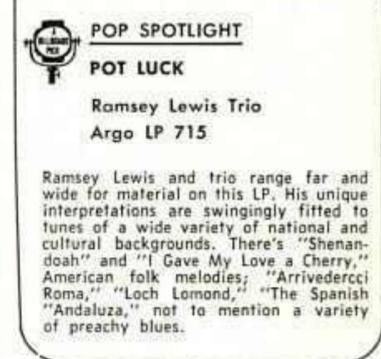
One of the most exciting albums of the week. Peggy Lee sings a variety of standards against cooking and soulful jazz backgrounds. While Peggy's singing ranks with her best, there's really some first-rate jazz blowing and arranging. Jack Sheldon plays some of his best trumpet on records here and, Justin Gordon, Lou Levy, John Pisano, Benny Carter and Bob Corwin are among the fine sidemen.

**POP SPOTLIGHT**  
**POT LUCK**  
 Ramsey Lewis Trio  
 Argo LP 715



Ramsey Lewis and trio range far and wide for material on this LP. His unique interpretations are swingingly fitted to tunes of a wide variety of national and cultural backgrounds. There's "Shenan-doah" and "I Gave My Love a Cherry," American folk melodies; "Arrivederci Roma," "Loch Lomond," "The Spanish Andaluza," not to mention a variety of preachy blues.

**COUNTRY SPOTLIGHT**  
**LOVE ME FOREVER**  
 Wanda Jackson  
 Capitol T 1911 (M); ST 1911 (S)



Miss Jackson is in great form on this, her newest outing, and for a change, she's in an almost strictly pop setting, with handsome arrangements for strings and voices by Bill McElhiney. The tunes are slow and romantic and include, in addition to a top-notch country ballad like "Funny How Time Slips Away," a group of well-remembered disk hits like "Pledging My Love," "Little Things Mean a Lot" and "Please Love Me Forever." Strong wax that can have a hefty pop play.

**POP SPOTLIGHT**  
**THE DILLARDS BACK PORCH BLUEGRASS**



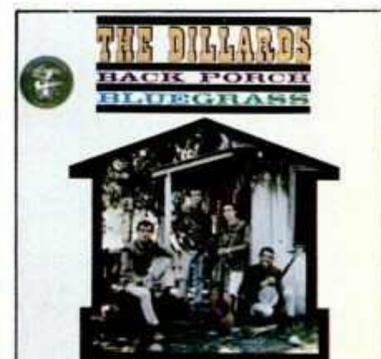
This group has created more than a little stir in West Coast folk circles and the word can be expected to spread considerably when this album makes its impact. It's a good album, full of exciting and reasonably authentic bluegrass, much of it instrumental but some also highlighting a most flavorsome, typically nasal vocal sound with the unique harmonic intervals associated with the hill sound. The 15 selections include "Old Joseph," "Somebody Touched Me" and "Old Man at the Mill." These boys are a group to watch.

**FOLK SPOTLIGHT**  
**THE DILLARDS BACK PORCH BLUEGRASS**  
 Elektra EKL 232



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

## 150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	9
2	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473	22
3	2	WEST SIDE STORY Sound Track, Columbia OL 5670	86
4	4	LAWRENCE OF ARABIA Sound Track, Colpix CP 314	16
5	7	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 3065	4
6	6	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	11
7	11	SURFIN' U. S. A. Beach Boys, Capitol T 1890	7
8	8	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	19
9	5	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	9
10	13	PETER, PAUL & MARY Warner Bros. W 1449	60
11	9	KINGSTON TRIO #16 Capitol T 1871	12
12	15	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	58
13	10	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	9
14	16	SINCERELY YOURS Robert Goulet, Columbia CL 1921	24
15	17	RICHARD CHAMBERLAIN SINGS MGM E 4088	20
16	12	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	8
17	31	THE BARBRA STREISAND ALBUM Columbia CL 2007	10
18	22	JOAN BAEZ IN CONCERT Vanguard VRS 9112	34
19	14	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1992	8
20	23	HOOB FLATS Jimmy Smith, Verve 8544	5
21	20	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	12
22	27	WEST SIDE STORY Original Cast, Columbia OL 5230	140
23	33	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	50
24	25	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	20
25	38	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	30
26	19	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	33
27	28	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	11
28	18	I'M A WOMAN Peggy Lee, Capitol T 1857	15
29	29	OLIVER Original Cast, RCA Victor LOC 2004	32
30	30	SURFING Ventures, Dolton BLP 2022	7
31	21	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	12
32	24	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	18
33	34	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	11
34	32	JOAN BAEZ, VOL. II Vanguard VRS 9094	81
35	26	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	21
36	36	THE BEST OF THE KINGSTON TRIO Capitol T 1705	54
37	44	ALL ALONE AM I Brenda Lee, Decca DL 4370	15
38	54	HOW THE WEST WAS WON Sound Track, MGM 1E5	5
39	37	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	7
40	36	NEW FRONTIER Kingston Trio, Capitol T 1809	27
41	43	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	39
42	53	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	40
43	46	ALWAYS YOU Robert Goulet, Columbia CL 1876	62
44	45	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	91
45	50	CAMELOT Original Cast, Columbia KOL 5620	125
46	48	THE BEST OF JOLSON Al Jolson, Decca DXA 169	30
47	41	ALLEY CAT Bert Fabric, Atco 148	34
48	42	WATERMELON MAN Mongo Santamaría, Battle 6120	7
49	49	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	182
50	79	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3293	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	47	PIPELINE Chantays, Dot DLP 3516	5
52	56	OUR MEN IN SAN FRANCISCO Limelitters, RCA Victor LPM 2609	20
53	59	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444	6
54	60	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	17
55	75	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	23
56	125	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	2
57	71	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	8
58	51	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	16
59	55	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	10
60	39	THINK ETHNIC Smothers Brothers, Mercury MG 20777	11
61	52	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	33
62	67	ROY ORBISON'S GREATEST HITS Monument MLP 8000	42
63	64	DEAR LONELY HEARTS Nat King Cole, Capitol T 1836	25
64	57	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	27
65	70	STEVE LAWRENCE WINNERS! Columbia CL 1952	19
66	74	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	33
67	40	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	19
68	77	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	11
69	72	SHIRELLES GREATEST HITS Scepter 507	21
70	58	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	61
71	69	WARM & WILLING Andy Williams, Columbia CL 1879	35
72	80	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 5007	3
73	85	PATSY CLINE SHOWCASE Decca DL 4202	19
74	61	BUDDY HOLLY STORY Coral CL 57279	127
75	76	NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	4
76	68	WHERE DID EVERYONE GO! Nat King Cole, Capitol W 1859	4
77	66	GYPSY Sound Track, Warner Bros. B 1480	27
78	90	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	267
79	92	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 0082	4
80	83	JOAN BAEZ, VOL. I Vanguard VRS 9078	68
81	98	TWO OF US Robert Goulet, Columbia CL 1826	42
82	84	RUBY BABY Dion, Columbia CL 2010	13
83	86	MAKIN' A JOYFUL NOISE Limelitters, RCA Victor LPM 2588	4
84	82	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	17
85	81	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	43
86	65	COLLEGE STANDARDS Lettermen, Capitol T 1829	10
87	87	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	12
88	63	SKETTER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	10
89	95	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	8
90	89	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfá, Verve V 8523	5
91	97	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289	3
92	104	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2641	6
93	102	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	15
94	78	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	24
95	62	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	8
96	101	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	7
97	73	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	11
98	88	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	88
99	94	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	136
100	106	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	17

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	114	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	28
102	100	SOUND OF GENIUS Various Artists, Columbia SGM 1	6
103	118	THE CHIFFONS Laurie LLP 2018	5
104	91	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	22
105	108	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	14
106	96	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	165
107	103	THE NEW CHRISTY MINSTRELS Columbia CL 1872	35
108	113	REMINISCING Buddy Holly, Coral CRL 57426	14
109	107	RAPTURE Johnny Mathis, Columbia CL 1915	34
110	—	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	1
111	115	GENE PITNEY SINGS JUST FOR YOU Muscor MM 2004	5
112	93	I COULD GO ON SINGING Sound Track, Capitol W 1861	6
113	109	PAUL & PAULA SING FOR YOUNG LOVERS Philips PNM 200-078	17
114	105	WILD WEEKEND Rockin' Rebels, Swan SLP 509	13
115	117	THIS IS MY COUNTRY Robert Shaw Chorale & the RCA Victor Symphony Orch., RCA Victor LM 2642	6
116	134	UP ON THE ROOF Drifters, Atlantic 8073	2
117	120	NO STRINGS Original Cast, Capitol O 1695	61
118	111	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	18
119	122	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2641	11
120	116	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	19
121	121	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LPM 2620	7
122	129	FABULOUS MIRACLES Tamlia TM 238	2
123	99	FROM A JACK TO A KING Ned Miller, Faber FLP 1001	12
124	119	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	170
125	130	MUSIC MAN Sound Track, Warner Bros. B 1459	40
126	145	THE MOTOR-TOWN REVIEW, VOL. I Various Artists, Motown 609	2
127	132	AFFINITY Oscar Peterson Trio, Verve V8516	2
128	112	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	36
129	133	CHAD MITCHELL TRIO IN ACTION Kapp KL 1212	10
130	—	SUKIYAKI Kyu Sakamoto, Capitol T 10349	1
131	—	SCREAMIN' Brother Jack McDuff, Prestige PR 7259	1
132	138	VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	2
133	128	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	14
134	—	CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS MGM E 4048	1
135	—	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LPM 2688	1
136	—	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	7
137	140	RHYTHM OF THE RAIN Cascades, Valiant 405	9
138	142	OUR DAY WILL COME Ruby & the Romantics, Kapp KL 1222	6
139	141	LITTLE BIRD Pete Jolly Trio & Friends, Ava A 22	2
140	127	THE END OF THE WORLD Julie London, Liberty LRP 3300	3
141	110	COLLEGE CONCERT Kingston Trio, Capitol T 1658	50
142	144	TIME OUT Dave Brubeck, Columbia CL 1397	128
143	—	SUKIYAKI & 11 CURRENT HITS Billy Vaughn, Dot DLP 3523	1
144	123	HEAVENLY Johnny Mathis, Columbia CL 1351	195
145	—	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002	1
146	150	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	20
147	148	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	9
148	124	DON'T LET ME CROSS OVER Carl Butler, Columbia CL 2002	8
149	—	THE NATURAL SOUL Lou Donaldson, Blue Note 4108	1
150	126	HIS GREATEST HITS Johnny Crawford, Del Fi DFLP 1229	4

## 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	9
2	2	WEST SIDE STORY Sound Track, Columbia OS 2070	83
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 314	13
4	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	22
5	5	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2641	10
6	8	OLIVER Original Cast, RCA Victor LSO 2004	33
7	6	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	11
8	7	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2638	10
9	10	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	37
10	9	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	21
11	18	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	5
12	15	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	8
13	19	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	55
14	14	HOW THE WEST WAS WON Sound Track, MGM 15E5	9
15	11	CAMELOT Original Cast, Columbia KOS 2031	125
16	13	SUPERCUSSION Dick Schory's Percussion Pops Ork, RCA Victor LPS 2613	9
17	22	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	8
18	16	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	39
19	12	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	10
20	17	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	170
21	23	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8793	7
22	20	KINGSTON TRIO #16 Capitol ST 1871	11
23	36	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	18
24	41	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM9-444	10
25	21	RAVEL: BOLERO Boston Symphony Orch. (Munch), RCA Victor LSC 2644	6
26	32	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	4
27	24	WEST SIDE STORY Original Cast, Columbia OS 2001	102
28	28	SINCERELY YOURS Robert Goulet, Columbia CS 8791	24
29	33	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	7
30	34	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	3
31	26	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	10
32	37	PETER, PAUL & MARY Warner Bros. WS 1449	47
33	30	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	11
34	38	NEW THRESHOLDS IN SOUND Sid Ramin & His Ork, RCA Victor LSP 2658	4
35	29	1963'S EARLY HITS Lawrence Welk, Dot DLP 25510	11
36	35	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	27
37	42	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	17
38	31	HOOB FLATS Jimmy Smith, Verve V6-8544	5
39	25	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	9
40	45	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	19
41	44	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	2
42	—	UNITED STATES MARINE BAND RCA Victor LSP 2647	1
43	40	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 25497	18
44	27	THIS IS MY COUNTRY Robert Shaw Chorale & RCA Victor Symphony Orch., RCA Victor LSC 2642	8
45	43	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	14
46	—	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CS 8817	1
47	39	SOUND OF GENIUS Various Artists, Columbia SGM 1	6
48	48	NEW FRONTIER Kingston Trio, Capitol ST 1809	21
49	—	BARBRA STREISAND ALBUM Columbia CS 8807	1
50	46	WALTZ TIME Lawrence Welk, Dot DLP 25499	9

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"The Wonderland By Night" man in his biggest yet...

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## KITTY WELLS

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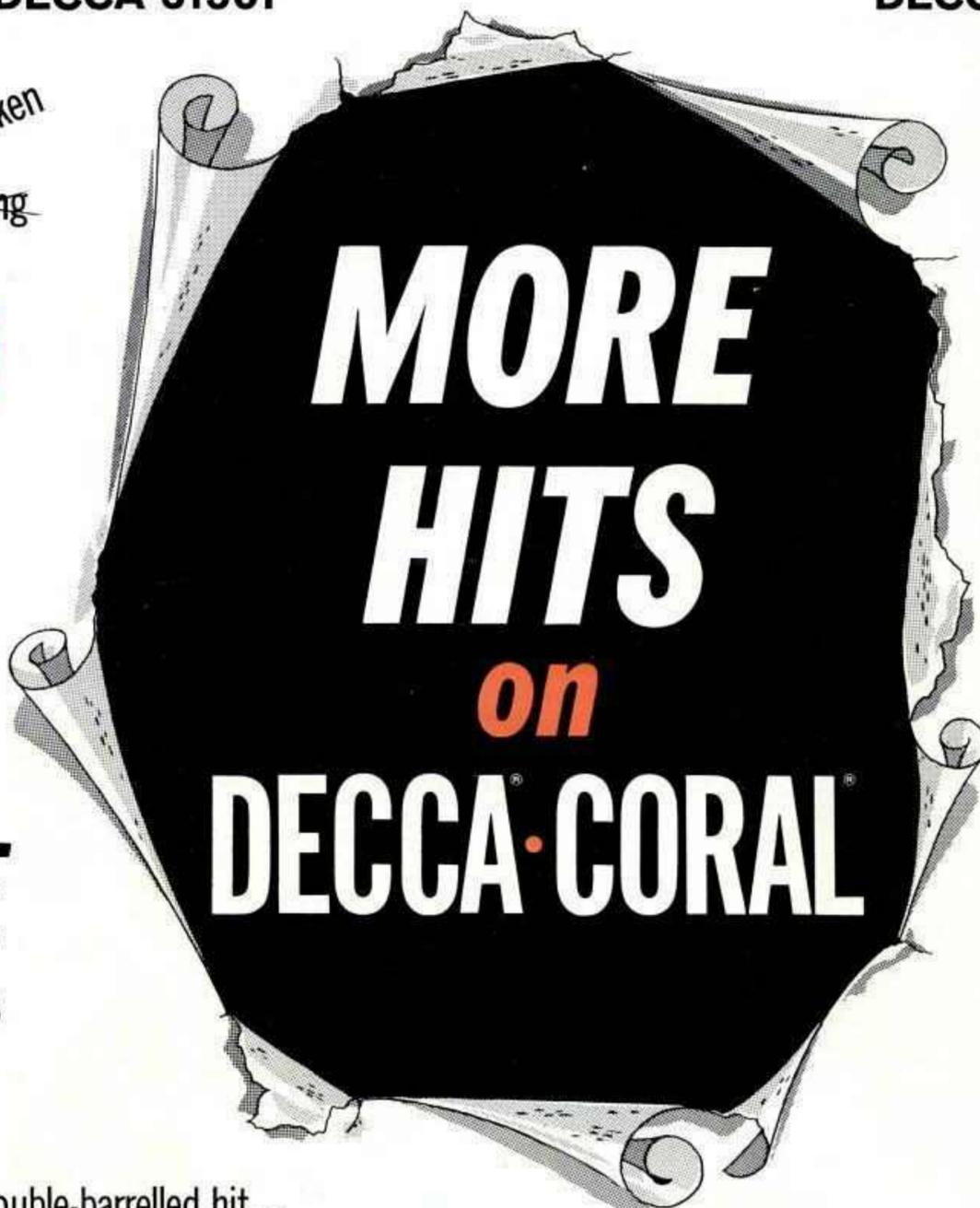
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A great record breaking  
nationally...

# SANDS OF GOLD

## WEBB PIERCE

DECCA 31488



The "Big Noise"  
for '63...

# INDIAN LOVE CALL -PART 2

## COZY COLE

CORAL 65571

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# IF I COULD HOLD BACK THE DAWN

c/w

# I'M GONNA BRING YOU DOWN

## GOLDIE HILL

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a great new record...

# JUST OVER THE LINE

## PENNY JAY

DECCA 31489



## 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

**EVERY DAY I HAVE TO CRY**  
Steve Alaimo. Checker LP 2986

Steve Alaimo had a degree of chart success with the recent single of the title tune here, which prompts the release of this set now and which also provides the peg for the package—that is, tears. For instance, the set includes "I Don't Want to Cry," "My Heart Cries for You," "I Cried All the Way Home," "She Cried," "Don't Cry," etc. A real crying record all the way, with Alaimo in good form against rock-styled backings that move well.

### POP SPECIAL MERIT

**WALT DISNEY PRESENTS SUMMER MAGIC**  
Various Artists. Vista BV 4025

Disney sound tracks have managed to become sustained sellers in various instances, and this newest Disney film epic could fall in that category, teaming as it does, three important names. These are Burl Ives, Hayley Mills and Eddie Hodges, and they combine their talents with those of Deborah Walley, Dorothy McGuire, Una Merkel and others in a film with a good bit of built-in nostalgia. The score is not distinguished, but that doesn't mean that some of the ditties, particularly those with Burl Ives, won't get good summer play. They rate as spinnable seasonal items.

### POP SPECIAL MERIT

**HOOTENANNY**  
Various Artists. Crestview CRV 806

Crestview, the new subsidiary of Elektra Records, may have a winner on its hands with this hot item. The title, of course, ties in with the ABC-TV folk series of the same name, and as it turns out, most of the acts in the album have also been on the show. Included with tracks here are the Limericks, Josh White, Theo Bikel, Bib Gibson, Bud and Travis, Oscar Brand, Judy Collins, Ed McCurdy, Judy Henske, the Dillards, Will Holt and the Travelers 3.

### POP SPECIAL MERIT

**THERE'S A MEETIN' HERE TONIGHT**  
Joe & Eddie. Crescendo GNP 86

Joe and Eddie are a smart, pop-folk-styled duo who handle their material in a most professional fashion. To a zingy rhythm combo backing they turn out such varied items as the title tune, "Lonesome Traveler," "Scarlet Ribbons," "Mariah," "I Laid Around" and "Kisses Sweeter Than Wine." It's the second album for these California-based lads and it's enough, if properly exposed, to give them a good sales stimuli on a more national scale. They definitely have a sound.

### POP SPECIAL MERIT

**SLOW GLOW**  
Annita Roy. Ava A 16 (M); AS 16 (S)

Here's a young, talented singer well worth watching. She has one of those soft, sultry middle key voices that makes much of sad sophisticated material. The arrangements are in the hip pop (jazz-tinged with flute) style by Harry Betts. Tommy Wolff's "The Heart That Broke," "Another Time, Another Place," and "I'll Be Around," are among the top efforts.

## 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

**DIVORCE ITALIAN STYLE**  
Sound Track. United Artists UAL 4106 (M); UAS 5106 (S)

For those who have already had the pleasure of seeing the motion picture that won the Cannes Festival Award "Best Comedy" and the Academy Award for "Best Screen Play"—this album will recall some of the most favorable moments of the flick. A salable item.

### POP SPECIAL MERIT

**HEDY WEST**  
Vanguard VRS 9124

Hedy West is the latest in a series of young folk-pop singers who have been introduced on the label. She has her own sound and style, somewhat in the Joan Baez groove, with her material stemming from mountain, ballad and cowboy idioms, etc. She sells them with much feeling in a warm and touching manner. And she plays good five-string banjo too. A strong new name for the pop-folk field.

### POP SPECIAL MERIT

**SANDY BULL: FANTASIAS FOR GUITAR AND BANJO**  
Vanguard VRS 9119

Sandy Bull is a most intriguing young guitarist and banjoist, who has combined his folk-styled work on his instruments with touches of both jazz and classical idioms. And he is able to pull it all off successfully due to his exceptional virtuosity on both instruments. He plays here an imaginative fantasia of his own, another based on "Carmina Burana," plus some lighter items as well. Bull is worth watching.

### POP SPECIAL MERIT

**JAZZ**  
Chris Colombo Quintette  
Strand SL 1044 (M); SLS 1044 (S)

Here's an album that's good for kicks and solid instrumental air time on almost any kind of station. The LP is by a group led by ex-Bill Doggett drummer, Chris Colombo. There's a little bit for the r.&b. market with organ and a little Jonah Jones-style trumpet and plenty of rhythm. "Summer-time," is a first-class ballad in the Sax 5th Ave. mode. All tunes are standards.

### CLASSICAL SPECIAL MERIT

**A TREASURY OF MUSIC OF THE RENAISSANCE (2-12")**  
La Societe de Musique D'Autrefois  
Elektra EKL 229

A most unusual, but nonetheless worthwhile disk undertaking for a label that's more closely identified with the pop-folk world. This two-LP set, an original product of Chant du Monde Records in Paris, and a winner there of the Grand Prix du Disque, brings together in neatly arranged segments, the music of 15th Century France, 15th Century Italy, 16th Century France and 16th Century England. The performances, which include recorders, lutes, viols and other ancient instruments, are filled with charm, making this an entertaining as well as an instructive set.

### CLASSICAL SPECIAL MERIT

**CASADESUS: SECOND SONATA; MILHAUD: L'ALBUM DE MADAME BOVARY**  
Grant Johannesen  
Golden Crest CR 4060

Now that Grant Johannesen has become well known in the U.S.A., due to his recent triumphal Russian concert tour, he may get the recognition here he deserves. He shows off his fine piano work on this recording of the Casadesus "Second Sonata," and Milhaud's little recorded "L'Album de Madame Bovary." The recording itself is excellent, and the cover is attractive.

### CLASSICAL SPECIAL MERIT

**HANDEL: SAUL ORATORIO (3-12")**  
Various Artists. Vanguard BG 642/4 (M); BGS 5054/6 (S)

The infrequently performed oratorio "Saul" is one of Handel's finest works in this genre, and Vanguard's release is thus especially welcome. Mogen Woldike conducts a moving version with excellent performances by the Vienna Symphony and the Copenhagen Boys Choir, and some fine solo efforts by a cast that includes soprano Jennifer Vyvyan, alto Helen Watts and tenor Herbert Handke. A connoisseur's package that should win strong attention from collectors of Baroque music.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

MONO

**I LOVE YOU BECAUSE**  
Al Martino, Capitol T 1914

STEREO

**UNITED STATES MARINE BAND**  
RCA Victor LSP 2687

**NEW CHRISTY MINSTRELS TELL TALL TALES!**  
Columbia CS 8817

**BARBRA STREISAND ALBUM**  
Columbia CS 8807

### ★ 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

**THE UNITED STATES AIR FORCE BAND AND THE SINGING SERGEANTS...**  
RCA Victor LPM 2686

**THE SOUND OF HOROWITZ...**  
Vladimir Horowitz, Columbia ML 5811

**DION SINGS TO SANDY...**  
Laurie LLP 2017

**THE UNITED STATES MARINE BAND**  
RCA Victor LPM 2687

**NIGHT LIFE...**  
Ray Price, Columbia CL 1971

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

**MAHLER: SYMPHONY NO. 1...**

Boston Symphony Orch. (Leinsdorf), RCA Victor LM 2642

**SHE LOVES ME...**  
Original Cast, MGM E 4118

**CLASSICAL ENCORES...**  
Mantovani & His Ork, London LL 3269

**UNITED STATES ARMY BAND & CHORUS...**  
RCA Victor LPM 2685

**JAN & DEAN TAKE LINDA SURFIN'...**  
Liberty LRP 3294

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

**ONE WORLD CONCERT...**  
Erroll Garner, Reprise R 6080

**WAGNER: SIEGFRIED...**  
Various Artists, London A 4508

**VERSATILE MARTIN DENNY...**  
Liberty LRP 3307

STEREO

**THE UNITED STATES NAVY BAND & THE SEA CHANTERS...**  
RCA Victor LSP 2688

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

**WHERE DID EVERYONE GO?...**  
Nat King Cole, Capitol SW 1859

**STARDUST...**  
Boston Pops/Arthur Fiedler, RCA Victor LSC 2670

**I LOVE YOU BECAUSE...**  
Al Martino, Capitol ST 1914

### COUNTRY SPECIAL MERIT

**ROY ACUFF AND HIS SMOKY MOUNTAIN BOYS**  
Capitol T 1870 (M); DT 1870 (S)

The only living member of the Country Music Hall of Fame is one of the all-time greats in the field and his record hits are among the true country classics. This set contains a grouping of the best known of these over the years, with titles like "Great Speckled Bird," "Wabash Cannon Ball," "Night Train to Memphis," "Wreck on the Highway," etc. Great grouping with much historic flavor.

### COUNTRY SPECIAL MERIT

**COUNTRY HITS BY COUNTRY STARS**  
Various Artists  
Capitol T 1912 (M); ST 1912 (S)

A dozen fine country tracks out of the recent Capitol LP and single hit catalog, by a flock of the best from the roster. Lead items would be Wanda Jackson's "In the Middle of a Heartache," Faron Young's "Back Track," "Nobody's Fool," with Buck Owens, and "Sing a Little Song of Heartache," by Rose Maddox. A standout collection with other sides by Bobby Edwards, Ferlin Husky, Faron Young, Jean Shepard, Glen Campbell, the Louvins, etc.

### COUNTRY SPECIAL MERIT

**THE STEEL GUITAR HALL OF FAME**  
Various Artists. Starday SLP 233

Here is an all-star line-up of the best Nashville has to offer in the twanging, singing, steel guitar field. Leon McAuliffe contributes his memorable "Steel Guitar Rag," and he is joined by Roy Wiggins, Buddy Emmons, Jerry Byrd, Don Helms, Herbie Remington and others. There are, of course, numerous steel guitar men of top quality in the disking field now and getting the very top would be a tough job. Starday has come as close to this goal as could be done and collectors of this sound and scene will want this set.

### BLUES SPECIAL MERIT

**THE BLUES, VOL. 1 AND VOL. 2**  
Various Artists  
Argo LP 4026 & 4027

Here are two utterly intriguing sets, each of which contains a collection of choice vault material from the blues archives of the Chess-Checker-Argo axis. The names of the artists are enough to give a good run-down on the kind of material included. These include Muddy Waters, Chuck Berry, Sonny Boy Williamson, Howlin' Wolf, Jimmy Witherspoon, John Lee Hooker, Little Walter, Bo Diddley and others. Either of these constitutes a collector's dream.

### FOLK SPECIAL MERIT

**PHILADELPHIA FOLK FESTIVAL, VOL. 2**  
Various Artists  
Prestige International INT 13072

Devotees of the more pure folk sounds will find the performances of Pete Seeger, Blind Gary Davis, Tossie Aaron, Bill Keith with Jim Rooney and Fritz Richmond, made to order. The almost intimate setting of the Paoli, Pa., farm where the festival was held and the enthusiasm shared by the audience, adds a special dimension to top folk performances of top folk songs.

### SPIRITUAL SPECIAL MERIT

**MESSAGE OF HOPE**  
Reverend Maceo Woods' Christian Tabernacle Ensemble. Vee Jay LP 5028

A most impressive series of efforts. The Christian Tabernacle Ensemble of Chicago comprises a splendid choir with five separate soloists, each of whom knows how to put out the message. The presence of this recording is such that the listener is virtually in the church, so clean-cut is the mastering. This, added to the work of singers Doris Sykes, Melvin Smathers, Pearl McCombs, Nelson Dupree and Eugene Borden, makes for an exciting production.



### 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

**SURFIN' WITH BO DIDDLEY**  
Checker LP 2987

**COME SURF WITH ME**  
Aki Aleong and the Nobles. Vee Jay LP 1060 (M); SR 1060 (S)

**THE CHARLES RIVER VALLEY BOYS**  
Prestige International 13074

**DANCING IN THE PARK**  
Griz Green & His Ork. Everest 5209 (M); 1209 (S)

### JAZZ

**LUCKY THOMPSON PLAYS JEROME KERN AND NO MORE**  
Moodsville MV 39

**COLEMAN HAWKINS SOUL**  
Swingville SV 2038

**INVITATION**  
Milt Jackson Sextet. Riverside RM 446 (M); RS 9446 (S)

**DARKTOWN STRUTTERS BALL**  
Various Artists. Swingville SV 2033

**SHADES OF GREEN**  
William Green & the Marty Jazz All Stars. Everest 5213 (M); 1213 (S)

**YO HO! FRANK WESS POOR YOU, LITTLE ME**  
Prestige 7266

**THE MUSIC OF COLE PORTER PLAYED BY AMERICA'S GREATEST JAZZMEN**  
Various Artists. Moodsville MV 34

**MY SON, THE FOLK SINGER**  
Bill Mark Trio. Vee Jay LP 3035 (M); SR 3035 (S)

1963-1964 INTERNATIONAL MUSIC INDUSTRY

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ADVERTISING DEADLINE: JUNE 20, 1963

# RAY CH

AWARD AFTER AWARD



# ARLES

**AFTER AWARD!**

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*1963 Music Machine Awards*

#1—ARTIST THAT EARNED THE MOST MONEY  
FOR JUKE BOX OPERATORS DURING 1962

#1—TOP EARNING JUKE BOX RECORD FOR 1962

#1—TOP R&B JUKE BOX RECORD FOR 1962

*Billboard's 15th Annual  
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#1—FAVORITE RECORD (I Can't Stop Loving You)

*1963 NARAS Award*

#1—BEST RHYTHM & BLUES RECORDING

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ONE**

ABC-PARAMOUNT 10453

CURRENT SMASH ALBUMS

**MODERN SOUNDS  
IN COUNTRY &  
WESTERN MUSIC**

ABC-PARAMOUNT ABC 410

**MODERN SOUNDS  
IN COUNTRY &  
WESTERN MUSIC,  
VOL. II**

ABC-PARAMOUNT ABC 435

**RAY CHARLES  
GREATEST HITS**

ABC-PARAMOUNT ABC 415

Personal Management  
Jeff Brown

Billboard

HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	PUENTE PEXOA	*Trovadores del Norte (CBS)
2	1	CUTI PIE	Johnny Tillotson (Cadence-Microfon)—Ridge-Korn
3	2	MUNDO CRUEL	Enrique Guzman (CBS)—Fermata
4	8	PALABRAS NUEVAS	Antonio Prieto (Microfon)—Fermata
5	9	FRENTE AL MAT	*Susy Leiva-Mariano Mores (Odeon)
6	—	CULPA DE LA BOSSA NOVA	Eydie Gorme (CBS)—Fermata
7	6	SE HA PUESTO EL SOL	Adriano Celentano (Fermata)—Fermata
8	10	RUBY BABY	Dion (CBS)
9	—	VACACIONES EN HAWAII	Waldir Azevedo (Disc Jockey)
10	—	AMOR	Paul Anka (Victor)—Spanka-Fermata

AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TAMOURE	Bill Justis (Philips)—Boosey & Hawkes
2	5	HOW DO YOU DO IT	Jerry and the Peacemakers (Columbia)—Leeds
3	3	SUMMER HOLIDAY	Cliff Richard (Columbia)—Allans
4	2	FOOTAPPER	The Shadows (Columbia)—Allans
5	8	JEZEBEL	*Rob E. G. (Festival)—Davis
6	4	PROUD OF YOU	*Jay Justin (HMV)—Castle
7	7	IF YOU WANNA BE HAPPY	Jimmy Soul (HMV)—No Publisher
8	—	LOVE IS A BALL	Damita Jo and Billy Eckstine (Philips)—Boosey & Hawkes
9	6	PIPELINE	The Chantays (London)—Alberts
10	9	MECCA	Gene Pitney (UA)—Schroeder
11	—	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Tucon
12	10	I LOVE YOU BECAUSE	Al Martino (Capitol)—Allans
13	11	I WILL FOLLOW HIM	Little Peggy March (RCA)—Leeds
14	12	OUR WINTER LOVE	Bill Pursell (CBS)—Boosey & Hawkes
15	13	LOSING YOU	Brenda Lee (Festival)—Castle

AUSTRIA

This Week	Last Week	Title	Artist
1	5	MONDSCHEN AN DER DONAU	Gus Backus (Polydor)
2	2	PEPINO	Vico Torriani (Decca); Freddy Brock (Ariola)
3	1	EIN ZUG FAHRT DURCH DIE NACHT	Peter Beil (Philips)
4	—	RUBY BABY	Dion (Columbia)
5	9	WENN ERST DER ABEND KOMMT	Peter Alexander (Polydor)
6	4	JUNGE KOMM BALD WIEDER	Freddy Quinn (Polydor)
7	8	MADISON AUS MEXICO	Catarina Valente (Decca)
8	—	WENN ICH EIN COWBOY WAER	Martin Lauer (Polydor)
9	—	QUEEN FOR TONIGHT	Helen Shapiro (Columbia)
10	7	MONSIEUR	Petula Clark (Vogue)

BRITAIN

(This is a special list compiled prior to publication by the New Musical Express, London)

This Week	Last Week	Title	Artist
1	3	DO YOU WANT TO KNOW A SECRET	*Billy J. Kramer (Parlophone)—Northern Songs Ltd.
2	1	FROM ME TO YOU	*Beatles (Parlophone)—Northern Songs Ltd.
3	2	SCARLET O'HARA	*Jet Harris-Tony Meehan (Decca)—Francis Day & Hunter
4	4	LUCKY LIPS	*Cliff Richard (Columbia)—Cromwell Music

5	7	IN DREAMS	Roy Orbison (London)—Chappell
6	10	WHEN WILL YOU SAY I LOVE YOU	*Billy Fury (Decca)—Jack Good Music
7	6	TWO KINDS OF TEARDROPS	Del Shannon (London)—Vicki Music
8	5	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor Music
9	13	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly
10	—	I LIKE IT	*Gerry and the Pacemakers (Columbia)—Dick James Music
11	15	YOUNG LOVERS	Paul and Paula (Philips)—One Four Two Music
11	11	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
13	9	NOBODY'S DARLIN' BUT MINE	*Frank Ifield (Columbia)—Peter Maurice
14	8	HOW DO YOU DO IT?	*Gerry and the Pacemakers (Columbia)—Dick James Music
15	18	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	*Freddie and the Dreamers (Columbia)—Feldman Music
16	12	FROM A JACK TO A KING	Ned Miller (London)—Palace Music
17	—	FALLING	Roy Orbison (London)—Acuff-Rose
18	14	LOSING YOU	Brenda Lee (Brunswick)—Ivan Mogull
19	17	PIPELINE	Chantays (London)—World Wide Music
20	25	SHY GIRL	*Mark Wynter (Pye)—E. H. Morris
21	19	FORGET HIM	Bobby Rydell (Cameo-Parkway)—Welbeck Music
22	16	HE'S SO FINE	Chiffons (Stateside)—Peter Maurice
23	—	OUT OF MY MIND	Johnny Tillotson (London)—Baton Music
24	—	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA)—Kags Music
25	—	SHY GIRL	Cascades (Warner Bros.)—E. H. Morris
26	29	HARVEST OF LOVE	*Benny Hill (Pye)—Welbeck Music
27	28	LET'S GO STEADY AGAIN	Neil Sedaka (RCA)—Aldon Music
28	21	BROWN EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel Music
29	23	LITTLE BAND OF GOLD	James Gilreath (Pye Int.)—Joy Music
30	—	WOE IS ME	*Helen Shapiro (Columbia)—A. Schroeder

EIRE

(Courtesy Irish Times Ltd., Dublin)

This Week	Last Week	Title	Artist
1	3	IN DREAMS	Roy Orbison (London)—Chappell
2	1	LITTLE BAND OF GOLD	James Gilreath (Pye)—Joy Music
3	7	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell
4	2	FROM ME TO YOU	The Beatles (Parlophone)—Northern Songs Ltd.
5	—	WELCOME TO MY WORLD	Jim Reeves (RCA Victor)—142 Music
6	8	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)—Manor Music
7	6	TWO KINDS OF TEARDROPS	Del Shannon (London)—Vicki Music
8	—	SCARLET O'HARA	Harris/Meehan (Decca)—Francis, Day & Hunter
9	4	NOBODY'S DARLIN' BUT MINE	Frank Ifield (Columbia)—Peter Maurice
10	10	BROWN-EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel

FINLAND

(Courtesy Ilta-Sanommat, Helsinki)

This Week	Two Weeks Ago	Title	Artist
1	1	EMMA	The Sounds (Fontana)
2	4	TANGO D'AMORE	Eino Gron (Scandia)
3	—	JOHNNY GUITAR	The Spotnicks (Karussell)
4	2	TANGO D'AMORE	Rocco Granata (Sonet)
5	3	ALL STAR FESTIVAL	(LP)
6	6	TULLALLA TWIST	The Scaffolds (HMV)
7	5	SATUMAA	Reijo Taipale (Scandia)

8	—	CRYING IN THE WIND	Paul Anka (RCA)
9	8	LIMBO ROCK	Chubby Checker (Karussell)
10	7	MANZANILLA	Jorgen Petersen (Columbia)

FRANCE

(Courtesy Patennleuws, Amersfort, Holland)

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

HOLLAND

(Courtesy Platennleuws, Amersfort, Holland)

This Week	Last Week	Title	Artist
1	1	BUONA NOTTA BAMBINO	Rocco Granata (CNR)—Picture Music, Joop Portengen
2	2	BLUME VON TAHITI	Gert Timmerman (Telefunken)—Holland Music
3	4	SUMMER HOLIDAY	Cliff Richard (Columbia)—Basart
4	9	JUNGE, KOMM' BALD WIEDER	Freddy (Polydor)—Bens-Altona
5	5	SOERABAYA	Anneke Gronloh (Philips)—Bosart L. C., Amsterdam
6	7	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Altona
7	3	LOOP DE LOOP	Johnny Thunder (Delta)—Chappell
8	8	HAND IN HAND	*Jackie van Dam (Fontana)—Benelux Music
9	—	RITME VAN DE REGEN	Rob de Nijs (Decca)—Chappell
10	—	WINI-WINI	Die Tahiti Tamoures (Polydor)—Joop Portengen

HONG KONG

(All records on the Qualton label)

This Week	Last Week	Title	Artist
1	1	FOLLOW THE BOYS	Connie Francis (MGM)
2	5	MR. BASSMAN	Johnny Cymbal (Kapp)
3	2	LOOP DE LOOP	The Fabulous Echoes (Diamond)
4	3	SUMMER HOLIDAY	Cliff Richard (Columbia)
5	—	I WILL FOLLOW YOU	Little Peggy March (RCA Victor)
6	6	LET'S GO STEADY AGAIN	Neil Sedaka (RCA Victor)
7	7	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)
8	8	DON'T BE AFRAID LITTLE DARLING	Steve Lawrence (CBS)
9	9	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA Victor)
10	10	FOOTAPPER	The Shadows (Columbia)

HUNGARY

(All records on the Qualton label)

This Week	Two Weeks Ago	Title	Artist
1	—	ILYEN A TWIST	*Ambrus Kiri—Editio Musica
2	—	MEG IDE ODA HUZ A SZIV	*Araczkzy Laszlo—Editio Musica
3	—	FOGJ EGY SETAPALCAT	*Lehel Nemeth—Editio Musica
4	—	EGY ESOS VASARNAP DELUTAN	*Eva Mikes—Editio Musica
5	1	KIT ERDEKEL	*Janos Koos—Editio Musica
6	9	KIP KOP DIXIE	*Marta Zaray and Janos Vamosi—Editio Musica

7	—	CSEVEGO SAXOFON	Thomas Balassa and his band
8	2	SPEEDY GONZALES	Ines Taddio—Budd, New York
9	3	UGRY TE IS AKAROD	*Katalin Sarosi—Editio Musica

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	IL TANGACCIO	*Adriano Celentano (Clan)
2	2	COME TE NON C'E' NESSUNO	*Rita Pavone (RCA)
3	5	I TUOI CAPRICCI	Neil Sedaka (RCA)
4	10	IL BALLO DEL MATTONE	*Rita Pavone (RCA); *Giancarlo Silvi (Circus)
5	3	BACI	*Remo Germani (Jolly)
6	4	AMORE FERMATI	*Fred Bongusto (Primary)
7	7	NON AMARMI COSI'	Steve Lawrence (CBS)
8	11	QUELLI DELLA MIA ETA'	Francoise Hardy (Vogue)
9	6	ALLA MIA ETA'	*Rita Pavone (RCA)
10	12	TOPOLINO	Gil Fields (Derby)
11	8	PIANGERO' PER TE	*Paul Anka (RCA)
12	13	CHARIOT	*Franck Pourcel (VdP); *Betty Curtis (CGD)
13	14	IL DOMANI E' NOSTRO	*Pino Donaggio (Columbia)
14	15	PERDONAME SENOR	*Marcellos Ferial (Durium)
15	—	VITA DIFFICILE	*Peppino Di Capri (Carisch)

JAPAN

(Courtesy UTAMATIC, Tokyo)

This Week	Last Week	Title	Artist
1	1	AKAI HANDKERCHIEF	*Ishihara Yujiro (Teichiku)—JASRAC
2	2	SHIMA SODACHI	*Tabata Yoshio (Teichiku)—JASRAC
3	4	MITCHIE ONDO	*Aoyama Michi (Polydor)—JASRAC
4	3	SHERRY	The 4 Seasons (Vee Jay)—Toshiba
5	7	SHUSSE KAIIDO	*Hatakeyama Midori (Columbia)—JASRAC
6	5	NAMIDA BUNE	*Kitajima Saburo (Columbia)—JASRAC
7	10	JYUDOU ICHIDAI	*Murata Hideo (Columbia)—JASRAC
8	9	HOUND DOG	Elvis Presley (Victor)—Aberbach
9	11	THE LOCOMOTION	Little Eva (London) Taiyo
10	6	KIRIKO NO TANGO	*Frank Nagai (Victor)—JASRAC

MEXICO

(Courtesy Audiomusica)

This Week	Last Week	Title	Artist
1	1	LLEGO BORRACHO	*J. A. Jimenez (RCA)—Emmi
2	2	EL DEL TRAJE NEGRO	*Olimpo Cardenas (Orfeon)—Pending
3	4	DE MIL MANERAS	*Sonora Santanera (CBS)—Emmi
4	—	SEMANA DE AMOR	*Sonora Santanera (CBS)—Pham
5	—	EL INDIOS ARTISTA	*Acerina (Orfeon)—Pending
6	4	DE MIL MANERAS	*Sonora Santanera (CBS)—Emmi
7	5	PA TODO EL ANO	*J. A. Jimenez (RCA)—Pham
8	6	CAMINA DERECHITO	(Walk right in)—*Oscar Madrigal (Gamma)—Pham
9	7	HULA HULA TWIST	Irving Field (Tizoc)—Mills Music
10	8	AL DI LA	Emilio Pericoli (Warner Bros.)—Emmi

PHILIPPINES

(Courtesy Audiomusica)

This Week	Last Week	Title	Artist
1	1	JUST FOR TONIGHT	Henry Mancini (RCA)—Filipinas
2	5	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)—Mareco
3	6	HE'S SO FINE	The Chiffons (Laurie)—Mareco
4	4	PROMISE OF LOVE	Sandy Stewart (Colpix)—FAMA

5	7	IT WASN'T A DREAM	Teddy Randazzo (ABC-Paramount)—Dyna Products
6	—	KOKIE OOKIE	The Sinceres (Epic)—Mareco
7	—	DEAR HEART	Teddy Randazzo (ABC-Paramount)—Dyna Products
8	2	WE'LL BE TOGETHER AGAIN	Elvis Presley (RCA)—Filipinas
9	3	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (Columbia)—Mareco
10	—	LET'S GO STEADY AGAIN	Neil Sedaka (RCA)—Filipinas

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers' and Distributors' Association)

This Week	Last Week	Title	Artist
1	1	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Aldon
2	5	I WILL FOLLOW HIM	Little Peggy March (RCA)—Waldeck
3	2	RUBY BABY	Dion (CBS)—Belinda
4	4	HEY PAULA!	Paul & Paula (Philips)—Tin Pan Alley
5	3	FROM A JACK TO A KING	Ned Miller (Renown)—Burlington Music
6	6	TULIPS FOR TOINETTE	*Johnny Kongos (RCA)—Southern
7	7	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Elvis Presley Music
8	10	THE END OF THE WORLD	*Skeeter Davis (RCA)—Compass Music Co.
9	—	PIPELINE	The Chantays (Renown)—Copyright Controlled
10	9	FOOTAPPER	The Shadows (Columbia)—Belinda

SPAIN

(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	1	FIVE HUNDRED MILES	*Gelu (Voz Amo)—Robert Mellin-Iberica
2	2	LA TIERRA (CHARIOT)	*Alberto Cortez (Hispavox)—Armonico
3	4	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue-Hispavox)
4	3	CARINOSA	*Duo Dinamico (Voz Amo)—Del Sur
5	8	MARIA	Andy Williams (CBS)—Del Mundo
6	5	EL PECADOR	Lucho Gatica (Voz Amo)—Del Sur
7	6	RETURN TO SENDER	Elvis Presley (RCA)—Aberbach
8	7	LIMBO ROCK	Chubby Checker (RCA)—Armonico
9	—	UNO PER TUTTE	Tony Renis (Voz Amo)—Armonico
10	—	CRYING IN THE WIND	Paul Anka (RCA)—Hispanavox

URUGUAY

(Courtesy La Manana of Montev

OUR MEN ABROAD

# Co-Operation Key To Soundtrack Hit

By DON WEDGE

LONDON—Jerry Raker, general manager of Colpix Records, was with United Artists Records for a spell until his move last summer to head Colpix and the executive has a special inside knowledge of sound-track albums from movies. Many film scores are issued as albums. He says not many of them are really successful. Those that do hit, however, tend to hit big, Raker explained.

The Colpix topper was in London to make sure that one that will hit big when it becomes available in the late fall will be the sound track of "The Victors," a film made in Britain by Carl Foreman for Columbia with a score by Sol Kaplan.

The Colpix chief timed his visit to sit in on the rough cuts and sound-track discussions with

Kaplan, Foreman and other Columbia executives to determine the shape of the music. Kaplan had been here from November to May writing the score.

Wally Stott, one of Britain's more brilliant arrangers and recording musical directors, is working in conjunction with him on the scoring and the actual session.

The possibilities for the success of this sound-track music seem excellent to Raker. There were, he told me, six love themes alone. Record executive involvement at the pre-recording stage, Raker feels enhance the chances of producing a best seller disk.

He was in London twice (the second time was to attend the launching ceremony for the Colpix label under its own logo, with British distribution by Pye continuing. After settling the approach to "The Victors" music, he went on to Milan, Rome, France and Amsterdam to meet Colpix distributors on the Continent for the first time.

He noted that the problems of one distributor were often the problems of all, though each thought it was peculiar to himself.

Colpix is countering this by planning an international convention some time in February to which all European distributors will be invited. A second way is providing a supply of information from the U. S. in the form of a regular newsletter compiled by Herb Homes, Colpix's international man. Homes was with Raker on the trip through Europe. As the general manager left to return to home office and prepare for the Colpix distributor convention being held in Miami June 23, Homes went on to Scandinavia to cover the remainder of the label's European reps.

"Move Baby Move." . . . London Records has a single deal with Joey Records, an off-shoot of ERA Records, to release "The Ballad of Billy Budd" which will be a tie-up with the release of the Paramount flick "Billy Budd" to hit the screen in August.

London will also issue the Dot disking of "The Gravy Waltz" by Steve Allen due to the success of the Mel Torme Atlantic pressing which has taken off like a rocket. . . . Capitol is releasing June 6 the old Ned Miller single "Go On Back You Fool" following the success of "From a Jack to a King." . . . Ron Gillespie, of W & G Melbourne, notified retailers in the State of Tasmania and New South Wales that his company will distribute the Melbourne Spotlight label.

Festival is preparing to release the third in the stereo series of albums from King Records of Japan. . . . Frankie Davidson, W & G artist, won radio Station 3XY's "Export Talent" award for 1963. His prize is a trip to London. . . . ARC releases Dion's first CBS album "Ruby Baby" and the Mormon Tabernacle Choir's album "This Is My Country."

Philips has begun a new series of the more popular classics called Master Series originally recorded by American Mercury. . . . W. & G., with this month's release, continues to issue a Star-

## WB TESTS OUT LP'S IN EUROPE

NEW YORK—Warner Bros. Records has begun a special experimental release program which will feature albums that have not previously been released in the United States. The label is issuing an LP that teams Buddy Cole and Sven Asmussen through Teldec in Germany, and the other features John Buck, who had had hits in Germany, Switzerland and Austria. All WB distributors will be able to draw on the Teldec supply for local release to test reaction before they press the identical records in their own territories.

## Movie Songs In Minor Key At Cannes Fest

CANNES—Music from sound tracks was somewhat less dominant at the 16th Cannes Film Festival with no new outstanding song such as "Children of Piraenus" or "Avez-vous Brahms?" of other years.

Barclay Records, which seems to dominate the sound track situation in France, has the rights to the track of "The American Rat" by George Garvarentz which is probably the outstanding musical treatment offered here for the first time. On the American side the best music score turned up in Elmer Bernstein's "To Kill a Mockingbird."

Top sound track promotion was by Columbia Pictures which has rights to the Italian production by Federico Fellini of "8½" for areas outside the United States and Canada. The film company actively distributed the Italian CAM recording of the score, which was composed by Nino Rota.

Other promotions apt to come up in the future will be with "The Leopard" which will be distributed by 20th Century-Fox on a world-wide basis. Henri Colpi, who was represented here by "Codine," French-Rumanian production which he directed, has just written "Defense and Illustration of Music in the Film" which has been published by Societe d'Edition De Recherches et de Documentation Cinematographique of Lyon, the first thorough study of the film sound track.

An interesting sidelight of the film festival was a special two-week festival of filmed song conducted here by the Whiskey A Gogo chain of bars which are found in France, Italy and North Africa. During playing of records they project filmed sequences, often with recording stars, to accompany the discs. Co-operating with the French magazine, La Discographie Francaise they presented 20 such filmed numbers in a final before a jury which included Charles Aznavour, one of France's top recording stars.

day album, the latest being "The Bluegrass Hall of Fame" on the Gem label, using the original Starday Jacket. . . . The Seekers have inked a contract with W. & G.

Roy Farr, manager of Essex Music, has left Sydney on a four-week tour of England and America. . . . Festival signed a new instrumental group, the Vibrations.

# International NEWS REPORTS

## Decca, Other Labels Bid For Share of RCA's Sun

ROME—With the announcement of 12 summer disks by RCA Italiana, originators of the summer song in 1960 who have developed the field with no competition until now, every label of any importance is off and running.

Decca has come forth at the last minute with "Our Day Will Come," by Ruby and the Romantics. The RCA list includes songs by Neil Sedaka and Paul Anka in Italian, English titles

from Rosy and Duane Eddy and a French number by Charles Aznavour.

Italian songs are by Rita Pavone, Nico Fidenco, Eduardo Vianello, Sergio Endrigo, Gianni Meccia, Gianni Morandi and Gino Paoli.

Of most interest to the trade is whether the multiplicity of selections will augment interest or decrease sales. RCA's promotion will include competitions in stores and juke box operations with prizes to those whose reports adhere most closely to the national standing of the 12 disks.

During the week September 29-October 5, George Marek and Dario Soria, president and vice-president respectively of RCA, and Giuseppe Ornato, director general of the Italian company, will close the season with awards to artists and dealers in a special event in Sicily.

## AUSTRIA

## Lower Customs Push Price Up

By FRED ZILLER, Moellwaldplatz 1

Because of the lowering of custom duties in this country, record retail prices went up from 30 to 33 schillings for singles and from 51 to 55 schillings for EP's. LP prices went from 150 to 170 schillings for both mono and stereo.

With the beginning of the Wiener Festwochen (Vienna Festival) dealers expect sales of classical records to grow 50 per cent over last year. . . . Flamenco-guitarist Carlos Montoya gave his first Vienna concert at the Musikvereins Saal. . . . Helen Shapiro was "queen for one night" at the Stadhalle show, will visit the U. S. in June. Her German language disk "Frag mich nicht warum" and "Queen for tonight" are best sellers over here (Columbia. . . . Billboard correspondent Roman Waschko from Warsaw visited.

Columbia released 20 albums with songs of Julie London under the original label Liberty. . . . "Verliebe Melodien" is an EP sung by Johannes Heester on Elite-Special label. . . . "Katz und Maus" is sung by Franco

## BELGIUM

## Rocco Gets Hit 2d Time Around

By Jan Torfs, Stuivenbergvaart, 37-Mechelen

One of the biggest hits of the last two weeks is Rocco



WINNERS. TITO MORA plants a light kiss on the female member of the TNT Trio, Nelly, while her two brothers, Tim (left) and Tony (right), approve. Trio took top honors at Madrid Music Festival with "Ensenas tus manos."



IN ANY LANGUAGE: Patti Page and her interpreter, Kiyosen Ohasi (he's a leading jazz critic), enjoy a funny question from the floor during the songstress' press conference in Tokyo.

Granata's "Buena notte bambino" on Moonglow. This song was first released on the market more than a year ago sung in Italian by Angelo Biondi. Altho song had little success, Granata sang the song in Holland during a popular TV show. . . . ABC-Paramount released Ray Charles' "Making Believe" and "Someday" as a single. . . . The Cousins have a new EP sung in French with "Marche tout droit" (Walk right in). Insiders say that their version of "Danseuse," the winner of the Eurovision Song Festival, is one to watch.

Digno Garcia will release a new single called "Noche" on Palette. . . . Two new versions of "Blume von Tahiti" have been released. A Dutch one by Gert Timmerman on the Telefunken label, "Bloesem van Tahiti" and a Flemish one by Bob Benny on Polydor entitled "Parel van Tahiti." Although the language is the same, the lyrics to the two tunes are entirely different. . . . Cameo-Parkway released "You can't sit down" by The Dovells. . . . Ardmore & Beechwood got the distribution rights for the following numbers recorded by Jean Yves Gran on Ducretet-Thomson: "On ne peut pas s'en empêcher," "Car moi, je l'aime" and "J'ai la douceur de vivre."

## BRITAIN

## Tony Osborne Back At EMI

By CHRIS HUTCHINS  
(News Editor, New Musical Express)

Only six months after leaving EMI for Decca for a deal that he believed would offer him more scope in the international disk market, musical director-pianist Tony Osborne is rejoining EMI. Decca has agreed to release him from the two-year contract he signed with the company in November. Osborne says his new EMI deal will give him the improved international scope he had sought in moving to Decca—particularly in the U. S. market.

Scotland's Royal Show on June 3 is to be recorded by the BBC for radio airing the following Sunday and the recording, lasting some three hours, will be made internationally available. Among those appearing before Queen Elizabeth and Prince Philip will be Connie Francis, the Springfields, Acker Bilk and possibly Pat Boone.

A half-hour show recorded for the BBC in New York by station WNEW and featuring the Count Basie band and Georgia Brown was aired here as a special holiday attraction June 3.

## Visitors

The Grade Organisation has secured Duane Eddy for a three-week concert tour here in the autumn and promoter Peter Walsh is negotiating a return in the same period for Roy Orbison following the Monument star's highly successful tour here. One of Shirley Bassey's first engagements after the birth of her baby at the end of this year will be a cabaret stint in Las Vegas. She will be there before returning to Australia for a season at Sydney's Checkers Restaurant in late February. . . . The Springfields visit Holland in October to represent Britain at the Grand Gala du Disque—an international pop concert promoted by Dutch disk firms.

## Record Business

CBS prexy Goddard Lieberson directed the British original cast recording of "On the Town" during a short visit. The album is being rush-released by Philips. . . . An unusual release here last week was the Japanese vocal recording of "Sukiyaki" by Kyu Sakamoto. It is a U. S. hit. EMI is issuing the Toshiba recording on its HMV label.

MPHC prexy Herman Starr is here for talks with Cyril Simons at Leeds Music, likewise Lou Levy, who heads the Leeds company. Starr is also involved in discussions at the London office of Warner Bros. of which he is vice-president. . . . Jack Mills was here on his annual trip with general copyright talks at Mills on the agenda. He left for Paris and visits Madrid, Rome, Milan and Berlin before returning to Paris on his way home.

## FRANCE

## Plenty of Ink For Kid Talent

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

Artists are signed up these days at a rapid rate. But it must also be said that the majority of the artists disappear as rapidly as they are signed. A.&r. men literally throw new artists on the market and wait for the public's reactions to decide whether they will push or abandon the "new discovery."

Here is a list of the latest artists to be signed up: Michel Barbey, Vic Laurens, Matt Collins, Charles Dumont, Agnes Fontaine by Philips; Claudine Copping, Frank Alamo by Barclay; Bach Yen by Polydor, Tiny Yong by Salvador, Alain Dumas by Vogue, Alice Dona by Pathe and Claude Collas by Ducretet Thomson.

All kind of competitions are held to search new talent. Golf Drouot, radio station "Europe 1" and the Olympia Theater are organizing a "concours de rock." Of the 250 groups competing, 16 will win a prize. President Records and Radio Monte Carlo have selected five teen-age groups or singers to be recorded very soon.

## GERMANY

## Disk Revenues Off From 1962

By CHRISTIAN TOERSLEFF  
48 Uhlenhorster Weg,  
Hamburg 22

Record sales from January 1 until April 30 are lower than at same time last year, 11,060,000 as compared to 12,160,000 in 1962. Breakdown goes as follows: Singles: 7,120,000 (8,630,000 in 1962); EP's: 2,000,000 (2,080,000 in 1962); 10-inch LP's: 460,000 (2,080,000 in 1962); 12-inch LP's: 1,480,000 (940,000 in 1962). Stereo: 2.5 per cent (1.5 per cent in 1962).

Jayne Mansfield staying three weeks in Hamburg for leading roll in the film-musical "Heimweh nach St. Pauli" with Freddy Quinn, with music written by Lotar Olias. She sings two songs in English and German, which will be released on Polydor label. . . . Marlene Dietrich will star at Deutsche Schlagerfestspiele (German song festival) June 15 in Baden-Baden. . . . The German record industry will publish a catalog (about 2,000 pages), which includes all companies.

## HONG KONG

## 2 Full Houses For Patti Page

By CARL MYATT  
27 A Estoril Court

Patti Page has lost none of her magic as far as Hong Kong listeners are concerned. Miss Page hasn't had a hit here for some time, but the advance sale of tickets for her two concerts at City Hall have been so good there is every possibility that she will attract two full houses. The only other artist in the pop or jazz fields to accomplish this was Frank Sinatra. The Diamonds Company is distributor of Miss Page's records here and the firm responsible for the booking. A spokesman for Diamonds said: "This is the first time we'll make money on one of these concerts." The firm has been bringing record acts out here and staging concerts by them for about the past 12 months.

British television personality Andy Stewart arrived here to discuss with EMI and Harry Odell the possibility of his appearing in Hong Kong with his troupe. Stewart wrote the lyrics to "A Scottish Soldier," a record that was a big hit in Britain some years ago. Stewart is on his way to Australia to join his singers and dancer who are due to start an extensive tour shortly.

## JAPAN

## Coupland Visits King Records

By J. FUKUNISHI  
108 Kakinokizaka,  
Meguroku, Tokyo

D. J. Coupland, British Decca's Far East manager, was in Tokyo from Singapore for talks with King Records and to survey the latest development of Japanese recording industry.

Reinhard Mohn, owner of Bertelsmann, and Rudolf Engleder, president of Ariola Records, accompanied by three executives, were here for business talks with King Records, Ariola's affiliate and to purchase Japanese record players and digital computers as well as to study the operation systems of Japanese recording companies.

. . . Teichiku Records (Decca) is releasing an album by Carmen Cavallero on his return to the States from Japan which includes "The Moon on a Ruined Castle," "Rain on Jogashima Isle," "Bridge Doll" and numerous other Japanese songs. Nippon Grammophon is issuing a 10-inch LP entitled "Charm of Tamure Tahitian Rhythm" by Caveca and his single "Tamure No. 1" and "Tamure Swing."

The Cannonball Adderley combo is due July 6 for one-month tour sponsored by Nippon Victor. . . . Claudio Villa, three-time winner at San Remo Song Festival in Italy, is arriving in the middle of June after his participation in Napoli Song Festival. Patti Page drew packed audiences at Sankei Hall. Nippon Columbia barely released her initial CBS single in time for her arrival.

Disneyland children's records in Japanese and issued by Nippon Columbia are chalking up tremendous sales. 10 EP's entitled "Bambi," "Cinderella," "Peter Pan," "Pinochio," "Sleeping Beauty" and others were

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Shinsekai (New World) Records, agent for the Soviet State-owned recording company, cut one 12-inch LP (both stereo and monaural) by the visiting Moscow State Chorus (77 members) which includes numerous Russian folk songs.

Canadian balladeer David Troy arrived April 25 for a six-week tour. . . . **Thelonius Monk** Quartet's first concert was given at Sankel Hall May 13 to a full house. . . . **Jimmy Rushing** performed on the same bill. . . . **Mills Brothers** performances are slated to be given on three days from June 5 at Sankei Hall. . . . **Montovani** gave seven shows in Tokyo.

**Chiemi Eri**, who introduced "Tennessee Waltz" years back, taped "Tennessee Teardrops" in Japanese and English for King Records. . . . **Paul Anka's** "Crying in the Wind" is also gaining popularity and Nippon Columbia, Nippon Victor and Teichiku (Decca) rushed to produce their Japanese versions.

**Connie Francis'** "I'm Gonna Be Warm This Winter" (in English and in Japanese) is still selling as the weather warms up. Shinko Music, which controls the best selling song, set a smart Japanese lyric to this ditty that has nothing to do with the season. Toshiba Records (EMI) cut its Japanese version by **Miyeko Hirota**.

**MEXICO**

**Dos Santos Debs Night Club Act**

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

Famed Brazilian samba singer **Agostinho Dos Santos** made his first Mexican night club appearance accompanied by the **Walter Wanderley** combo. Simultaneously, **Discos Mexicanos** released his LP of boleros recorded in Spanish for RGE, Sao Paulo, and is making plans to record Dos Santos in the Orfeon studios.

Another visitor from Brazil, **Henry Jessen**, spent three days in Mexico on a quick tour of Latin America. Dr. Jessen, an executive of Sao Paulo's Odeon, is secretary of the Latin American Federation of Record Producers and is preparing the third Convention of this Federation to be held in Mexico next March or April.

Musart Records ordered the tapes for local pressing of the following LP's: **Henry Mancini**, "Marches" (Warner Bros.); **Ruth Welcome**, "Latin Zither" (Capitol) and **Gilbert Beaud**, "La Voix de son Maitre." . . . In view of the first appearance here in June of **Jose Greco** and his Spanish Ballet, Gamma issued an LP of Spanish folk music, recorded by the dancer in Madrid for Hispavox. . . . During his six-week vacation in Italy, **Manuel Villarreal**, vice-president of the Mexican CBS, will have business talks with the managers of Ricordi Discs, Milan, Italian associates of CBS International. . . . **Raul Bejarano**, administrative manager of the Record Division of RCA Victor Mexicana, left the company on June 1.

**PHILIPPINES**

**Tagalog Brings Filipino Tears**

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

**Ruben Tagalog**, the king of kundiman, has a weeper in a new single released by Villar Records. The song is titled "Annabelle." While still on the subject of pop ballads of local origin, "Tawag Ng Tanghalan," champion of 1962, **Conchita Penolosa**, has a new one in Villar single titled "Every Night Since You Left Me." Conchita, who has recently turned 18, is mulling over three singing offers in Okinawa, Hong Kong and Japan.

**Carl Greenberg**, of Talisman Sales International, Inc., in New York City on a familiarization trip here. Greenberg is looking for a licensee in this country for Audio-Fidelity Records. . . . **Michael H. Goldsen**, of Criterion Music Corporation in Hollywood, is expected to arrive in Manila May 28.

Las Vegas Festival at the Araneta dome coliseum was easily the most successful Filipino entertainment fare seen locally. The festival presented a glittering array of Filipino stars and performers, headed by **Pilita Corrales**, **Diomedes Maturan**, **Ruben Tagalog**, **Juan Silos** and **Junior Rondalla**, along with many others.

**SPAIN**

**Discomania Airs Music of World**

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

More than 100 songs from Spain, 52 from U. S., 18 of Argentina and 20 from Chile, Mexico, Italy, England, Brazil and France were aired by **Discomania** during May over the 43 radio stations owned by **SER** (Sociedad Espanola de Radiodifusion). The Monday through Saturday show is in its second year in Buenos Aires and Montevideo through recorded tapes. This is probably the first syndicated tape program in the Spanish language to reach so many areas.

**Jules Nys** from Show Records (Belgium) came to Spain and arranged the trip of **Waldo De Los Rios** to record there with **Alberto "Sucu Sucu" Cortez** and others. . . . **Herminia De Chousa**, correspondent of "Farandula," from Miami, arrived in Madrid. She is also personal manager of **Pedrito Rico**, the Spanish singer of "Esperanza," which for several weeks on the charts in South America. Mrs. Chousa is also here arranging a tour for **Los Kipus**. This trio's been a hit in Peru with "Cuando llora mi guitarra" (When my guitar cries). . . . **Michel Berson**, manager of Import and Export from Pathe Marconi-France, spent a few days in Madrid and flew to Barcelona to talk to the HMV people there. . . . **Amalia Mendoza** again in Spain.

**Ruben Tarin** (Chapala Records, from El Paso, Tex.) seeking distribution in Spain. . . . First two weeks after the Madrid Festival, the local companies report very good sales for the winning titles by **Robert Jeantal**, **Los TNT**, **Los Tres Sudamericanos**, **Tito Mora**, **Torrebruno** and **Bolito Sevilla**.

**VENEZUELA**

**Cabrera Makes New Picture**

By **ALVARO PENALVER C.**  
Apartado 3066, Caracas

**Hector Cabrera** made a movie, "Las Tres Elenas," in Columbia. Afterward he will visit Mexico. Last Cabrera LP on Velvet is

"Romantice y Bailable."

"El Perico" folk group is suing RCA de Venezuela for \$30,000 (U. S. A.) approximately.

Twelve bolivars (about \$2.50) is cost of the "All Star Festival" LP in Venezuela. . . . Sound technician **Alejandro Plaza** quit Favedica to begin work at RCA of Venezuela and Fonograma. . . . An association to prohibit tape recording imports with only music on them has been formed. . . . **Armando Palacios** in Spain has signed an agreement be-

tween the Association of Spanish Composers and the Association Venezuelan.

New instrumental LP by **Jose Enrique Sarabia** has been issued on Palacio.

Cuban singer **Orlando Contreras** is the best in record sales in Venezuela at present. Three LP's appeared here are "A Pleno Sol" on Velvet, "Xoz y Estilo" on Gema and "Este es Orlando Contreras" on Palacio. His song hit is "En un Beso la Vida," old tango in version of bolero.



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TODAY'S TOP TUNES  
**HONOR ROLL OF HITS**

TRADE MARK REG.

FOR WEEK ENDING JUNE 15

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	IT'S MY PARTY	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	5
2	2	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	4
3	6	YOU CAN'T SIT DOWN	By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)	5
4	3	DA DOO RON RON	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	5
5	4	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	7
6	16	BLUE ON BLUE	By David-Bacharach—Published by Famous (ASCAP)	3
7	8	STILL	By Anderson—Published by Moss Rose (BMI)	6
8	10	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	By Tobias-Carste—Published by Comet (ASCAP)	4
9	7	TWO FACES HAVE I	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	7
10	13	HELLO STRANGER	By Lewis—Published by McLaughlin (BMI)	3
11	5	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	8
12	12	18 YELLOW ROSES	By Darin—Published by T. M. (BMI)	3
13	9	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	9
14	11	LOSING YOU	By Renard-Sigman—Published by BNP (ASCAP)	8
15	25	BIRDLAND	By Mann-Smith—Published by Woodcrest-Ace (BMI)	2
16	14	HOT PASTRAMI	By Roziner—Published by Sherlyn-Pent (BMI)	7
17	17	ANOTHER SATURDAY NIGHT	By Cooke—Published by Kags (BMI)	7
18	22	PRISONER OF LOVE	By Robin-Columbo-Gaskill—Published by Mayfair-Sherwin (ASCAP)	4
19	15	FOOLISH LITTLE GIRL	By Miller-Greenfield—Published by Screen Gems-Columbia (BMI)	9
20	—	ONE FINE DAY	By King-Goffin—Published by Screen Gems-Columbia (BMI)	1
21	20	EL WATUSI	By Barretto—Published by Little Dipper (BMI)	4
22	19	TAKE THESE CHAINS FROM MY HEART	By Rose-Heath—Published by Milene (ASCAP)	8
23	27	THE GOOD LIFE	By Reardon-Distel—Published by Paris (ASCAP)	2
24	21	THE LOVE OF MY MAN	By Townsend—Published by Sylvia (BMI)	4
25	18	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	11
26	30	WILDWOOD DAYS	By Mann-Appell—Published by Kalmann (ASCAP)	2
27	—	IF MY PILLOW COULD TALK	By Stewart Jr. Mosley—Published by Merna (BMI)	1
28	—	SHUT DOWN	By Wilson—Published by Sea of Tunes (BMI)	1
29	—	STRING ALONG	By Duncan-Doyle—Published by Blue Grass (BMI)	1
30	28	COME AND GET THESE MEMORIES	By Holland-Dozier-Holland—Published by Jobete (BMI)	2

**RECORDINGS AVAILABLE**  
(Best Selling Record Listed in Bold Face)

- IT'S MY PARTY**—Lesley Gore, Mercury 72119.
- SUKIYAKI**—Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010.
- YOU CAN'T SIT DOWN**—Dovells, Parkway 867.
- DA DOO RON RON**—Crystals, Philles 112.
- I LOVE YOU BECAUSE**—Al Martino, Capitol 4930; George Jones, Mercury 72087.
- BLUE ON BLUE**—Bobby Vinton, Epic 9593.
- STILL**—Bill Anderson, Decca 31458; LaVern Baker, Atlantic 1104.
- THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER**—Nat King Cole, Capitol 4965.
- TWO FACES HAVE I**—Lou Christie, Roulette 4481.
- HELLO STRANGER**—Barbara Lewis, Atlantic 2184.
- IF YOU WANNA BE HAPPY**—Jimmy Soul, S.P.Q.R. 3305.
- 18 YELLOW ROSES**—Bobby Darin, Capitol 4970.
- SURFIN' U. S. A.**—Beach Boys, Capitol 4932.
- LOSING YOU**—Don Costa, Columbia 42785; Brenda Lee, Decca 31478.
- BIRDLAND**—Chubby Checker, Parkway 873.
- HOT PASTRAMI**—Dartells, Dot 16453; Joey Dee & the Starlitters, Roulette 4488.
- ANOTHER SATURDAY NIGHT**—Sam Cooke, RCA Victor 8164.
- PRISONER OF LOVE**—James Brown and the Famous Flames, King 5739; Susan Blake, Kelti 1980.
- FOOLISH LITTLE GIRL**—Shirley, Scepter 1248.
- ONE FINE DAY**—Chiffons, Laurie 3179.
- EL WATUSI**—Ray Barretto, Tico 419.
- TAKE THESE CHAINS FROM MY HEART**—Lloyd Arnold, Memphis 106; Ray Charles, ABC-Paramount 10435; Hank Williams, MGM 11479.
- THE GOOD LIFE**—Tony Bennett, Columbia 42779; Kenny Burrell, Blue Note 1884; Betty Carter, Atco 6254; Sergio Franchi, RCA Victor 8149; Eddie Heywood, Liberty 55575; Kathy Keegan, Malibu 1219; Lalo Schifrin, MGM 13139.
- THE LOVE OF MY MAN**—Theola Kilgore, Serock 2004.
- I WILL FOLLOW HIM**—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Clifford Scott, World Pacific 378; Joe Sentieri, Vesuvius 1068.
- WILDWOOD DAYS**—Bobby Rydell, Cameo 252.
- IF MY PILLOW COULD TALK**—Connie Francis, MGM 13143.
- SHUT DOWN**—Beach Boys, Capitol 4932.
- STRING ALONG**—Rick Nelson, Decca 31495.
- COME AND GET THESE MEMORIES**—Martha & the Vandellas, Gordy 7014.

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**2D MERCURY KING CROWNED**

CHICAGO—Bill O'Brien received Mercury's second "King for a Month" award from Morris I. Diamond, label's national promotion manager, during a surprise party last week in O'Brien's honor in Boston. Sonny Kirshen, Mercury's regional promotion man and Bill's boss, Herb Dale of Dale Enterprises, were present at the event. O'Brien will receive a number of surprise gifts from the label all month for his outstanding promotion activity.

**RAY STEVENS'**

Sensational Mercury Single  
**"Harry, the Hairy Ape"**

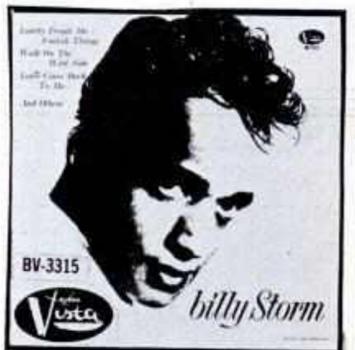
is making jungle history in the recording industry. Deejays are claiming it's the best thing that has happened to record since "Ahab the Arab" left his harem. Swinging from the tree tops right into record shops, "Harry, the Hairy Ape" is a sales buster dealers are all "aped" about.

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# Radio at Top of Its Form in Nat'l Observance Promotion

NEW YORK—The National Association of Broadcasters has reported that this year's observance of National Radio Month was the biggest and best ever held.

A sampling of what stations did last month with the "Radio... The Mobile Medium" theme found stations playing the promotional angle to the hilt.

More than 2,000 ice cream cones were served in a five-hour period from KJAN's remote unit in Atlantic, Ia. The final hour of the mobile promotion featured live music by the KJAN Red Tops.

WJBK, Detroit ran a "Faithful Listener" contest, awarding portable radios to listeners who wrote the best letters on why they should be considered faithful listeners.

### See a Deejay

To prove that people are still interested in what a deejay looks like, WOWO, Fort Wayne, Ind., set up operations during May from 9:30 a.m. to 8 p.m. in a corner window of the city's leading department store.

WIL-Radio in St. Louis offered a radio an hour in the station's "Your Name's the Game" contest. Listeners were invited to submit the name of their favorite WIL personality, together with their own name and address. If the deejay on duty drew a card with the listener's name on it, he received a transistor radio.

WEEL, Boston, saluted National Radio Month with a barrage of jingles accenting the moving qualities of radio.

### Southern Touch

Four contests were run by WSB, Atlanta. The first requested listeners to give the hours they listen most to radio and explain why. Another contest sought the best joke listeners heard on WSB, the third contest gave the listeners a chance to tell who their favorite radio personality was. The final contest invited the listener to guess the number of advertisers WSB would have within the May 23-29 period. Each contest winner received an FM radio.

WRVR-FM, New York, used Radio Month to launch a series called "Radio Rediscovered," which unearthed some of radio's finest early history. Programs included in the series were "Could Be," a 90-minute script on peaceful use of nuclear

*(Continued on page 43)*

## Radio-TV

### PROGRAMMING

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

## Ethnic Shows, C.&W. Coupled in St. Paul

By ROY W'RTZFIELD

ST. PAUL—Radio Station KTWN, here, which passed to new ownership recently, began (June 3) its new program format of country-western music plus "old-time" German, Polish, Scandinavian and other national music, the only Twin City station offering such ethnic material.

The station becomes the second in the Twin City market now featuring country and western.

Cream City Broadcasting Company, Milwaukee, operating WMIL-AM and FM in that city, with a similar c.&w.-old-time format, acquired the St. Paul station from Franklin Broadcasting Company, and dropped the station's former programming of "good music."

Jeff Posner, director of public relations for Cream City, explained that the new owners surveyed the Twin City market and found it very similar to Milwaukee's in ethnic group breakdowns. He pointed out that about one-third of the Twin City population is first- or second-generation European or European immigrants.

### Late Stint

KTWN's competition for c.&w. listeners comes from Station KTCR, Minneapolis. However, KTWN has the advantage of running from 6 a.m. to midnight, while KTCR is a daytime-only broadcaster.

KTWN's program day is divided into three-hour segments, opening with c.&w. recording until 9 a.m., followed by three hours of old-time music, with c.&w. and old-time repeated in three-hour afternoon segments, closing with six

## GOTHAM JOCK ON CLOUD 9

NEW YORK—WCBS is inspiring morning host Jack Sterling to greater heights. Sterling, today, and for a full week will be broadcasting his 6 to 10 a.m. show from the 86th observatory floor of the Empire State Building.

Sterling, while keeping early tab on the traffic and commuter situation, has been releasing 100 balloons, bearing return address post cards which will entitle the finders to assorted prizes.

hours of combination c.&w. and old-time.

### Foreign Beat

Added to this will be some foreign language programming, including Sunday religious themes. In its application to the FCC, KTWN's new owners said they wanted to serve the foreign-language groups of this area.

A program similar to one now offered at the Milwaukee station, featuring German song hits with commercials given in both English and German, is also being considered for KTWN.

The station is using records from the Milwaukee station's library, until direct distribution begins locally.

Sidney Shear is station manager.

## programming newsletter

By BILL GAVIN •

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

STATION OWNERS AND MANAGERS express growing concern about possible government interference with their programming. Those with whom I have talked seem most bothered about the unstable relationship between radio and the record business, which once resulted in a Congressional investigation and could lead to some sort of government controls over programming.



As everyone in our business knows, record people in several large cities are unhappy with a radio station or two, and vice versa. The present trend toward single station dominance in a market severely limits opportunities for exposing the new record product. This concentrates promotion efforts on that one station. The inevitable confusion resulting from the competitive zeal of promoters has compelled a number of important stations to establish strict rules for the activities of promotion people on the station premises. In some cases these rules seem to the record people as unnecessarily restrictive.

There are cities in which a single pop music station so dominates the rating picture that competition in its field of programming has ceased to exist. As a result, unless this top station plays a record, it simply will not sell in that market. In other industries, such control over a commercial activity is known as a monopoly. In the case of radio, this has never been charged officially. In actual practice, many of these dominant stations accept a certain responsibility to the record business, as demonstrated by listing and exposing a representative number of new releases.

Unfortunately, one station cannot possibly satisfy the demands of the record people in a given market. There are bound to be complaints and charges of favoritism. No matter how hard a station may try to be fair, there are always a number of disgruntled alibis from the losers.

THERE IS NO PRESENT CRISIS. Apprehension exists over what could happen. One station executive lines it out like this: "The pressure from record promoters keeps building up in all the big cities. The squawks about unfair treatment keep getting louder. So far nobody has gone running to Washington with a formal complaint. When they start doing that, the FTC and the FCC are going to put their heads together and take a long look at this radio-record partnership. Then it wouldn't surprise me to see the FCC set a rule requiring stations to log the distributor of each record they play, to make sure that all distributors get a fair shake."

This is just one man guessing. He is probably guessing wrong. Other broadcasters are making other guesses. Nobody knows—anything could happen—and that's just the trouble. This under current of uncertainty shows an awareness that something is wrong. It also shows that nobody knows what to do about it.

A BIG TROUBLE, as I see it, is that there is no common meeting ground between radio and the record business. It's a partnership in which the partners hardly speak to each other on a policy level. The record people have many different organizations, but none that can speak for the entire industry. The NAB represents broadcasters, after a fashion, but has made no attempt to smooth out frictions with the record people.

There is need for a high level spokesman for the record industry, empowered to set policy and practice with radio people meeting with a similar group from the NAB. It will be much better for the partnership to set its own house in order than to have a housecleaning by federal authorities.

## INTRIGUING INTERVIEWS

### Farber Talks to N. Y. Cops In 15 Different Languages

NEW YORK — Versatility is the word for it. WOR-Radio presented and Barry Farber was host of a fascinatingly interesting program Wednesday (5) for 21 members of the Police Department.

Farber, while ably displaying his prowess as a linguist (he speaks 15 languages), broke the language barrier by conversing with his police guests, each in a different foreign tongue.

The program provided an insight for the listener on the increasing complexities involved in police work today. Farber, while speaking with the officers in both a foreign language and then English, learned how the men and women use this special knowledge in routine and special assignments.

These 21 members of New York's finest were selected from among the 5,000 of the 25,000 members of the force who speak at least one other language in addition to English.

Farber, a Phi Beta Kappa graduate of North Carolina Uni-

versity, has been with WOR-Radio since November of 1962. His 45-minute interview program aired on the RKO station five nights a week includes international and national figures as well as celebrities from the entertainment world.

WOR aired the special (without the usual commercials) to aid in the current police recruiting drive. It was community service programming that spelled out versatility: Farber's, WOR's and New York's finest. GIL FAGGEN

### SIG SIGLUTES EDDY HOWARD

CHICAGO — A "Siglute to Eddy Howard" will be aired on Sig Sakowicz' WGN, 11:05 to midnight stanza, June 17. It will feature many of the late band-leader-vocalist's tunes besides transcribed chats with former Howard associates.

## Focus on the Deejay Scene . . . .

WATCH IT FELLA, you're slobbering all over the microphone! WJW's Ronnie Barrett rarely receives such a cold stare as he's getting from ice figure here from the fans of his 3-7 p.m. "Caravan" aired Monday through Saturday on the Storer station in Cleveland. Barrett features light, bright, breezy-type music and personal comments punctuated with piano lead-ins to the LP numbers on "Beautiful Music Radio." Barrett, who joined WJW Radio in September is no newcomer to the Cleveland radio listener. He's handled air stints on WGAR, WDOK and KYW.





DON McNEILL'S "Breakfast Club" singers, Bob Newkirk and Mary Anne Luckett (right), snapped with Mrs. Jeanette Heinze, vice-president and general manager of WCKY, Cincinnati, during a reception at the Netherland Hilton there last week (3) to celebrate the station's affiliation with the ABC Radio Network. Newkirk, who records for Mercury-Philips, has a new album, with big-band background, coming up for release soon.

## STATION DAFFIER THAN USUAL, McLENDON SAYS

SAN FRANCISCO—We take you now to the editorial offices of radio Station KABL for an expression of opinion by the station. The speaker is Gordon McLendon, station president:

"It is spring, the season of spring college riots, panty raids, statues uprooted, and other general nonsense. Even radio stations may go daffy.

"Billboard (Talent Topics, May 18) writes that Oakland rock and roll Station KEWB won't play the records of a musical group called the Cabels, because of the existence of a rival Oakland station with the call letters KABL.

"If this be true, gentlemen at KEWB, what next? Will you forbid employees to ride the cable cars? Or refuse to accept cablegrams? Or maybe ask that the cable car be renamed Kewble car? We are not so narrow-minded here at KABL. We continue to use words like Cuba, cue ball, cubism and even concupiscent. Come on, fellows at KEWB, give this local musical group a break. Play the Cabels' records.

"It is spring and daffiness is everywhere. But this is too much. We point out to KEWB that in the White House itself, even the Kennedys quite often serve Oysters Rockefeller."

Then the station added: "This has been an expression of editorial opinion by radio Station KABL."

And we say: "Anyone for equal time?"

## TV SHOW SET FROM SHORE'S STEEL PIER

PHILADELPHIA — Veteran radio and television personality Ed Hurst will host, for the fourth consecutive year, WRCV-TV's "Summertime on the Pier" series, two-hour, live telecasts direct from Steel Pier in Atlantic City, N. J., every Saturday and Sunday afternoon, 1 to 3 p.m., from June 22 through August 25.

Hurst will feature music, dancing and interviews with show business celebrities performing at Atlantic City night spots and the pier, along with spotlighting specialty dances and interviews with visitors to the shore resort on the NBC owned Philadelphia station.

## FCC Proposes Separation of Ownerships

WASHINGTON — FCC last week proposed to limit new AM radio stations, effect partial separation of AM and FM programming, and eventually hopes for separate ownership of the two services.

The number of new AM's per market will be limited according to population. Where the number of existing AM's already exceeds a city's proposed quota, no cutback would be ordered, but mergers would be encouraged by the Federal Communications Commission, provided mergers do not put the number of stations below allowable quota.

The number of new AM's allowed per city would also be reduced by whatever number of FM channels are available to the market in the FCC's proposed FM allocation table. Reduction could be from 1 to 3 AM's.

Quotas on permissible new AM stations would range from 2 in cities of up to 10,000 population, to 7 in cities between 100,000 and 250,000 (subject to reduction keyed to number of available FM channels). Cities of 250,000 to 1,000,000 could have 9 AM's and 8 FM's; cities over 1,000,000, maximum would be 12 AM's and 12 FM's.

These levels hold for merger applications. Additionally, FCC says mergers could not reduce number of FM's below 2 in cities under 50,000 population; 4 FM's in cities between 50,000 and 100,000, and 6 FM's in the 100,000 to 250,000 population markets.

New daytimers and new nighttime applications which would not exceed the AM market quota, would still be ruled out unless they provide primary service to at least 25 per cent of their proposed interference-free service contours.

Hi-fi and stereo people will watch FCC's progress toward what the agency hopes will be eventual 100 per cent separate programming. First step will be to limit duplicate programming of AM and FM under mutual ownership (duopoly). On a weekly average, 50 per cent of programming will have to be non-duplicate, in cities of over 100,000 population where the FM channels are all taken. FCC may decide to use "metropolitan areas" which straddle outlying

# 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

- PEGGY LEE MINK JAZZ—(Capitol T 1850, ST 1850) "The Lady Is a Tramp"
- SMASH HITS OF '63—Ray Anthony (Capitol T 1917, ST 1917) "You're the Reason I'm Livin' (2:22)

KING OF THE SURF GUITAR—Dick Dale & His Del-Tones (Capitol T 1930, ST 1930) "Hava Nagila" (2:03)

GLORIA BLUE—Gloria Lynne (Everest 5203, 1203) "Condemned Without Trial" (2:01)

ARTISTRY IN BOSSA NOVA—Stan Kenton (Capitol T 1931, ST 1931) "Artistry in Bolero" (2:48)

POT LUCK—Ramsey Lewis Trio (Argo LP 715) "Loch Lomond" (Newroads, BMI) (3:20)

### COUNTRY

LOVE ME FOREVER—Wanda Jackson (Capitol T 1911, ST 1911) "Funny How Time Slips Away" (BMI)

### FOLK

THE DILLARDS BACK PORCH BLUEGRASS—(Elektra EKL 232) "Old Joseph"

## 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	
1	1	SUKIYAKI, Kyu Sakamoto, Capitol 4945	6
2	2	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	10
3	7	BLUE ON BLUE, Bobby Vinton, Epic 9593	5
4	4	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	5
5	3	STILL, Bill Anderson, Decca 31458	9
6	5	18 YELLOW ROSES, Bobby Darin, Capitol 4970	6
7	6	LOSING YOU, Brenda Lee, Decca 31478	10
8	9	THE GOOD LIFE, Tony Bennett, Columbia 42779	5
9	8	TAKE THESE CHAINS FROM MY HEART, Ray Charles, ABC-Paramount 10435	9
10	11	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	4
11	14	MY SUMMER LOVE, Ruby & the Romantics, Kapp 525	5
12	15	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	4
13	18	ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526	3
14	13	I'M SAVING MY LOVE, Skeeter Davis, RCA Victor 8176	5
15	16	SWEET DREAMS (Of You), Patsy Cline, Decca 31483	8
16	10	PUFF (The Magic Dragon), Peter, Paul and Mary, Warner Bros. 5348	13
17	—	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	2
18	—	FALLING, Roy Orbison, Monument 815	2
19	19	TEENAGE HEAVEN, Johnny Cymbal, Kapp 524	6
20	—	GOODNIGHT MY LOVE, Fleetwoods, Dolton 75	3

## 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 16, 1958

1. Purple People Eater, S. Wooley, MGM
2. All I Have to Do Is Dream, Everly Brothers, Cadence
3. Witch Doctor, D. Seville, Liberty
4. Secretly, J. Rodgers, Roulette
5. Return to Me, D. Martin, Capitol
6. Looking Back, N. K. Cole, Capitol
7. Do You Want to Dance! B. Freeman, Josie
8. Yakely Yak, Coasters, Atco
9. Twilight Time, Platters, Mercury
10. Wear My Ring Around Your Neck, E. Presley, RCA Victor

### POP—10 Years Ago June 13, 1953

1. Song From Moulin Rouge, P. Faith, Columbia
2. April in Portugal, L. Baxter, Capitol
3. I'm Walking Behind You, E. Fisher, H. Winterhalter, RCA Victor
4. Ruby, R. Hayman, Mercury
5. Say You're Mine Again, P. Como, RCA Victor
6. I Believe, F. Laine, Columbia
7. Anna, S. Mangano, MGM
8. Doggie in the Window, P. Page, Mercury
9. Limelight (Terry's Theme), F. Chacksfield, London
10. Pretend, N. K. Cole, Capitol

### RHYTHM & BLUES—5 Years Ago—June 16, 1958

- All I Have to Do Is Dream, Everly Brothers, Cadence  
 Yakely Yak, Coasters, Atco  
 Do You Want to Dance! B. Freeman, Josie  
 What Am I Living For! C. Willis, Atlantic  
 Looking Back, N. K. Cole, Capitol

- Witch Doctor, D. Seville, Liberty  
 Jennie Lee, Jan & Arnie, Arwin  
 Johnny B. Goode, C. Berry, Chess  
 Twilight Time, Platters, Mercury  
 Big Man, Four Preps, Capitol

suburbs, as basis for this action. Comments are requested.

No changes are ordered in programs on FM stations operating in cities of less than 100,000 population, or in cities where some FM channels are vacant, regardless of population. However, in the large cities, as soon as the last FM assignment is made, separate programming rule would go into effect for AM-FM duopolies.

FCC says it will include an exact definition of program duplication when rules go into final form. Agency would also like suggestions for the definition.

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## Storer Series On U. S. History Radio Bargain

HOLLYWOOD — Allowing no challenge from former FCC Chairman Newton Minow to go unheeded, KGBS has produced a series of 65 five-minute shorts entitled "American History Five."

The Storer station produced the series in conjunction with Dr. Russek Caldwell, associate professor of history, University of Southern California, and is offering the package to all radio stations for \$30 to cover minimum material costs.

Minow's challenge made to the TV moguls was for greater use of the medium for teaching American history to Americans.

KGBS and Storer have gone the ex-chairman one better and cut the series for radio first.

### Scranton U. Degree To Don McGannon

NEW YORK — Donald H. McGannon, president of Group W (Westinghouse Broadcasting Company) received the honorary degree of Doctor of Humane Letters from the University of Scranton at the school's commencement exercises.

The degree was awarded for McGannon's services to the industry and the general public as a "Creative Broadcaster."

# VOX JOX

By GIL FAGGEN

**"LET MY DJ GO"**—WFUN deepjay Dick Starr has been sealed in an English Ford since Tuesday, May 28, and has been driving around in his mobile prison gathering signatures from Miamians attesting to his popularity. Starr must get 50,000 signatures from fans before he is released (or his driver's license expires).

WWRL, New York's 24-hour-a-day Negro-oriented station, has introduced a new line-up. From 1 to 2 p.m. the outlets airs "What Do You Think," a live telephone discussion program hosted by Leon Lewis; Hal Jackson occupies the 2 to 3 p.m. "House That Jack Built," "Dr. Jive Show" continues 3 to 7 p.m., followed 7 to 9 p.m. by "Jocko"; from 9 to 10 p.m. WWRL will devote to public service programming, and the day is capped by Montague and the "Soul Show," aired 10 p.m. to 3 a.m.



DEE, JOHNNY, LINDA

**"HEH, LOOK US OVER"**—And who could resist such an invitation from WHK air personality Johnny (I Can't Help Smilin') Holliday and his two guests, Cleveland Patricia Stevens models, Dee Balog and Linda Ceo. Incidentally, the album they're holding is the current J's With Jaime Columbia LP—

must be a Fluke in there somewhere.

The "Country Colonel Station," WBSG, Blackshear, Ga., under new p.d. John Koval, is in full swing with its new country music format. The station requests singles. . . . An urgent call for help comes from WZOB, Fort Payne, Ala., whose record library was ruined in a recent flood. WZOB programs jazz and easy listening instrumental material. . . . J. E. B. Stuart, WLEE, Richmond, Va., has organized "The Society for the Prevention of Cruelty to the Coyote in Road Runner Cartoons." J. E. B. is forwarding the irate demands to WB, demanding the coyote win a race or two.

**PLACEMENT SERVICE**—George (you name it, I'll promote it) Jay has added a man to his staff specifically to assist deejays in locating jobs. Call L. A., HO 9-5838.

**SEGUING AROUND:** Hy Lit's new haunt when not on the air at WIBG is 131 Old Belmont Road, Philadelphia, 27 (TE 9-6639). . . . Doug China to WIRE, Indianapolis. . . . Doc Downey out at KUDL, Kansas City, Mo. . . . Dave Diamond this month's p.d. at WIL, St. Louis. . . . Dick Blanchard, former p.d., WBSR, upped to p.d. at sister station WKGN, Knoxville. . . . Ed Dunn, formerly on KITE, San Antonio, switched to WOAI that city for 4 to 8 p.m. stanza. Dunn's dad has a daily 6 to 11 p.m. stint on WHAM, Rochester, N. Y. . . . Guy Travers, former AM'er at WAYE, Baltimore, joins WVOB, Bel Air, as p.s. director and assistant to station manager Paul von Habel. . . . Brad Ganson, from WKWS, Rocky Mount, Va., to WVOB for afternoon show. . . . Eugene E. Wecker appointed assistant station manager programming, KIRO-TV, Seattle. . . . Alan Walden named news director, WERE, Cleveland, succeeding Ray Tannehill, now with KGO, San Francisco, in similar position.

## WCKY Celebrates ABC Affiliation

CINCINNATI — Station WCKY, local 50,000-watter, celebrated its new affiliation with the ABC Radio Network with a reception at the Netherland Hilton here Monday (3), attended by ABC execs, local radio and agency people and the press.

ABC execs who planed in for the occasion were President Robert R. Pauley; James E. Duffy, executive vice-president; Earl Mullin, vice-president in charge of station relations; Ted Douglas, Eastern sales director; William MacCallum, Midwest regional program director, and Herb Granath, account exec for the Cincinnati area.

WCKY executives in attendance included Charles H. Topmiller, president of L. B. Wilson, Inc., owner-operator of WCKY; Mrs. Jeanette Heinze, vice-president and general manager; Thomas A. Welstead, general manager of the L. B. Wilson station, WLBW-TV, Miami; Paul Miller, station manager; Mrs. Essie Rupp, program director; Lloyd Baldwin, director of public affairs, and Don Herman, news director.

Don McNeill's "Breakfast Club" singers Bob Newkirk and Mary Anne Luckett flew in from Chicago for the occasion.

## Name Neal ABC Stations Head

NEW YORK — Harold L. Neal Jr., for the past three years vice-president and general manager of WABC, ABC-owned station here, has been elected president of ABC-owned radio stations.

Neal takes over the post formerly held by Stephen C. Riddleberger, who has been appointed vice-president and general manager, ABC News.

The ABC-owned radio stations are WABC, New York; WLS, Chicago; WXYZ, Detroit; KABC, Los Angeles; KQV, Pittsburgh, and KGO, San Francisco.

### Radio in Top Form

• Continued from page 41

power written in 1949 by Norman Corwin, and "On a Note of Triumph," with Martin Gabel as narrator aired on May 8 the 18th anniversary of V-E Day. "Triumph" was first broadcast on May 8, 1945.

Gov. John M. Dalton and the Missouri General Assembly gave Missouri broadcasters a Radio Month salute by announcing on a 42-station State-wide network that the Missouri House of Representatives had adopted a new rule permitting broadcasting of debates in the General Assembly at any time.

MORE THAN 1700 RADIO STATIONS THROUGHOUT THE U.S. & CANADA HAVE USED THE UNIQUE SERVICES OF RECORD SOURCE INTERNATIONAL FOR...

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MY BABY GOES**  
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# "WALKING AROUND TOWN"

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**IN OTTAWA...** "It currently is a pick hit on CKOY, and I am pleased to report will be added to our Top Fifth List this week." Cordially,

*John Murphy*  
John Murphy, Program Director, CKOY.

**IN MONTREAL...** It's a PREVIEW PICK—WALKING AROUND TOWN MARK & TWO-TIMERS FOLKWAYS 45001 (Allied), DICK VARNEY Radio Station CKGM

**ACROSS CANADA...** HIT PARADE EXTRAS 21. WALKING AROUND TOWN Folkways (Allied) MARK & THE TWO-TIMERS.

FOR SAMPLE COPIES — FOLKWAYS, 121 W. 47th St., N. Y. C.

## New Admiral Line Highlights



ADMIRAL'S NEW 19 model line of consoles, which embraces four all-transistor units, includes the de luxe, 72-inch home entertainment center pictured at top. The complete package includes 23-inch TV, AM/FM/FM stereo radio and an 11-inch turntable record changer. The unit is known as the Lynnebrook (Model SM3921). Shown below is Admiral's new sing-along portable, incorporating the tilt-out changer and 11-inch turntable. The sing-along mike feature makes possible singing along with one's favorite record. Model (Y5097) is known as the Festival.

## Sylvania Unveils Line Of Restyled Stereos

CHICAGO—Sylvania Electric Products, Inc., has unveiled an entirely restyled and re-engineered stereo phono line for 1964, highlighting such de luxe features as Garrard disk changers in every model and a full range of furniture stylings.

The line, which company officials say features component quality throughout, includes 4 portables, 13 lowboy consoles, and 3 home entertainment centers combination units.

The line will be backed up by a major advertising and promotion campaign involving a budget of \$1 million. The campaign calls for the use of 20 national magazines and regional newspaper and radio media. The three-month schedule of ads will kick off in September with at least one national magazine ad per week in such media as Life, Look, the Saturday Evening Post, Reader's Digest, TV Guide, Time, Fortune, Sports Illustrated and others. A heavy trade schedule has also been blueprinted.

One of the points to be highlighted in merchandising and promotion is the fact that all the new models were specially tested in an anechoic (echoless) chamber. The chamber was designed to measure the quality of sound reproduction from a single source without echoes bouncing off flat surfaces. The

### SYMPHONIC NEXT IN LINE

NEW YORK — Symphonic Radio is the latest phono manufacturer to show its forthcoming new line here. The firm finalized plans for showing its 1963 phono and tape recorder product in a regional showing here at the Hotel Plaza Monday and Tuesday (10-11), according to national sales chief, Duke Wellington. Last week Webcor staged an extremely well-received product showing at the de luxe new Sheraton Motor Inn on the Hudson River front on West 42d Street. An innovation, a Sunday start for the dealer showings, proved particularly successful, according to spokesmen.

chamber was used to test the Sylvania package models against leading component units.

Price range of the new line runs from a low of \$49.95 for a lightweight, luggage-styled monaural portable to \$795 for the high-end Maestro series Model SC617.

## Admiral Takes Major Stride To Transistors

CHICAGO — Admiral Corporation has taken a major step in the direction of transistorization of phono product. In its new 19 unit console line, four are completely transistorized. At the same time it introduced its new line, the company also announced formation of a distributors advisory council, to meet three times a year to discuss marketing policies and recommendations.

The new console line employs new push-button controls, new professionally styled changers and a new "varigram" tone arm with provision for adjusting pressure on the stylus tip.

The all-transistor models are all 75 inches wide for maximum stereo effect. Two models come with 125 watts of power and two have 250 watts. The units all operate with less heat and power consumption and none require any warm-up.

The Distributor Advisory Council, according to Admiral president, Vincent Barreca, will also serve as a clearing house for suggestions and recommendations and "will be of great

*(Continued on page 46)*

## Phono-Tape

### MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## MUSIC TENT BROTHERS READ CUSTOMERS WELL

By CAMERON DEWAR

BOSTON—"Not just demonstration, but also education." That's the working motto of the operators of the Music Tent in Suburban Dedham. Two brothers, Charles and George Gavrilles, by the enlightened method, have managed to run a successful record shop in spite of big city discount houses, marking their merchandise clearly at regular list prices.

"Just giving a customer a record and letting him go into a booth isn't enough," says Charlie. "This is something that is going to give many hours of pleasure and a little explanation of the various types of sound in use today is appreciated by the customer."

The brothers go even further. They are alert to who walks into the store. Is this his first

visit? Or is this someone who has made an occasional purchase? The approach is then determined.

### Long Tenure

The suggestion selling method has not been arrived at overnight. It is the culmination of 14 years in the record business and 25 years over-all in the music business. The brothers originally operated a juke box route around Boston, but war service interfered and on being discharged they decided it was time to think along different lines. They actually started their first record shop with records left over from their juke box route.

The store is well set up for the dual operation of records and phonographs. A large, airy room with records and prices clearly marked, attracts the cus-

*(Continued on page 45)*

## Eye-Catching Devices Key To Volume at Arizona Store

PHOENIX, Ariz.—A host of merchandising devices have contributed to Arizona Hi-Fi House's current reputation here as the State's largest volume dealer of tape recorders and related goods. The layout is operated by Dan Schwartz, former radio man with KPHO and later the owner of a weekly TV program magazine.

Among his colorful, attention-attracting assets are a Volkswagen bus, with a cargo deck in the rear, which handles most deliveries. Along the side, following the trade-mark, is the company slogan, "Our Business Is Sound." This humorous pun has been steadily identified with Arizona Hi-Fi House during its entire six-year existence, reproduced on every piece of paper used, on lapel pins worn by salespeople, and on every price tag in the store.

### Large Choice

Next, the comfortable showroom is carpeted from wall to wall, and displays more than 30 choices of tape recorders and phonographs on the right wall, and an even larger choice of speakers on the opposite wall. All are interlaced with wiring systems, so that it is a simple matter to start up any tape recorder, plug in a few jacks, and demonstrate reproduction through any of the speakers on the opposite wall. The customer, meanwhile, is seated on a comfortable lounge.

At the head of the "speaker wall" is a six-foot section devoted to raw tape, in every size and price bracket, always identified as "the best tape buys in town." From the beginning, Schwartz has consistently undersold competition throughout Phoenix on raw tape, on the theory that nothing is better qualified to build traffic than a reliable tape source.

Everyone who buys a stereo  
*(Continued on page 46)*

## Merchandising Builds Sales For Arizona Hi Fi House



DAN SCHWARTZ' HI FI HOUSE in Phoenix, Ariz., features the Volkswagen (shown at top) as combination delivery truck and promotion medium. Note the slogan, "Our Business Is Sound," which is also carried out on all store literature, price tags etc. Photo also shows sign advertising raw tape discounts, a favorite Hi Fi House traffic builder. Photo below illustrates service merchandising device, also heavily promoted by Schwartz. Serviceman pictured is one of two in the store constantly on duty. Complete spare parts section is also shown.

# Tent Brothers

• Continued from page 44

tomers who may have been drawn to the store by two speakers relaying soft and tasteful music. From the record section it's a natural lead-in to the lounge player room where consoles in all shapes and styles are on display.

Once there, the customer can inspect the merchandise at leisure in a room that's almost like his own living room. The brothers have a strong sense of promotion and any current situation that fits in with a particular recording is utilized. They have found also that tickets which add up to discount on the purchase of a certain number of records keeps the customer coming back.

### Classy Spot

The situation is an excellent one in a good class shopping center which draws on a high income suburban trade. There is also the advantage of an attractive tent sign for a store front which can be seen from all parts of the shopping area and the main highway nearby.

What the Music Tent offers to counteract the lure of city discount stores is service and great selectivity of product in a location where the customer can drive right up to the door. A bank charge plan is also available for larger purchases.

# equipment newsletter

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

**FACTS ABOUT OWNERS** of tape recorders—or any reliable statistics about the tape recorders, for that matter—are difficult to locate. We recently saw one survey which sheds a little light on how consumers use tape recorders, and may provide some aid to the dealer in selling them.

Unfortunately, it's not a particularly recent survey and it covers a fairly specialized clientele—but it does shed some light where formerly there was little but darkness. It was conducted by Data Computing Corporation from information supplied by 1,160 readers of Saturday Review in response to questionnaires.

The survey was dated June 29, 1962, which makes it nearly a year old. But with these qualifications in mind, here's what the survey results showed:

Some 25 per cent of the 1,160 respondents owned recorders. About 65 per cent of these recorders had been purchased in the five preceding years. Another 24 per cent answered that they expected to buy a tape recorder. Those who already owned recorders listed these brands owned, in descending order: Webcor, 16 per cent; Wollensak, 11 per cent; Ampex, 9 per cent; Revere, 7 per cent; V-M, 5 per cent; Concertone, Sony and Pentron, 4 per cent each; Norelco, Tandberg and Magnecord, 3 per cent each.

Those who indicated their intentions of buying a tape recorder listed these brands they expected to buy: Ampex, 14 per cent, Wollensak, 7 per cent; Webcor, 5 per cent; Sony, 3 per cent; Concertone and Tandberg, 2 per cent each; Revere, Magnecord, Norelco and V-M, 1 per cent each.

Getting back to tape recorder owners, here's the breakdown according to types of recorders owned: 63 per cent monophonic, 37 per cent stereo; 18 per cent single track, 55 per cent dual track, 29 per cent four track.

**"WHAT USES DO YOU FIND for your home tape recorder?"** Here are the principal answers (which add up to more than 100 per cent since more than one use was given): Playback and record, 76 per cent; spoken word, 61 per cent; record monophonic radio broadcasts, 35 per cent; stereo radio broadcasts, 15 per cent; language courses, 18 per cent; other uses, 38 per cent. This would seem to indicate that about 24 per cent of owners don't use their recorders to record, but for playback only.

Brands of magnetic tape purchased: Scotch, 56 per cent; Audio, 14 per cent; Irish, 7 per cent; RCA 4 per cent; Lafayette, 3 per cent; Knight and Soundcraft, 2 per cent each. Owners were asked how many reels of blank tape they had purchased in the last 12 months. The response indicated that the average owner bought 10.2

seven-inch reels a year, 1.2 five-inch and 1.2 three-inch reels. A full 13 per cent of the respondents bought 24 or more seven-inch reels a year.

Considerably fewer than half of the owners—only 39 per cent of them—had pre-recorded tape libraries. Of those collections of pre-recorded tapes, the average tape library contained 55.6 reels. Some 7 per cent had 200 or more reels, and 27 per cent had 50 or more.

**YOU CAN EXPECT TO SEE** more and more new makes of tape recorders this year. At least four companies in other consumer electronics fields have announced (or will announce) lines of tape recorders this spring: Magnavox, Symphonic, Estey and Arvin. Arvin's new line, just released, will have three models at suggested list prices of \$99.95, \$169.95 and \$229.95.

Those cheap Japanese "toy" recorders are due for an upgrading, on the theory that they're giving all imported tape recorders a black eye. Now visiting the United States, Mineo Sakai, business manager of the Electronic Industries Association of Japan, told the press on his arrival: "Experience has shown that low-cost [toy tape recorders] have not satisfactorily withstood the abuse to which they are often subjected in the hands of children. Therefore, effective June 1, tape recorders [are now] required to pass considerably toughened export inspection."

**MORE NEW LINES:** Admiral's portable phonograph line strongly features wood-cabinet models. The monophonic sets with automatic changers start with a slim plastic model at \$39.95, stepping up to a \$49.95 lift-lid set in all-wood cabinet, with a tilt-out changer in wood at \$59.95. A unit with built-in AM radio is \$79.95. Admiral's stereo portables again start at \$69.95, with other tilt-down models at \$79.95, \$99.95 and \$119.95. The 79.95 model uses Admiral's new slim changer which is less than eight inches deep. The \$119.95 set includes sing-along jack and microphone.

Sylvania has introduced a completely redesigned stereo line, indicating that company's determination to increase its position in the phonograph field. The portable series features tilt-down changers in luggage-style cases at \$49.95 to \$129.95. The top-end model, with Garrard custom changer, can be mounted on the wall with an accessory bracket.

The Sylvania console line is composed of 13 lowboy consoles starting with a coffee-table stereo at \$149.95. FM stereo is included in sets beginning at \$229.95. Top-of-the-line Maestro Series at \$595 and \$795 featured 110 watts peak power output.

the newest sights in sound  
on **DECCA**

6 SPECTACULAR ADDITIONS  
TO A DECCA SALES-PROVEN  
PHONOGRAPH LINE!



**THE BENTON VI**—DP-287. High fidelity full stereo portable automatic. Four speakers in two detachable speaker wings.



**THE ANNIVERSARY VI**—DP-656. Deluxe four-speed full stereo automatic portable. Two full size wings.



**THE TUXEDO III**—DP-655. Full stereo portable automatic. With tilt-down front.



**THE RICHMOND II**—DP-491. Hi-Fi portable automatic with AM radio. Compact in size, big in performance.



**THE SUTTON**—DP-644. High fidelity full stereo portable automatic with tilt-down front.



**THE PERRY VII**—DP-643. Four-speed Hi-Fi automatic portable. Separate volume and tone controls.

**IMMEDIATE DELIVERY!**

**VISIT  
NEW YORK  
stay at the  
PLYMOUTH  
in Radio City**

Moderate rates, private bath in every room, television, radio, dining room, coffee shop, garage. Within walking distance of all transportation and entertainment. Accommodations for 1000.

**TAKE A TOUR!**

Includes room rent and sightseeing — nightclubs, theatres, United Nations, Radio City . . . Contact your Local Travel Agent or write:

Reservation Manager  
**THRIFT PLAN**  
For Exciting Savings at the

**HOTEL  
Plymouth**

West 49th STREET bet.  
B'WAY and RADIO CITY

Say You Saw It  
In Billboard

## Eye-Catching Devices Build Volume

• Continued from page 44

phonograph or tape recorder gets a ceramic "piggy bank" as a surprise gift, delivered with the set, or handed over the counter. Schwartz pays \$1 each for the piggy banks, has thousands of them, and capitalizes heavily on the unusual nature of this "memento from us to you."

Flanking the stereo recorder department is a complete record department featuring one of Phoenix's biggest inventories of records, in handy self-service browsers. A service desk at the rear of the store, facing into the

phono and recorder sections, as well as the record department, provides for guidance and answering of questions. Arizona Hi-Fi House holds regular record sales, and counts on special order service and the extreme size of the inventory to bring in music lovers. While record sales are moderately profitable, it is the opportunity to demonstrate complete sound systems for the home, stereo phonographs and tape recorders which is the all-important factor.

### Reliability Keynote

Though the recorder lines offered, which range from tiny transistor portables to fine professional-level units, were all chosen on the basis of reliability, Schwartz concentrated on developing a service department second to none in the State. The store advertises "We service what we sell" and maintains a complete inventory of exchange parts for every recorder line in stock. One full-time mechanic and one part-time man are on duty in the well-equipped shop, often shown to customers who bring up the service issue, and can give dependable, fast service to any recorder owner. By maintaining a parts inventory, patiently worked out on the basis of past experience, Arizona Hi-Fi House can simply "install new parts if we can't repair the old one" and get the recorder back into service within hours. "Without service, we wouldn't be as likely to see the customer again," Schwartz said. "Now, we can count on him being back time and again, and we can always sell him again, when he moves up to better equipment."

In maintaining a comfortable, "prestige store" Schwartz recognized the inevitability of discount house competition, which came along right on schedule. A dozen major discount houses opened in Phoenix in the space of a year, all of them carrying tape recorders and phonographs. Here, anxious to maintain his profitable list-price volume at the store (except for tape as described), Schwartz fell back on the old axiom "If you can't beat 'em, join 'em." He was the first sound equipment retailer in the Southwest to open up a completely equipped stereo and high fidelity components department in a discount department store in West Phoenix—followed by another, later on, in an upgraded discount department store. Giving both locations the advantages of sound-proof, enclosed studios, a complete inventory of high fidelity components, Schwartz brought largely the same services, merchandise and facilities to discount-store customers as to his music-lover clientele at the main store.

**ATTENTION, RECORD INDUSTRY!**  
Being of Sound Mind and Body,  
We Decree That . . .

**"THIS IS THE END"**  
The Fabulons  
and the  
**BEGINNING**  
for  
**JODI RECORD DISTRIBUTORS**  
&  
**BENSON RECORDS**

604 Tenth Ave., New York City  
LT 1-0576 Bob Posner

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

### PHONOS LISTING BETWEEN \$401 and \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/23/63 Issue	12/15/63 Issue		
1	1	1	Magnavox . . . . .	51.0
2	5	4	Curtis-Mathes . . . . .	9.6
3	7	—	RCA Victor . . . . .	7.3
4	—	—	Clairtone . . . . .	5.2
5	—	—	Electrohome . . . . .	4.7
6	4	2	Fisher . . . . .	3.5
7	3	—	Zenith . . . . .	3.2
			Others . . . . .	15.5

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.

**3/32/63 Issue:** Pilot (2); Packard-Bell (5); General Electric (7).

**12/15/62 Issue:** Pilot (3); Grundig-Majestic (5).

## 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.

**RIVERSIDE**—Expires June 10, 1963. Started May 10, 1963.  
On nine Charlie Byrd LP's, buy 10, get two free.

**CADENCE**—Expires June 26, 1963. Started May 1, 1963.  
Coinciding with release of "First Family, Volume II" album, label is offering three free albums for each 20 purchased. Deal includes entire catalog as well as new "First Family" set. Available to all qualified dealers.

**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.

**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.

**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.

**EPIC**—Expiration indefinite. Started April 1, 1963.  
A 15 per cent discount on 11 new LP releases and 37 specially selected catalog LP's.

**CAPITOL**—Expiration indefinite. Started April 1, 1963.  
Capitol-of-the-World German-Austrian LP catalog of 27 LP's. One free album for each two purchased. Includes two new April releases.

**DOOTO**—Expiration indefinite. Started May 1, 1963.  
On all Dooto album product—buy five, get one free.

PUBLISHED BY high fidelity MAGAZINE

# stereo

1963 EDITION

**NEW STEREO EQUIPMENT**  
From phono cartridges to speaker systems

**STEREO ON THE AIR**  
The new sound of FM multiplex

**MUSIC AND DECOR**  
What sounds good also can look good

**PLUS**  
A Guide to Tape Recording  
Hits—High Quality at Low Cost  
Year's Best Stereo Recordings  
How Should Stereo Sound?

Price \$1

only  
\$1.00

**BE SURE** you see this fourth annual roundup of the latest developments in stereo components and systems . . . plus a glimpse of the stereo future.

Written by experts and lavishly illustrated, STEREO 1963 Edition, just published, generates ideas that help you achieve the best music reproducing system at the price you decide to invest. And it helps you get the most out of your present stereo system, if you are that far along. It's a blend of news and insight that answers such major questions as these:

- after five years of stereo where are we and where are we going?
- how can you make the stereo "rig" look so attractive ALL members of the family will approve? (many illustrations)
- what are some of the problems and promises of stereo broadcasting and reception?
- how can you improve reception in fringe areas?
- what are the trends in cartridges, arms, turntables?
- what's the best way to select a stereo amplifier?

- what's new in speaker systems?
- what's the future of tape?
- what's new in stereo kits?
- what are the year's outstanding stereo discs and tapes?

There's much more, of course, but this gives you an idea of the scope of this 128-page publication, same size as HIGH FIDELITY. For one dollar can you afford to be without the information and ideas this authoritative annual will generate for your home music system?

Fill in and mail  
the form today!

HIGH FIDELITY, Great Barrington, Mass. BB  
Send me a copy of STEREO 1963 Edition for the dollar I enclose.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

## Columbia Puts Out Six More 4-Track Tapes

NEW YORK—Columbia Records, which has been issuing a steady series of new four-track stereo tapes in recent months, has released six more for early summer merchandising, three in the Masterworks field, and three in pop.

Bruno Walter, batoning the Columbia Symphony, leads off the release with a set of Mozart works, including "Eine Kleine Nachtmusik" and four overtures. Leonard Bernstein and the New York Philharmonic are represented with Tchaikovsky's "Fourth Symphony," while the Philadelphia Orchestra, under

## Admiral Strides

• Continued from page 44

value not only to distributors, but also to us at factory headquarters."

Barreca also announced two annual awards for a leading distributor and branch. First classification covers the organization

Eugene Ormandy, performs Ferde Grofe's "Grand Canyon Suite" and Bizet's "Carmen Suite."

The pop section has an all-star jazz set, "The Giants of Jazz," with Miles Davis, Chico Hamilton, Dave Brubeck and others, "Johnny's Newest Hits," by Johnny Mathis and "Golden Hawaiian Hits," by the Banjo Barons.

achieving the highest over-all share of market on all products while the second covers distributors and branches achieving the highest improvement over the preceding year.

**HOTEL FORREST**

49 ST. West of B'way

New York City, Circle 6-5252  
In the Heart of Times Square  
"At the Crossroads of the World"

**NEW, SENSATIONAL ONE-RATE PLAN!**

Every Single room \$7.50 Every Double room \$11.00  
new only

FULLY AIR CONDITIONED  
21" TV & Hi-Fi in EVERY ROOM

SPECIAL GROUP RATES  
GARAGE adjacent to hotel  
SHOW ROOMS available  
Dep. 7:00a-9:00p

# ALBUM REVIEWS

Continued from page 32

## CLASSICAL

**BACH: CHORUSES AND ARIAS FROM THE PASSION ACCORDING TO ST. MATTHEW**  
Vanguard SRV 128 (M); SRV 128SD (S)

**COPLAND: A LINCOLN PORTRAIT**  
Charlton Heston. Vanguard VRS 1088 (M); VSD 2115 (S)

**THE VIRTUOSO OBOE, VOL. 3**  
Andre Lardrot, Oboe; Wiener Solisten (Botcher). Vanguard VRS 1100 (M); VSD 2138 (S)

## INTERNATIONAL

**HOLIDAY IN TURKEY**  
Lufti Gunerl. Standard LP 430

**SING ALONG IN ITALIAN**  
Various Artists. Colonial LP 231

**HIGHWAY OF THE SUN**  
Giampiero Boneschi Orchestra. Vesuvius 4413

**BETTY DASKALAKI SINGS GREEK HITS**  
Colonial LP 230

**FURORE**  
Adriano Celentano. Vesuvius 4418

## LATIN AMERICAN

**PERCUSSIONATA**  
Monte Moya & the Surfers. Everest 5212 (M); 1212 (S)

## FOLK

**FOLK SONGS FROM HERE AND THERE**  
Danny Moore. Everest 5211 (M); 1211 (S)

## RHYTHM & BLUES

**LIGHTNIN' HOPKINS SMOKES LIKE LIGHTNING**  
Bluesville BV 1070

## SPIRITUAL

**GLORY TRAIN**  
Watson Sisters. Vee Jay LP 5027

## SACRED

**SING ME A GOSPEL SONG**  
The Lewis Family. Starday SLP 238

## RELIGIOUS

**THE MELODY FOUR QUARTET IN SESSION**  
Word W 3163

## LOW PRICE POPULAR

**SLEEPY SERENADE**  
Eddy Howard. Mercury Wing SRW 16194 (S)

**ARAGON TRIANON MEMORIES**  
Lawrence Welk. Mercury Wing SRW 16214 (S)

**COME WITH ME TO FAR AWAY PLACES!**  
Richard Hayman & His Ork. Mercury Wing SRW 6186 (S)



## THREE-STAR ALBUMS

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

## POPULAR

**THE CAMPUS SINGERS RECORDED LIVE AT THE FICKLE PICKLE**  
Argo LP 4023

**DANNY LEWIS I HAVE BUT ONE HEART**  
Everest 5210 (M); 1210 (S)

**BEN DI TOSTI OUT OF THIS WORLD**  
Everest 5214 (M); 1214 (S)

## JAZZ

**TO MY QUEEN**  
Walk Dickerson. New Jazz 8283

**MONKEY PUZZLE**  
Ellis Marsalis Quartet. AFO 0001

## CLASSICAL

**BEETHOVEN: MUSIC FOR "EGMONT"**  
Various Artists. Vanguard VRS 1101 (M); VSD 2139 (S)

**PERGOLESI: FOUR CONCERTOS**  
Zurich Chamber Orchestra (de Stoutz). Vanguard BG 646 (M); BGS 5058 (S)

## RELIGIOUS

**THEN I MET THE MASTER**  
Silverstone Trio. Comfort LP 19631

## LOW PRICE POPULAR

**IN THE LAND OF OOM PAH PAH**  
Karl Von Stevens & His Ork. Mercury Wing SRW 16244 (S)

**HITS THAT SOLD A MILLION**  
Rusty Draper & David Carroll Ork. Mercury Wing SRW 16243 (S)

**DOLLS DOLLS DOLLS**  
The Harmoncats. Mercury Wing SRW 16242 (S)

# 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 upon request.

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 (C. B. S. Theatre Bldg.), N. Y. C. CI 7-2159. np-418

*Say  
You Saw It  
In  
Billboard*

## RECORD PROMOTION & PUBLICITY

### COMPLETE NEW ENGLAND RECORD PROMOTION

Entire Six State Area Includes These Major Record Breakout Markets.

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- Worcester, Mass.
- Springfield, Mass.
- Hartford, Conn.
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- Manchester, N. H.
- Portland, Maine

### ED PENNY AND ASSOCIATES

New England's Leading Independent Record Promotion Organization Has Represented The Nation's Finest Record Companies, Publishers, Artists And Writers Since 1959.

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### NEW OFFICES • NEW LOCATION

Same great promotion know-how

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## 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, Altec, 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

EIGHT BACKGROUND TAPE UNITS, slightly used, excellent condition. Birmingham Vending Co., 540 Second Ave. No., Birmingham, Ala.

## BUSINESS OPPORTUNITIES

FOR SALE—ROUTE OF ABOUT 400 Bulk Vending Machines, many extras, parts, stands, supplies, etc. Also 1959 Station Wagon. \$1,500 complete. Witt Vending, 101 S. First St., Belleville, Ill.

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

FOR SALE: COMPLETE RECORD PRESSING Plant for 45, 78 & LP. Priced for immediate disposal. Can be financed. Write or call Mark Aviation, San Jose Municipal Airport, San Jose, Calif. Phone: 408-294-6626. je22

## MISCELLANEOUS

### 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-Life Co.  
Dept. D, 3612 No. 16th St.  
Omaha 10, Nebraska

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

### 57 ST., WEST

#### HANG YOUR HAT

In a Splendid, New Dwelling on Fashionable & Convenient

WEST 57 ST.

. . . at a Truly Reasonable Rental. Open for Inspection. For Immediate Occupancy.

### SOUTH PARK APARTMENTS 435 WEST 57 ST.

Just a Few Minutes Spent Looking Around Should CONVINCE YOU!

Choice Apt. Layouts of 2, 2½, Jr. 3, 3½ & 4 Rms.

Rentals From \$132 for 2 Room Apts. Air Conditioners Included, Carpeted Halls, Doorman, Garage, Agent on Premises: PL 7-6179 or

J. G. HAFT & CO., INC.  
60 E. 42 St., MU 7-7570

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

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

## EMPLOYMENT SECTION

### HELP WANTED

LEADING WEST COAST RECORD company has immediate openings for experienced A&R licensing secretaries. Excellent typing and shorthand skills required. Minimum two years' record industry experience necessary. Age to 35. Call HOLLYWOOD 4-8109.

RESIDENT SALES REPRESENTATIVES in all areas. Sell and promote profitable low budget records. Commission basis. Neale Records, Box 3294, San Bernardino, Calif. je22

**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

	½"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is ½", 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 \_\_\_\_\_ Stat \_\_\_\_\_  
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.

138 W. Randolph St.  
Chicago 1, Ill.

# RIOT GUN

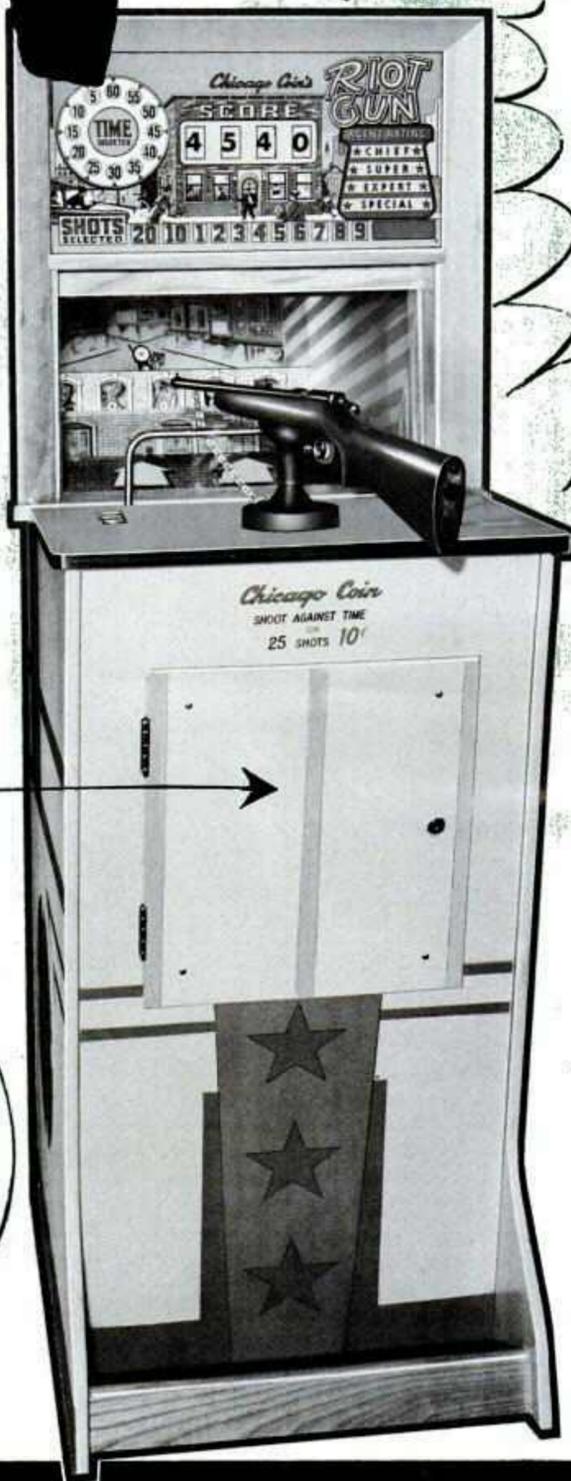
**chicago coin's NEW RIFLE GAME SENSATION!!!**

**2 WAYS TO PLAY!**

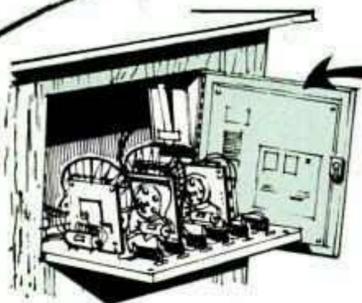
**Shoot Against Time - OR  
25 Shots for 10¢  
Choose the Action!**



- Replica of real 22 caliber rifle fires with authentic rifle shot sounds! Bell rings when target is hit!
- New extra-sturdy colorful cabinet design!
- Tamper-proof Steel cash box!



- Optional Extended Play and Match-Play feature!
- Shoot the Bank Robbers! SEVENTEEN Exciting TARGETS in all!
  - 3 Running Gangster Targets FLASH CONTINUOUSLY during game! (with Bonus feature)
  - 2 Surprise Gangster Targets POP-UP unexpectedly! (with Bonus feature)
  - Doors swing open and then close revealing 3 other colorful Targets! (with Bonus feature)
  - Black Cat Bonus Target jumps up and moves across fence after 5 Men-in-Window Targets have been knocked-off!
- Number of shots per coin is adjustable! Time is adjustable!



**SLIDE-OUT SERVICE PANEL —**  
Assures fast, easy, FRONT servicing!  
Fuses and entire mechanism readily accessible!

**See these profit winners at your Chicago Coin distributor.**



Today's New Bowler Sensation!  
**GRAND PRIZE**  
6 player Bowling Game

New! "SWING-AWAY" Servicing provides INSTANT ACCESS to interior mechanism without moving game!



New 6-player  
**STRIKE BALL**  
Puck Bowler

Featuring "SERVICE-EEZ" Trip-Relay bank — SEPARATE SECURITY "INNER CASH BOX" — within coin box.



Profit Proven  
2 Player  
**ALL STAR**  
Baseball Game

Featuring "CANCEL-AN-OUT" Play

1725 W. DIVERSEY BLVD.

**Chicago Dynamic Industries, Inc.**

CHICAGO 14, ILLINOIS



DAIS GUESTS at the New York UJA Coin Machine Division banquet held at the Americana Hotel, New York, Tuesday (4) are, left to right: Al (Senator) Bodkin and Mrs. Bodkin; Al Denver and Mrs. Denver; Rabbi Meyer Fendel; New York Attorney-General Louis J. Lefkowitz; Irving Holzman, general chairman, and Mrs. Holzman; Nassau County District Attorney William Cahn, guest of honor, and Mrs. Meyer Parkoff and Meyer Parkoff, and Alan Gale, emcee and comic.

## Deal for Bally Imminent

CHICAGO—Bill O'Donnell, sales manager for the Bally Manufacturing Company, confirmed that negotiations for the sale of the firm are being held, but said that no further details could be released at this time.

Bally, one of the nation's largest manufacturers of coin-operated games, discontinued making bingo earlier this year with the passage of the Eastland Bill. However, the firm still makes a wide variety of novelty games and kiddie rides.

The firm recently introduced a cartridge tape unit, suitable for background music. Bally previously had spun off its coffee vender to the Seeburg Corporation and its cigaret machine to the Rock-Ola Manufacturing Company.

If the deal goes through, it will be the biggest coin machine transaction since 1957, when the Seeburg Corporation was sold to its present owners.

Bally, founded in 1931 by Ray Maloney, introduced the bumper type pinball game in 1937. It had dominated the in-line game field until it discontinued the manufacture of these devices earlier this year.

The firm has 125,000 square feet of manufacturing space, some 1,200 employees, and one of the most modern plants in the industry.

Reports of the pending sale were reconfirmed by Billboard at presstime in a telephone conversation with the potential buyer.

# Coin Machine

## OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

## Variety of Targets In Midway Gun Game



RIFLE RANGE

CHICAGO—Colorful clowns, animals, bobbing targets and revolving characters are featured

in Midway's new "Rifle Range" gun game.

Hitting an animated clown turns a smiling face into a frown. Hitting a mouse turns it into a cat and vice versa.

Other features of the game are a variable "Beat the Score" gimmick, adjustable time units, a new improved Remington nylon rifle and an improved trouble free recoil mechanism.

The game has stationary bulls-eye targets and a rotary motion on stars. The clown and stars move in smooth patterns and also unpredicted movements for greater challenge.

Rifle Range is hinged at the front and rear for easy servicing. Marcine (Iggy) Wolverton said the game is being shipped immediately. Wolverton added that Midway's expanded engineering department was working on a number of other games to be released shortly.

## Copyright Bill Up for More Talk

By MILDRED HALL

WASHINGTON—A closed-door meeting of the House Subcommittee on Trademarks, Patents and Copyrights was scheduled for Wednesday (13), with discussion of the Celler anti-juke box exemption bill on the agenda for the second time.

Rep. Edwin E. Willis (D., La.), chairman of the Subcommittee, has also become chairman of the House Committee on Un-American Activities since the death of Rep. Francis E. Walter (D., Pa.). Though Willis has been acting chairman of the Un-American Activities group during the illness of Walter, the full responsibility may mean putting more of his time into this work. The result could be either a speed-up of action on the juke box bill to move it to full committee threshing out, where Rep. Emanuel Celler, author of the bill, is chairman—or delay because of Representative Willis' work load.

The complex and unpopular Celler bill and its Republican counterpart by Rep. Seymour Halpern (R., N. Y.), would put a \$5 annual per-box fee for performance royalty on copyright music

played on juke boxes, subject to later Congressional revision, up or down depending on circumstances.

Collection under the bill would be by a special Performing Rights Office set up within the framework of the Copyright Office—a costly and complicated undertaking about which Register of Copyrights Arthur Kaminstein was frankly reluctant but willing to go along to achieve the principle of ending the juke box royalty exemption in the Copyright Act of 1908.

Songwriters and performance rights groups, who said they would not make anything over administrative costs on collection at \$5 per-box ceiling, followed suit.

Juke box people will fight the loss of their performance royalty exemption and the proposed \$5 per-box fee as disastrous to their primarily small business enterprises. Failing in this, they will try for less painful alternative of raising mechanical rights collection on juke box records—where record manufacturers would also give them a tough fight.

## ROWE AC TO EXHIBIT AT MOA CHICAGO MEET

CHICAGO—Rowe AC Services announced this week that it would exhibit the firm's line of Rowe AMI automatic phonographs at the annual Music Operators of America convention, to be held at the Morrison Hotel here September 4-6.

The firm's participation comes as no surprise. Rowe AC has exhibited at all 14 MOA conventions. Jack Harper, Rowe AC president, said his firm is happy with the progress being made under the new MOA leadership and that "this year we are especially pleased to see the other manufacturers signifying a return to the meetings, thus setting the stage for strengthened industry-wide support."

Seeburg, which did not exhibit for the last few years, had announced that it would come back for the 1963 show. The other two phonograph manufacturers—Rock-Ola and Wurlitzer—did not exhibit in 1962. While no word has been received from either of these two firms, chances seem bright that they will both participate.

A music machine manufacturers committee has been formed to work out ground rules for exhibitors. Areas to be covered include booth charges, positions, conditions on the exhibit floor and type of exhibits.

If the manufacturers and the MOA leadership can agree on a suitable modus operandi, all the manufacturers will probably be represented.

It is expected that the manufacturers' decisions will be forthcoming within a couple of weeks.

## Europeans Seek Means to Curb U. S. Coin Machine Export Flow

By OMER ANDERSON

BONN — Nothing succeeds like success and, in the case of American products conquering the European market, nothing is more likely to attract legislative reprisal.

There is now speculation among Bundestag deputies in Bonn that U. S. coin machines soon will join U. S. coal and poultry as targets of European—and, specifically, West German—trade discrimination.

The Bundestag is being placed under mounting pressure to increase duties on U. S. coin machines imported into West Germany. German manufacturers would like to see import quotas re-established for U. S. coin machines.

### Resentment

All along the line there is growing resentment on the part of the West German trade at the steady and expanding inroads being made on the German—and European—market by U. S. coin machine products.

A Bundestag deputy 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."

The Bundestag deputy referred primarily to figures just released on 1962 U. S. coin machine exports to Western Europe. These figures, as reported in Billboard, made grim reading for the German trade generally.

Four Western European coun-  
*(Continued on page 57)*

## Shoot-Again Hole Feature Of United's Rumpus Game

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.

# 400 Frolic at UJA Coin Dinner

NEW YORK—Local coinmen this year raised a record \$55,480 for the United Jewish Appeal and celebrated their achievement with a Victory Dinner in

the Hotel American's Georgian Room, Tuesday (5). More than 400 tradesters, including factory representatives and record company executives,

attended the event. Guest of honor was William Cahn, district attorney of Nassau County. Main speaker was Louis J. Lefkowitz, New York State Attorney General. Irving Holzman, president of the United East Coast Corporation, was general chairman.

The coinmen maintained their banquet traditions — speeches were short, entertainment was long, and libations were plentiful. No attempt at solicitation was made.

### Prosecutors Aplenty

A casting director for "Mr. District Attorney" would have had a field day at the banquet. In addition to the guest of honor and the main speaker, the following D.A.'s were on hand to honor their colleagues: Bernard Smith, Suffolk; Edward Silver, Kings; Isadore Dollinger, Bronx; Morton Silverman, Rockland; Ray Baratta, Dutchess.

Also, some 40 assistant district attorneys from various parts of New York State also made the scene. Teddy Blatt and Ben Haskell, counsel for the Music Operators of New York, were the only lawyers whose main concern was keeping people out of trouble.

Other political personalities on hand were State Senator Lentol, Assemblymen Joe Corso and Eileen Ryan, and May Connor, secretary to Speaker of the House Joseph Carlino.

Dais guests included Meyer Parkoff, president of Atlantic-New York; Mrs. Parkoff; Mr. and Mrs. Cahn; Mr. and Mrs. Holzman; Attorney-General Lefkowitz; Rabbi Meyer Fendel, Nassau County Hebrew Center; Mrs. Fendel; Albert S. Denver, president of the Music Operators of New York; Mrs. Denver; Al (Senator) Bodkin, head of the New York State Coin Machine Association's public relations division, and Mrs. Bodkin.

### Short Talks

Both guest of honor and principal speaker gave short and moving talks. Al (Senator) Bodkin, making plaque presentations to the manufacturers and distributors, engaged in the stirring oratory for which he has become famous.

Al Denver, president of the Music Operators of New York, presented General Chairman Irving Holzman with a plaque for his efforts on behalf of UJA.

Recording artists performing included Toni and Jan Arden, Decca; Terri Thornton, Dauntless, and Jerri Granger, Big Top. Alan Gale, comic, did a turn and helped with the emcee chores. Irving Axel, who acted as voice coach for Harry Belafonte, did several cantorial selections.

### Mfg. Brass

Manufacturing representatives at the event included Herb Oettinger and Ray Riehl of United; Bob Bear of Wurlitzer; Bill Adair and Dan Collins of Seeburg; Mort Secore of Chicago Coin; Ed Doris of Rock-Ola and Irving Kaye of the Irving Kaye Company.

Other prominent guests included Bob Blundred, managing director of the Music Operators of America; Millie McCarthy, president of the New York State Coin Machine Operators Association; Jack Wilson, president of the New York State Operators Guild; Carl Pavesi, president of the Westchester Operators Guild.



WILLIAM CAHN, Nassau County district attorney, receives the Coin Machine Division UJA plaque from Irving Holzman, general chairman.



TABLE HOPPERS at the banquet met up with these familiar faces.

## 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.

<b>SURFIN' U. S. A.</b> BEACH BOYS, CAPITOL 4932
<b>SHUT DOWN</b>
<b>BIRDLAND</b> CHUBBY CHECKER, PARKWAY 873
<b>BLACK CLOUD</b>
<b>THE GOOD LIFE</b> TONY BENNETT, COLUMBIA 42779
<b>SPRING IN MANHATTAN</b>
<b>STRING ALONG</b> RICK NELSON, DECCA 31495
<b>GYPSY WOMAN</b>
<b>AIN'T THAT A SHAME</b> 4 SEASONS, VEE JAY 512
<b>SOON (I'LL BE HOME AGAIN)</b>
<b>HOBO FLATS (Part I)</b> JIMMY SMITH, VERVE 10283
<b>HOBO FLATS (Part II)</b>
<b>HOPELESS</b> AND' WILLIAMS, COLUMBIA 42784
<b>THE PEKING THEME</b>
<b>BE TRUE TO YOURSELF</b> BOBBY VEE, LIBERTY 55581
<b>A LETTER FROM BETTY</b>
<b>HOT CAKES (1st Serving)</b> DAVE (BABY) CORTEZ, CHESS 1850
<b>HOT CAKES (2nd Serving)</b>
<b>THE LAST MINUTE (Part I)</b> JIMMY McGRUFF, SUE 786
<b>THE LAST MINUTE (Part II)</b>

## STEREO DOES REACH CUSTOMER, OP FINDS

PHOENIX—Buck Boggess, old-time phonograph operator here, is one operator who scoffs at the notion that "stereo doesn't make any difference to the juke box playing public." In the past year, Boggess has experimented with simple stereo installations in more than a dozen tavern and restaurant locations. In each case, instead of going into expensive wiring, and laborous installation of separated speakers, he has simply used two shoulder-high speakers on either side. He uses small cards, inserts on menus, and, of course, personnel in location, to point out to patrons that the phonograph is providing pure stereo.

In all but one instance, volume immediately increased, and collections have stayed better at each point, than with the former high-fidelity spots. Surprisingly, it has been the large beer taverns, where working classes are likely to congregate, which have shown the largest collection increases—proving that "if people like stereo, they will play it, no matter what the situation may be."

A typical spot which Boggess has found highly profitable from a stereo-improvement standpoint is the Bob Up Inn, in West Phoenix. Here, where large numbers of factory workers fill up the bar each late afternoon and evening, stereo success has been outstanding—even though at first glance, it would seem a bit out of place.

**JUNE IS  
"BUSTIN OUT"  
ALL OVER**

**We Are Bursting  
at the Seams With Good  
Inexpensive Equipment**

**COMPLETE AND READY  
TO GO AT THE BEST  
PRICES EVER OFFERED**

**MUSIC**

	Each
5 AMI E 80's	\$ 75.00
9 AMI E 120's	95.00
10 AMI G 200's	195.00
2 AMI K 100A	495.00
2 AMI K 120	595.00
2 AMI K 200	595.00
1 AMI J 120	495.00
2 AMI J 200	495.00
2 AMI Lyric	545.00
3 AMI Continental I 200	595.00

**SHUFFLES**

	Each
1 ABC Bally	\$ 95.00
1 Bally Blue Ribbon	50.00
1 United Chief	50.00
2 CC Explorers	95.00
1 United Imperial	75.00
1 Bally Jet	95.00
1 Bally Jumbo	95.00
1 Bally King Pin	95.00
2 United Leagues	75.00
2 United Handicap	100.00
2 United Cyclone	100.00
3 CC Championship	125.00
1 UN Eagle	150.00
2 UN Atlas	175.00
15 CC Rebound Shuffle	50.00
14 CC Rocket Shuffle	75.00
1 Magic Ball	75.00
3 United Regulation	125.00
1 Select-A-Play	100.00
2 UN Shooting Star	75.00
1 UN Super Bonus	95.00
1 UN Team	95.00
2 Bally Victory	50.00
1 Bonus Score	95.00
1 Congress Shuffle	75.00
1 Keeney Diamond	75.00
1 Feature Shuffle	75.00
1 Fireball	95.00
1 Triple Striko	100.00
2 Red Pin	295.00
1 Bowl Master	375.00

All Prices Quoted Crated  
F.O.B. Phila.

**WIRE—PHONE—WRITE TODAY**

**Send for Complete Lists From  
World's Largest Inventory**

**ARCADE—GAMES—BINGOS  
RIDES—MUSIC—etc.**

**DAVID ROSEN**

Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

when answering ads . . .

**Say You Saw It in  
Billboard**

**Tavern Owners See Cine-Box**



**PHILIP MARMOR**, left, manager of Music Operations for David Rosen, Inc., and **Warren Raphael**, director of marketing and research, act as restraining influences on the two Miss Cine-Boxes.

PHILADELPHIA — David Rosen, Inc., local distributor for the Italian-made Cine-Box, last week displayed the coin operation cinema juke box to members of the United Tavern Owners of Philadelphia at the organization's annual banquet at the Sheraton Hotel here.

The machine was displayed at the cocktail hour preceding the banquet, with two Miss Cine-Boxes on hand to grace the surroundings.

Rosen said the showing resulted in several requests for installations, with both Carl Amann, executive secretary, and Ray Castaldi, president of the tavern group, expressing interest.



**RAY CASTALDI**, president of the United Tavern Owners, looks straight ahead to avoid making a difficult decision.

advertising revenue which the location owner receives by displaying slides.

Rosen added that several national and regional advertisers have indicated an interest in the medium. The location owner receives a percentage of all gross advertising revenue.

Two machines are already on test locations in the Philadelphia area, and Rosen said that the other 13 of the initial shipment of 15 machines are en route to locations.

In charge of the display was Warren Raphael, director of marketing research and development for David Rosen, Inc., assisted by Philip Marmor, manager of music operations. Also on hand were Leo Crawford and David Weiss of the sales department and Bud Dahl of the engineering department.

Machines are being placed on location with a \$100 weekly guarantee to the operator. However, Rosen said that this guarantee is being partially offset by

**Oak Names Ridge  
Ohio Distributor**

CLEVELAND — The Ridge Gum Corporation here, headed by Joseph Rades, has been named Ohio distributor for the Oak Manufacturing Company. Oak makes the Acorn all-purpose bulk vending machine and the Titan Trio battery unit.

Ridge Gum also is distributor for Leaf Brands gum and Eppy Charms and Karl Guggenheim, charm manufacturers.

**Wisconsin Firm  
Moves Location**

MILWAUKEE — Wisconsin Novelty Company, one of the State's largest music, games and cigarette vending operating concerns, will move to a new location on June 15.

According to owner Doug Opitz, the new three-story headquarters will provide his firm with 16,000 square feet of space. This is triple the area the company has occupied for the past five years at 1907 N. Third Street. The building was formerly occupied by a furniture store.

**NEW for '63!**

**DELUXE 6-POCKETS**

**POOL TABLES by VALLEY**

**BUMPER POOL®**

**NEW DESIGN! NEW MECHANISMS!**  
At your distributor or write—

**VALLEY SALES CO.**  
333 Morton St. Bay City, Michigan

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

**ROCK-OLA**  
*Rhapsody*  
**160**



Rhapsody 160  
With Full Dimensional Stereo  
Model 408  
DeLuxa Stereo  
Monaural  
Phonograph

**NEW ROCK-OLA EXCLUSIVE**

**FULL DIMENSIONAL STEREO SOUND**

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

**Say You Saw It  
In Billboard**

**AMERICAN'S**

*Imperial*

**The ULTIMATE in shuffleboards**

Watch your profits soar when you operate the

**ALL NEW IMPERIAL!**

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination. New! For the first time—Horse-Collar Play Control! New! Drop coin mechanism built into center leg.

See it at your distributor now or write for free color brochure.

**AMERICAN SHUFFLEBOARD COMPANY**  
210 Paterson Plank Road, Union City, N. J. UNION 5-6633

**MAIL THIS COUPON TODAY**  
for your copy of  
the just-published  
**INTERNATIONAL COIN MACHINE DIRECTORY**  
Single Copy Price: \$1.00

Please ship \_\_\_\_\_ copies of Billboard's International Coin Machine Directory.

My check for \$ \_\_\_\_\_ is enclosed.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Mail to: Joe Pace, Dept. 525, Billboard,  
2160 Patterson St., Cincinnati 14, Ohio

Exclusive Chicago Area Distributor for

**WURLITZER PHONOGRAPH and PARTS**

**IMPORTERS**  
SEND FOR **FREE**  
LATEST CATALOG  
64 Pages—Fully Illustrated.

**FIRST COIN MACHINE EXCHANGE, INC.**  
Joe Kline  
Cable: "FIRSTCOIN"—Chicago  
1750 W. NORTH AVE • CHICAGO 27, ILLINOIS • Dickens 2-0500

**BULK VENDING**

# Tabbing Conclaves Helps Op

DENVER — Checking regularly with the Denver Convention Bureau for advance notice of large conventions coming into the city has added a husky 20 per cent to bulk vending prof-

its in a single year for Tony Hazlett, bulk operator here.

Hazlett maintains a stock of some 60 machines for temporary location use, vending 1-cent, 5-cent, and 10-cent items. Mounted on heavy steel stands with easily removable casters (to insure the machine stays in place after it has been rolled to the spot), Hazlett doesn't hesitate to install as many as two dozen bulk venders for a typical convention, which may be three days, five days, or a week.

He concentrates almost entirely on ball gum and peanuts, which are perennial favorites with men attending conventions, using 5 or 10-cent machines for charms and novelties, which appeal to the family side of the convention market.

**Families Attend**

At many conventions, the Denver operator has found, conventionaires bring wives and children along who take no part in the business meetings and general proceedings, and thus

become somewhat bored.

Bulk venders for a quick snack, and a wide choice of charms and novelties to keep children entertained find a ready market.

Hazlett establishes the privilege of making the installation by simply calling the convention secretary, at least a month or so in advance of the actual convention, and asking whether the latter will okay the installation.

Usually, no commission splits whatsoever are involved, particularly when Hazlett points out that the bulk vending machines will simply be a convenience for convention members and families who have a sweet tooth need a bite between meals, and to break the monotony.

**No Problem**

Normally, it isn't even necessary to clear the temporary installation with the hotel, motel, rented hall, or whatever facility is being used, since those renting public space normally leave all details of administra-

tion and convention management to whoever is paying the tab.

In this way, Hazlett made some 40 temporary installations during 1962, and expects to add another 50 per cent to that number through 1963.

"Anywhere a concentration of people with time on their hands is involved is an excellent bulk market," he said.

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mech.	18.00
N.W. Model #32, 1c Forc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	\$.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio, Whole, Sheik, Red	.50
Cashew, Whole	.44
Cashew, Butts	.41
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY**

**VICTOR VENDORAMA**

**ALL PURPOSE VENDOR**  
1c, 5c, 10c or 25c Mechanisms

All parts interchangeable in seconds. Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.

Unique in beauty and design.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL  
446 W 36th St., New York 18, N. Y.  
LOngacre 4-6467

**New and Hot BRIDE & GROOM**

Hand-Painted Miniatures

\$12.50 per M

At your nearest warehouse or direct from



**Northwestern MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

**Northwestern CORPORATION**

2633 Armstrong St. Morris, Ill.  
Phone: WHiting 2-1300

## Vend Candy Sales Rose Again, Gov't Report Shows

WASHINGTON — Candy sales through vending machines were up in 1962 over the previous year, as the U. S. confectionery manufacturer sales rose to a record high for the seventh straight year, Commerce Department reports. Total sales went to 3.2 billion pounds valued at \$1.26 billion, the Food Industries Division of business and Defense Services Administration says.

The Commerce Department's annual confectionery rundown says an early survey of 1963 confectionery sales indicates another good year coming up. While three congressional com-

mittees have been looking into the recent price rise in sugar, America's yen for sweets will continue onward and upward, pushed by children and teenagers who make up a steadily enlarging segment of the population. Products heavy in chocolate were growth items in 1962, the Commerce Department notes.

Manufacturers' sales of candy through vending machines totaled \$39,345,000, or 4.4 per cent of total sales, up from 1961 total of \$35,760,000 and 4.1 per cent of total sales in 1961.

(Continued on page 53)

## Man in a Carwash Natural Vend User

DENVER — Bulk vending operators who limit themselves to conventional locations are passing up many profitable stops.

For example, Charles A.

Flower, veteran Denver operator, has built up a profitable route of automatic car wash locations, with the machines in the waiting room area.

When a customer first brings his car in for a fast five-minute wash and clean up, he usually walks along through the automatic spray, soaping, brushing, and air-drying steps to watch the performance. Thereafter, however, once the mechanics of cleaning the car have lost their novelty, he usually seats himself in the lounge to await the job.

Well aware that such motorists make up a fine captive market, Flower has anywhere from six to eight machines in several highly active car wash agencies through the city. In many instances, there are extra gimmicks to attract the customer, and help him fill up the waiting time.

For example, at the huge Falcon Car Wash on Wadsworth Boulevard in North Denver, Flower and car wash owner Walter Cobb got together on the idea of an extra something for waiting customers, and came up with the idea of a free shoeshine.

Electric spinning brushes, at the base of two comfortable step-up chairs, much like those in a standard shoe shining parlor, give a customer a chance to enjoy a free shine, while the car

(Continued on page 53)

## Mark Vending Buys Eastern

NEWARK, N. J.—Dave Yurmark of Mark Vending has bought the Eastern Automatic Company, operated by Bruce Van Wyck here for 31 years. Eastern Automatic, a full-line vending distributor, had specialized in the bulk vending trade.

Mark Vending, with offices in Passaic, N. J., is a major operator and distributes the Acorn line of machines, Leaf and Cramer ball gum, and several charm lines.

Yurmack will maintain his Passaic offices and will also keep up the Eastern office at 350 Mulberry Street here.

Van Wyck plans to retire in Kentucky. George Terry, who has been a salesman for Eastern, will continue in that capacity with Mark Vending.

Yurmack will have an open house in the Newark office in about two weeks.



**VENDING HEADQUARTERS for VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

Now Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

**PARKWAY MACHINE CORP.**  
715 Ensor St. Baltimore 2, Md.

**GENUINE SEMI-PRECIOUS HIGHLY POLISHED GEMSTONES**

On Hamilton Gold & Rhodium Finish Snake Keychains (Non-Tarnishable). An Ideal Number for Your Claw Machines. (Jobbers, Write for Prices.)

\$36.00

Complete With Highly Finished Metal Revolving Rack & Sign Designating Name of Stones & Per Gross Their Origin—Tiger Eye, Lace Agate, Moss Agate, Apache Tears, Goldstone, Quartz, Petrified Wood and Many, Many Other Stones in the Assortment. Stones Vary From 3/4" to 1 1/4" in Size.

25% Deposit With C.O.D. Orders Immediate Delivery—F.O.B. Denver

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**Electric Money Maker Famous ACME ELECTRIC MACHINE**

Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample . . . . . \$28.13  
2 and up . . . . . 23.50  
Floor Stand . . . . . 5.00

**ORDER TODAY**  
1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

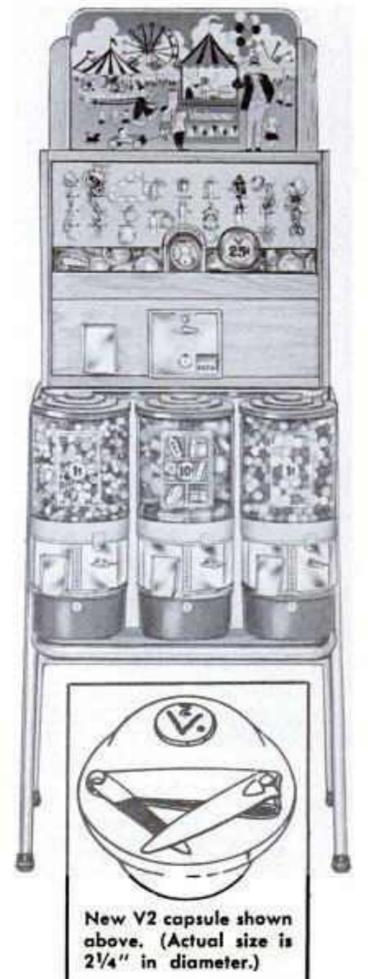
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**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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President 2-2900

**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor HOLDS 200 V2 CAPSULES**



New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

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.

## EUROPEAN NEWS BRIEFS

### Course for Coinmen

PARIS—The French government is preparing a program of expanded vocational assistance to Algerian settlers repatriated to France, this program to include the coin machine trade.

The program would permit settlers to pick a new vocational field, with the government financing their training in this new field.

A number of former Algerian bistro employees have applied for coin machine operation instruction, as have displaced Algerian vineyard workers. The government contemplates organizing a course of coin machine technical training with advice from the French coin machine trade organization.

### Iron Curtain Market

TRIESTE—Italian distributors have shipped 50 used American coin machines in recent weeks to Iron Curtain holiday resorts.

Bulk of the shipments went to Bulgaria, which is making a big play for the Western holiday trade at new resorts on the Black Sea. Varna, on the Black Sea, is receiving the largest number of phonographs.

Hungary is taking the next largest shipment of phonographs, and a few, reported to number nine, are going to Romania, which has shown interest recently in the Western holiday traffic.

The Iron Curtain countries are cultivating Western tourism as the easiest and fastest way to earn Western hard currency to finance their trade.

### OK Royalty Payment

MUNICH—The U. S. government has agreed to pay GEMA, the West German licensing organization, \$31,250 annually as a lump-sum royalty payment covering U. S. military music in West Germany.

GEMA said the annual royalty payment represented rights to music played on juke boxes in U. S. Forces service clubs and snack bars, to music played over the U. S. Forces radio stations, and to music from films shown in military movie houses.

GEMA, acting as agent for ASCAP, also receives a one-time, lump-sum payment of \$75,000 in settlement of its claims for the period prior to 1963.

GEMA's chairman, Dr. Erich

Schulze, negotiated the agreement with the U. S. State Department. It is being heralded in West Germany as a victory for ASCAP in its fight to obtain enactment of a new U. S. copyright law requiring payment of music royalties by U. S. juke box operators.

### New Soccer Games

NUREMBERG—Automatenbau Foerster, one of Europe's biggest producers of soccer games, is introducing two new models—Deutscher Meister and Europa Meister.

Deutscher Meister represents a further development of its successful series of that name. Europa Meister is the field hockey version of the soccer game.

The two games are more compact than anything produced heretofore, and have a sophisticated mechanism eliminating the above-field levers. Players and the ball move freely in all directions in response to guidance from the players.

### Bergmann's Arizona

HAMBURG—Bergmann is pressing production of its Arizona target game, which promises to be the most successful game produced in Europe since the war.

Arizona has proved a success in every market where it was tested, and Bergmann now has the game on field tests in the U. S. Preliminary reports are highly favorable.

Meantime, the demand in Europe is expanding so fast that Bergmann is pushing production to meet a big backlog of orders. Bergmann is operating production lines for the Arizona at their Hamburg factory in Altona and also in their factory at Espelkamp-Mittwald.

### New Spanish Game

MADRID—Petaco, the big Spanish coin machine producer, is producing a simplified new version of its pinball designed for "do it yourself" operation.

Petaco claims the new pinball model has a simplified new mechanism which can be served by the operator or location owner with minimum technical instruction.

Petaco announced that it is working on further simplification of the machine to enable the operator and/or location owner to make repairs to the machine as well as service it.

It is Petaco's thesis that the shortage of technicians will prevent expansion of Spanish coin machine operation on any large scale for years to come, and that the only solution is to market equipment simple to service and maintain.

### International Meets

VIENNA—Austria's coin machine trade organization, Verband des Oesterreichischen Automaten-gewerbes, is seeking to promote increased international cooperation in the coin trade.

The Austrian trade group is

## Operators Get X-Ray Look At Seeburg Phono in Action

CHICAGO—A unique Seeburg demonstration phonograph was used for the first time as World Wide Distributing Company held a trouble-shooting session for operators and servicemen at the Governor Hotel, Springfield, Ill., recently.

All components are exposed in the unit. After a coin is inserted, operators can see the complete mechanism in action. The complete cycle of operation is exposed, from activation of the mechanism by the coin, through the selecting and scanning to the actual playing of the record.

Charles (Chuck) Gates, Seeburg engineer conducted the ses-

sion. Hosts for the evening were World Wide's Nate Feinstein, Harold Schwartz and Art Wood.

Operators in attendance included: Les Montooth, Grady Cook, Harold Hasey, Robt. Rose, Lin Smith, Dave Shepfield, H. C. McCormick, Ted and Ray Steskal, Lewis Bell, Louie Armenston, Charles Kaphshady, Fritz Bentler, George Rademaker, Ed Gilbert, Earl Donghoe, Del Bush, Warren Frazell, Grant Rauhans, Vince and Charlie Salvo, Gus Candioto, Bud Hashman, Dwain Kranmzer, Lois Demonston.

sounding other European groups on a proposal to hold periodic meetings of international trade executives to sort out problems of common interest.

These gatherings, as outlined by Dr. Rudolf Rampf, secretary of the Austrian group, would be, in effect, clearing house sessions for the exchange of trade information of common interest.

Dr. Rampf proposes accenting the exchange of information, rather than creation of a formal organization, in the belief that informal gatherings will produce greater benefit than organizational pomp and paperwork.

### Vend Candy Sales

Continued from page 52

Penny goods sales were reported as 179 million pounds at \$54,000,000, or 6.2 per cent of the industry's total poundage, and 4.8 per cent of value—an increase of 3 per cent in quantity and 1 per cent in value over 1961 sales by confectionery manufacturers. Price per pound averaged 30 cents.

Bulk goods sales were 437 million pounds valued at \$140,000,000, or 15.1 per cent of total quantity and 12.3 per cent of total value. Price per pound averaged 32 cents. Solid chocolate bulk sales increased 11 per cent in poundage and 10 per cent in value over 1961 manufacture sale. Chocolate covered bulk was up 6 per cent in poundage and 1 per cent in value; confectionery (cocoa) coated, down 7 per cent in both poundage and value. Other bulk was down 1 per cent in poundage and 2 per cent in value.

Americans averaged 17.4 pounds of candy per person in 1962, up 1.2 per cent over 1961 consumption.

### Man in Carwash

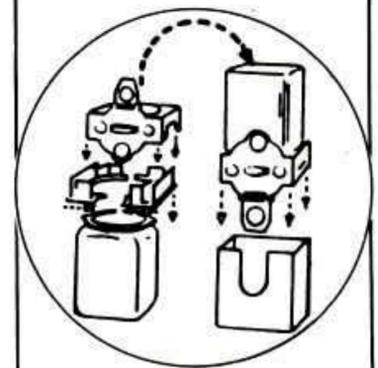
Continued from page 52

is being brought up to maximum eye-appeal.

Just across from the free shoe shining facilities, Flower has installed a penny peanut vender, penny jelly bean unit, a ball gum machine, a tab gum vender, a 5-cent cashew vender, and a 5-cent peanut machine. Here, experience has proved that 6 out of every 10 customers immediately dig for pennies or nickels, as soon as they spot the machines in the lounge, and enjoy a brief period of refreshment while waiting.

Where women are concerned, the market is even better. Small children along, mothers find themselves with a serious entertainment problem on hand, once the youngsters have tired of watching car-washing operations.

### 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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Say You Saw It in  
Billboard

Puts Life in Your Machines!

## STINK-EE The SKUNK

Delightfully scented—finely detailed  
Black with white stripe running down its back. Has loads of play value!

ONLY \$42.00 per M Capsuled

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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### Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

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## KING RING MIX

A 10c Capsule Mix of the most beautiful rings in the world.

Only \$36.00 per M.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The  
**PENNY KING**  
Company

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World's Largest Selection of Miniature Charms



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ATLAS MASTER  
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### BUY EPPY CHARMS, CAPSULES & RINGS

From Your Nearest EPPY Warehouse  
SAVE FREIGHT—SAVE TIME  
SAVE MONEY  
at Low, Low Factory Prices.

SEE OUR NEWEST 10c CAPSULES

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### New ACORN 200 Capsule Vendor

5c, 10c or 25c Vend—11-Lb. Globe



This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.

We have largest variety of 5c, 10c and 25c capsule items in stock. New items are always coming in. Send for list #609 of these fast-moving items.

Write for complete catalog of new and reconditioned machines.

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**WANTED IMMEDIATELY!**  
**SHOP MECHANIC**  
 Must have reference and experience.  
 Write or call  
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**WANT TO BUY**

**OLYMPIC — PREVIEW — FASHION SHOW — CONTEST — ALOHA — LANCASTERS — FOTO FINISH — FLYING CIRCUS — LIBERTY BELLE — BIG CASINO — OKLAHOMA — SHOW BOAT — TROPIC ISLE — COVER GIRL.**

**ORDER NOW! GOTTLIEB'S SLICK CHICK**  
 Has the new features and poppy appeal that mean sure-fire, profitable play!

**SPECIAL!**  
 Completely Reconditioned  
 United CAPITOL S.A. .... \$125  
 Bally 14' ABC Bowler. .... 95  
 Bally 14' LUCKY Bowler. .... 145

**WEEKLY SPECIAL**  
 Completely Reconditioned  
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**SWEET SIOUX \$250**  
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**NATIONAL COIN MACHINE EXCHANGE**  
 1411-13 Diversey, Chicago 14, Ill.  
 Buckingham 1-8211

# Hub Sales O.K., Collecting Tough

By CAMERON DEWAR  
 BOSTON—Summery weather is putting a new look on juke boxes, and the trend is already reflected in music operators' record purchases. One disquieting note is sounded by one-stop firms despite a particularly good start to the warm climate. That is that "selling is good, but collecting is tough." Buthoping for the best is Dick Mitchell of Dick's Records, who notes five big sellers among the current crop.

Bobby Vinton's "Blue on Blue" and "Those Little Things" on Eric have a short lead over the appropriately named Nat King Cole offerings, "Those Lazy-Hazy-Crazy Days of Summer" and "In the Cool of the Day."

Capitol's "Sukiyaki" by Kyu Sakamoto also is getting a good run at Dick's as well as One-Stop, Inc. Nick Sherrapa there, reports heavy buying for the Japanese recording as well as the King Cole numbers and finds a sudden brisk business in Dot's "Wipe Out" with the Surfaires. Bob Levin at Boston Record Distributors also finds "Wipe Out" doing well and is stocking it heavily.

**Other Winners**  
 Brisk runs are being experienced with "Still" and "You Made It Easy," with Bill Anderson on Decca. Lesley Gore's "It's My Party" on Mercury with "Wildwood Days," by Bobby Rydell on Cameo also are beginning to show some strength. A stronger than usual interest is being shown in country and western, led by "Still" and "Six

Days on the Road," Dave Dudley on Golden Wing.  
 While not yet a strong tide, heavy ripples are being reported from a wide area in favor of this type of music which, until recently hasn't really registered strongly here.

**Steady Business**  
 Doing steady business at all three spots are "Take These Chains," by Ray Charles on ABC-Paramount; "You Can't Sit Down," by the Dovelles on Parkway, "Hello Stranger," with

Barbara Lewis on Atlantic, and "One Fine Day," with the Chiffons on Laurie. Among numbers that are expected to gain here are "Raggedy Ann," with Allan Reynolds on RCA Victor; "I Love You and Don't You Forget It," with Perry Como on Victor, and "Swinging on a Star," with Big Dee Irwin on Dimension.

Operators are optimistic over summer location prospects this year and the feeling is that the money is there to spend on music machines if the weatherman will

co-operate. The one-stops also see a summer ahead that should sustain sales on a higher level than last year which were kept down somewhat by cool weather.

**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**

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**UNITED MANUFACTURING CO.**  
 3401 N. California Ave.  
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**ARCADES World's Largest Supplier of ARCADE EQUIPMENT**

Write for latest catalog

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 We also carry a complete line of parts and supplies for all coin-operated equipment.

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**DAVIS DISTRIBUTING**, New York State Seeburg outlet, believes in consumer promotion of the firm's LP Console and Consolette wall box. The display shown above is being placed in banks, office buildings and store windows in Albany, Syracuse, Rochester and Buffalo. Sid Gordon, Davis sales manager, and Marcia A. Chisolm, magazine counter girl, look over the display in the lobby of the Syracuse Midtown Plaza, one of the largest office complexes in the city. Photographs shown at the bottom of the display are on location owners with the new console.

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

**THE NEW DELUXE Eldorado FOR '63**

**THE STANDARD OF THE INDUSTRY**

- Shallower, longer appearance.
- New design formica top frame with recessed scoring markings.
- Famous jam-proof ball mechanism.
- Available in platinum walnut, mahogany or teak.

Mark I 77"x45"  
 Mark II 85"x47"  
 Mark III 92"x52"  
 Mark IV 105"x57"

The Industry's Leading Pool Table Manufacturer  
**Irving Kaye Co. Inc.**  
 363 Prospect Place Brooklyn 38, N. Y. STerling 3-1200

## Rock-Ola Names Eli Ross; Empire Gets Upper Mich.

**CHICAGO**—The Rock-Ola Manufacturing Corporation has appointed a new distributor for Florida and Southeast Georgia and announced that another distributor will have his territory augmented.  
 The new distributor is Eli Ross Distributors, Inc., headed by Eli Ross, Maynard Ross and Morris Horwitz. The distributorship is headquartered at 825 N.W. 71st St., Miami.

In addition to its main office, the firm has a branch office in Jacksonville to service operators in North Florida and Southeast Georgia. Herb Gorman is in charge of the Jacksonville branch.  
 Rock-Ola also announced that the Empire Coin Machine Exchange Company of Chicago will be the distributor for the Upper Michigan Peninsula. Robert Rondeau will head Empire's branch office at Menominee, Mich.

**BARGAINS FOR THE WEEK**

**GAMES GAMES 250 OF THEM**  
 Received a Lot of Drink and Coffee Vending Machines in Trade.  
**WHAT DO YOU NEED!**

Playtime Bowler, 16 Ft. . . \$410.00  
 Jumbo Bowler, 16 Ft. . . . 250.00  
 Bonus Bowler, 16 Ft. . . . 400.00  
 Bally Strike . . . . . 149.50  
 DuGrenier 12-Col. Cigarette Venders . . . . . 139.50  
 C.C. Citation Shuffle Alley, Like New . . . . . 710.00  
 C.C. Aristocrat Shuffle Alley . . . . . 500.00  
 Mills Panoram . . . . . 375.00  
 Rowe 2700 Cigarette Venders, repainted hammerfold finish and reconditioned 200.00

We have many large ball bowlers for sale, as is. What price do you offer!  
 Write or Call Us Collect.  
**MAin 1-3511**  
 Write for Our Price List on Full Line of Coin-Operated Machines.

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**WORLD WIDE—ONE STOP SERVICE!**  
**RECONDITIONED—GUARANTEED!**

PHONOGRAPHS		VENDING	
SEEBURG 100-J . . . . .	\$395	ROWE PASTRY . . . . .	\$ 150
SEEBURG 220-S . . . . .	595	ROWE CANDY, 11 Col. G/M. . . . .	195
SEEBURG AQ160-SH . . . . .	745	ROWE 20/700 CIG. . . . .	225
SEEBURG AY160-UH . . . . .	925	ROWE SANDWICH (Ref.) . . . . .	325
AMI H-200 . . . . .	325	ROWE HOT FOOD . . . . .	325
AMI J-200 . . . . .	445	ROWE COFFEE RV-750 (Fresh) . . . . .	425
AMI CONT. 2-100 Stereo . . . . .	695	ROWE L-1000 (Late) . . . . .	545
ROCK-OLA 1465-200 . . . . .	345	ROWE ALL-PURPOSE MDSR., (Hot & Cold) . . . . .	845
ROCK-OLA 1475-200 . . . . .	475	NATIONAL CIG., 11ML . . . . .	145
ROCK-OLA 1478-120 . . . . .	595	STONER COFFEE 500-D (Instant) . . . . .	145
ROCK-OLA 1488-120 . . . . .	685	STONER CANDY, 160 . . . . .	175
ROCK-OLA PRINCESS . . . . .	685	SEEBURG CIG. 800 E-1 . . . . .	165
WURLITZER 1900 . . . . .	275	CORSAIR 20 CIG. . . . .	165
WURLITZER 2104 . . . . .	295	APCO 4-Flavor, ICE . . . . .	\$1,045
WURLITZER 2200 . . . . .	325		
WURLITZER 2410 . . . . .	545		

**LONG BOWLERS**

C.C. 16' DUCHESS . . . . .	\$595	BALLY 14' CHALLENGER . . . . .	\$425
C.C. 16' PRINCESS . . . . .	695	UNITED 16' FALCON . . . . .	495
C.C. 16' CONTINENTAL . . . . .	795	UNITED 16' SAVOY . . . . .	545
C.C. 16' GOLD CROWN . . . . .	845	UNITED 16' LUCKY . . . . .	845
C.C. 16' ROYAL CROWN . . . . .	895	UNITED 16' CYPRESS . . . . .	895

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**WORLD WIDE distributors**  
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 EVerglade 4-2300 Cable: "GAMES"—Chicago

**SEEBURG SPOTS 'SMILES & TEARS'**

**CHICAGO**—"Smiles and Tears" by Johnny and Jack on Decca is featured in Seeburg's current Artist of the Week program. Tunes include: "Poison Love" b.w. "Waterloo"; "The Moon Is High" b.w. "A little Bitty Tear"; "Thirty-Six, Twenty, Thirty-Six" b.w. "Slow Poison"; "Foolin' Around" b.w. "You'll Never Get a Better Chance," and "Sweet Baby" b.w. "Smiles and Tears."

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Call, wire or write  
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 835 E. 31, Los Angeles 11, Calif.  
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 See your Distributor or write  
 R. W. "Bill" Weikel:  
**Fischer SALES & MFG. CO.**  
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## Tourists Hype Up Denver Ops' Week

DENVER — Collections were reported brisk by all Denver operators last week, with the 1963 tourist season apparently getting under way far earlier than last year. Balmy skies sent mountain resort operators scurrying to their lodges for pre-season openings, including of course plenty of phonograph and amusement machine installation.

Top disks spinning in Denver include "Sukiyaki," with Kyu Sakamoto; "Jack the Ripper," with Link Wray; "Da Doo Ron Ron," with the Crystals; "Prisoner of Love," with James Brown, and "Birdland," with Chubby Checker.

# Ops, Innkeepers Forge Unity

NEW YORK — Co-operation between coin machine operator and location owner—long an industry goal—is becoming a reality in New York State. While the tavern owner and the game operator have many mutual interests, in the past they seldom have presented a united front with regard to restrictive legislation and legislative interpretation.

The Empire State pattern of co-operation—between the New York State Coin Machine Association and the New York State Retail Liquor Dealers Association—came about as a result of a recent amendment to the Alcoholic Beverage Control law.

The amendment in question requires that licensed premises (with certain exceptions) pay a

\$100 fee in advance of any substantial alteration to the premises.

Mrs. Millie McCarthy, president of the NYSCMA, and Fred Temming, head of the NYSRLDA, expressed fears that some overzealous officials might rule that the installation of a game is an alteration to the

premises and hence would make the \$100 fee applicable.

They pointed out that the only instance where the fee would be payable would be in situations where the premises were substantially altered or where furniture was removed to make room for the game.

However, they pointed out,

the placing of a game in free floor space is not considered an alteration under the terms of the amendment.

As a result of the meetings between the two association heads, Mrs. McCarthy said she would advise operators to encourage tavern owners to join the state group. Operators will also advise their locations not to send in alteration fees unless substantial alterations have been effected.

### FOR SALE GAMES & BOWLERS

Hercules Gun .....\$175.00  
Keeney Sportsmen ..... 95.00  
Bally Star Shuffle ..... 95.00  
Bally Spinner ..... 225.00

### Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410 .....\$545.00  
Wurlitzer 2500, 2504, 2510 ..... 645.00  
Wurlitzer 2300 ..... 445.00  
Wurlitzer 2100 ..... 295.00  
Rock-Ola Hide-A-Way 1440 ..... 75.00  
Seeburg 200 Sel. WB ..... 49.50  
Seeburg KD ..... 325.00  
Seeburg 100 R ..... 295.00  
Seeburg 201 ..... 495.00  
AMI K 120 ..... 395.00  
AMI 120 WB ..... 25.00  
Wurlitzer 5210 WB ..... 59.50  
Wurlitzer 5207 WB ..... 37.50  
Wurlitzer 1800 ..... 195.00  
Wurlitzer 1700 ..... 165.00  
Seeburg 3W1 WB ..... 27.50  
AMI Lyric 100 ..... 400.00

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## Freak Accident Floors Ratajack

CHICAGO — Ed Ratajack, sales consultant for the Cinevision Corporation of America and former executive director of the Music Operators of America, was injured Saturday (1) in a freak automobile accident.

Ratajack and his son Mark, 13, were driving out of the city on the Northwest Expressway behind a truck with a load of desks. One of the desk drawers got loose and hit the Ratajack car. The senior Ratajack, who was driving, swerved to avoid the flying object. The drawer hit the side of the passenger car, causing injury to Ratajack's shoulder and side.

Police said that Ratajack's action in swerving in time probably prevented a tragedy. Ratajack was taken to Evanston Hospital, where he remained for several days. He is now back on the job.

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Gottlieb Flagship (2 player) .....\$ 95  
Gottlieb Continental Cafe (2 pl.) ..... 125  
Gottlieb Sunshine ..... 145  
Gottlieb Hi-Diver ..... 175  
Gottlieb Atlas (2 player) ..... 225  
Gottlieb Lite-a-Card (2 player) ..... 245  
Gottlieb Melody Lane (2 player) ..... 265  
Gottlieb Olympics (like new) ..... 325  
Gottlieb Fashion Show (2 player) ..... 395  
Bally Moon Shot (floor sample) ..... 345  
Williams Metro (2 player) ..... 295

### ARCADE & MUSIC

Bally Bucky Horse (floor sample) .....\$645  
Bally Table Hockey (floor sample) ..... 245  
Bally Big Seven Shuffle (8 1/2 feet, new) ..... 695  
Bally Bank Ball (like new) ..... 245  
Bally Strike Bowler—14 feet ..... 125  
Bally Champion Bowler—14 feet ..... 195  
Bally Lucky Alley—11 ft. & 14 ft. ..... 245

Bally Bowler—21 feet .....\$745  
Bally Bowler—16 feet ..... 725  
Bally Official Jumbo Shuffle—8 1/2 feet ..... 245  
Bally Whiz Bowler Shuffle—8 1/2 feet ..... 145  
United Action Shuffle Alley—8 1/2 ft. (like new) ..... 645  
United Bowling Alley—14 feet ..... 95  
United Regulation Shuffle—9 feet ..... 95  
United Team Bowling Alley—14 feet ..... 125  
Genco Official Skill Ball (2 player)—9 ft. ..... 65  
Williams De Luxe Crusader Gun ..... 195  
United Sky Raider Gun ..... 145  
Exhibit Dale Six-Shooter Gun ..... 65  
Wurlitzer 2200 (200 selection) ..... 295  
Wurlitzer 5250 Wall Box (200 sel.) ..... 65  
Seeburg V 200 (200 selection) ..... 175  
Seeburg V3WA Wall Box (200 sel.) ..... 45  
Rock-Ola 1495 (200 selection) ..... 545  
Rock-Ola 1493 Princess (like new) ..... 545

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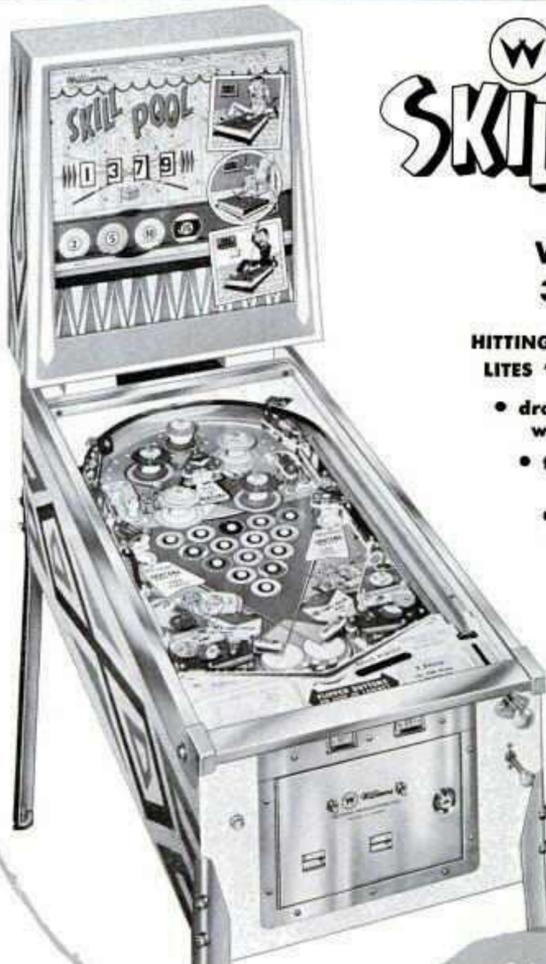
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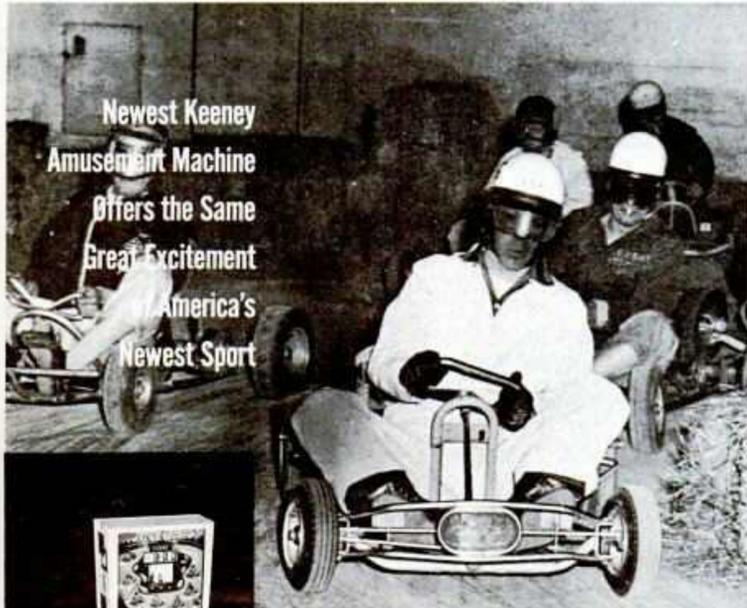
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## Skill Pool Has 3 Different Ways to Score



### SKILL POOL

CHICAGO — Players can score "specials" three different ways in Williams' new Skill Pool pinball game. Hitting a triangle of 15 rollover buttons on the playfield lights the "special" indicator and re-racks the balls.

Specials can also be scored by dropping the target when lit, and hitting either of two "skill holes" when lit. The entire game is

## Four New Disks Get Big Action In Chicago Play

CHICAGO—A quartet of hot new disks was getting the majority of juke box operator action here last week, according to a spot check at Singer One-Stop, one of the city's prime outlets for juke box wax.

Gus Tartol, Singer manager, cited action on: "Hopeless" b.w. "Peking Theme," by Andy Williams on Columbia; "Easier Said Than Done," the Essex on Roulette; "So Much in Love," the Tymes on Parkway, and "My True Confession," Brook Benton on Mercury.

colorfully decorated in a billiard motif.

Skill Pool has four jet bumpers, one regular bumper, two rollover lanes, two kickup shooters, two flippers, two automatic kickers, locked cash box, slug rejector and twin chutes. The game is also adjustable for three or five ball play.

## Old-Time Spot

DALLAS — One of the most nostalgic spots here is in a corner of the supermodern Six Flags Over Texas amusement park. It's called the Arcade, patterned after a turn-of-the-century penny arcade with 20 machines of the early 1900's restored like new.

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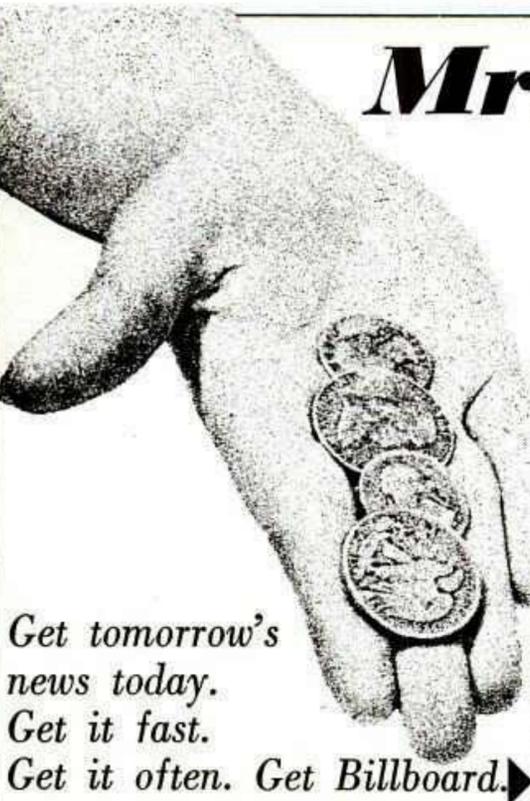
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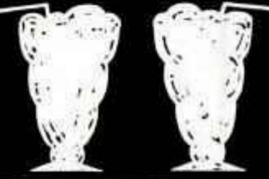
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Brand new, gives 2 dimes and nickel for quarter; 2 nickels for a dime; mechanical. Special \$75.00.

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Sidewalk Engineer ..... 110  
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Stan. Metal Typewriter ..... 225  
2-Pl. Ski Fun ..... 275  
Un. Shuffle Baseball ..... 325  
Keeneey Roll a Line ..... 275  
Lucky Seven ..... 125  
Bally Golf Champ ..... 125  
C.C. Drop Ball ..... 110  
Jet Pilot ..... 175  
Motorama ..... 175  
Set Shot Basketball ..... 185  
Quarterback ..... 110  
Foot Vibrator ..... 125  
Goatee ..... 100  
Horseshoe Vender ..... 75  
Merc. Floor Grip ..... 125  
Criss Cross Hockey ..... 175  
Phil. Toboggan ..... 475  
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Quizzer ..... 125

### PIN GAMES

Around the World ..... \$225  
Big Casino ..... 295  
Criss Cross ..... 140  
Darts ..... 195  
Duette ..... 100  
Falstaff ..... 195  
Flipper ..... 225  
Flipper Parade ..... 225  
Golden Gloves ..... 175  
Hi Diver ..... 185  
Jig Saw ..... 125  
Jolly Joker ..... 225  
Jingle ..... 195  
Kewpie Doll ..... 240  
Lightning Ball ..... 225  
Picnic ..... 175  
Race Time ..... 225  
Sweet Sioux ..... 295  
Straight Shooter ..... 185  
Sittin' Pretty ..... 175  
Sunshine ..... 175  
Telecard ..... 150  
Texan ..... 340  
World Beauty ..... 225  
Valiant ..... 375



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# Urges Mechanical Royalty Rise as Celler Alternative

NEW YORK — Mrs. Millie McCarthy, president of the New York State Coin Machine Association, this week appealed to Rep. John Lindsay (R.-N.Y.) a member of the Celler sub-committee considering H.R. 5174, to consider an increase in mechanical royalties as an alternative to the Celler Bill.

Mrs. McCarthy maintained that the mechanical royalty formula would assure that composers and publishers would receive their just royalties from juke box play and that because the mechanics for collecting these royalties are already in effect, the additional administrative cost would be slight.

The Hurleyville, N. Y. operator said that the Celler Bill (which provides for a \$5 per machine annual fee to be collected by the government and distributed to the licensing societies) would be unworkable. She charged that the entire revenue would go for administrative costs.

"We are stunned," she said, "that in our democracy in these United States the government would force one private enterprise to pay another private enterprise and even become the watcher and collector."

She added that "this would eventually lead to ASCAP demanding its original proposal—that of so much per tune. The cost of collecting and compiling the figures of the various tunes played, coupled with the fee, would break most operators. They are now being strangled with higher costs, taxation and various state and local ordinances."

Mrs. McCarthy then leveled a



MRS. MILLIE MCCARTHY

sharp attack at ASCAP itself, pointing out that the organization is operating under constant decrees and Justice Department surveillance and charging that it is not a voluntary non-profit society.

# Carolinas Parley Draws 100 Ops

MYRTLE BEACH, S. C. — Some 100 bulk vending operators attended the recent joint annual convention of the North Carolina Vending Association and the South Carolina Automatic Merchandising Association at the Ocean Forest Hotel here.

Most of the major vending machine manufacturers had exhibits. The only bulk vending firm with a booth at the show was Beaver Sales of Freeport, N. Y., sales agent for Beaver vending machines.

# Europeans Seek Means to Curb U. S. Coin Machine Export Flow

• Continued from page 49

tries—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.

West Germany, which prides itself on being the Continent's top producer of juke boxes and the top competitor of the U. S. in the world market, purchased 4,988 new American machines, compared with 2,873 new U. S. machines shipped to Belgium, 633 to Britain and 490 to France.

U. S. coin machines dominated the European trade across the board, a fact which forms the basis for complaints to the Bonn government and the Bundestag that the United States is being permitted to erect a "monopoly position" in the transatlantic coin trade.

American used juke box exports to the European countries increased last year and U. S. games exports spurted dramatically. Belgium, for example, imported 3,451 used phonographs (although most of Belgian imports are ticketed for distribution in other countries), West Germany 470, Britain 435 and France 148.

U. S. games exports overwhelmed the European market, accounting for about two thirds of the unit total shipped as compared with juke boxes and slightly more than half the dollar volume.

France imported 8,486 games, Britain 7,356, Belgium 5,360 and West Germany 3,668.

As these figures demonstrate, European producers have failed dismally to compete with U. S. game makers, and the gamesmanship issue is becoming one of the hottest facets of the coin machine imports issue with Continental producers.

### Protective Tariffs

European manufacturers are demanding stiff protective tariffs on U. S. games imports with the argument that the European trade is overpowered by U. S. producers and is thus unable to develop a competing product and gain its fair share of the European market.

The European manufacturers are asking for a tariff-protected "incubation period" permitting them to draw abreast of U. S. product.

What galls European coin machine producers—and what provides them with their strongest arguments in pressing demands on their national parliaments for stiff protective tariffs—is the virtually total failure of foreign producers to penetrate the U. S. market.

This failure is so complete as to be almost unique. It is unparalleled across the industrial spectrum. Even German electronics producers have planted a sturdy foot in the U. S. market.

Thus, West German—and European—producers can inveigh for tariff protection without fear of recrimination by the U. S. Moreover, they are invoking in their demands for coin machine tariff protection

the examples of U. S. coal and U. S. poultry.

West Germany slapped a stiff protective tariff on U. S. coal imports three years ago—and made it stick. After preliminary bluster about reprisals, the U. S. backed down and did nothing. The coal tax is now regarded as semi-permanent and the tax has killed the market (once thriving because of the lower cost of U. S. coal in North Germany) for American coal.

The story is similar with U. S. poultry. Like U. S. juke boxes and games, U. S. chickens and turkeys overwhelmed the West German market—until German agricultural interests pressured the Bonn government into undertaking restrictive measures.

Now U. S. poultry is being subjected to Bonn government harassment on a wide front, and expert consensus is that the American poultrymen's spectacular success in swamping the German market will soon bring his virtual exclusion from this market. For, as the cases of coal and poultry show, there is no fury like the fury of a German producer undersold by U. S. competition.

U. S. coin machine producers are spectacularly vulnerable to reprisals because of their success in sweeping the entire Western European market. Producers in France, Italy and Belgium are making common cause with German manufacturers, and the issue has become one of European Common Market-wide concern.



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- Lighting all 5 rollover buttons lights center hole for special.
- Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.
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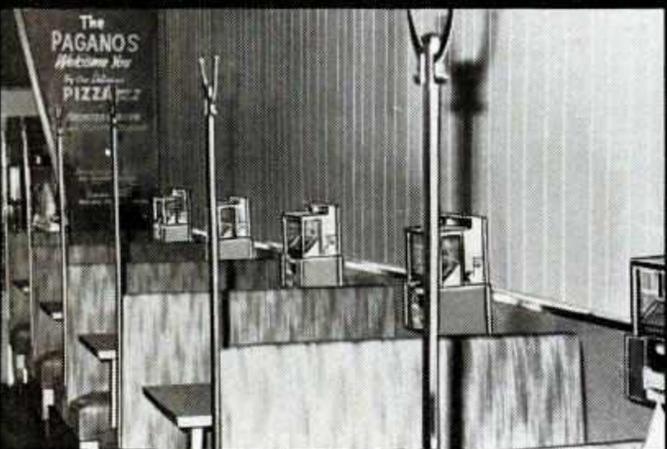
Sherwood Diner, Rt. 40, Glasgow, Del., George Workman (left) visits with Owner Robert F. Fagan, who says: "Seeburg has the only music system that lets each patron decide if he wants to hear music."



Sherwood Diner, Glasgow, Del., showing portion of the Stereo Console installation. "With Seeburg LP Album programming," says Owner Fagan, "all my patrons can find their preferred music."



The Village Bar, 17th and Arch Sts., Philadelphia, another LP Console-Console location. Owner George Strittmatter (left) and John Workman, treasurer of the operating firm.



Pagano's Pizzeria, 3633 Walnut St., Philadelphia, showing a line-up of Stereo Console installations. Location owners are Charles, Mary, Teddy, and Pete Pagano.



George Workman, president, Workman's Music Service Co., well-known Philadelphia area operator.

*These are the words of George Workman, president of Workman's Music Service Co., Philadelphia area operator, and he has the facts to prove it. Over 500 Seeburg Stereo Consolelets and 60 Seeburg LP Consoles are installed on location, purchased from his Seeburg distributor, Eastern Music Systems Corp.*

"With the Seeburg LP Console and Stereo Consolelet," says George Workman, "for the first time we have been able to obtain much more favorable commission arrangements from locations that have been on a fifty-fifty basis for the last 25 years."

# "SEEBURG LP CONSOLES AND CONSOLETTES HAVE FANTASTIC EARNING POWER!"

And John Workman, treasurer of the firm, adds, "Commissions in locations where the Console and Consolettes have been installed exceed the gross earnings of the previous equipment, and the location's take is greater than ever before."

Marvin Stein, treasurer of Eastern Music Systems Corp., Seeburg's Philadelphia distributor, says:

"Seeburg has really put us all in the entertainment business. In my 22 years of selling Seeburg equipment, I can say that never before has Seeburg, or any other manufacturer of coin-operated phonographs, given the industry equipment with greater earning power. The LP Console and Consolette have produced greater earnings and greater good will with the operator, the location, and the patron than any other phonograph in the history of our business."

## SEEBURG

Music for Profitable Public Entertainment



Club DeVillie Diner, Springfield, Pa., Sam and John Caccitti, owners, features Seeburg's Stereo Consolettes.



Bill Workman, solicitor for Workman's Music Service Co., and Gerry King, the office secretary.

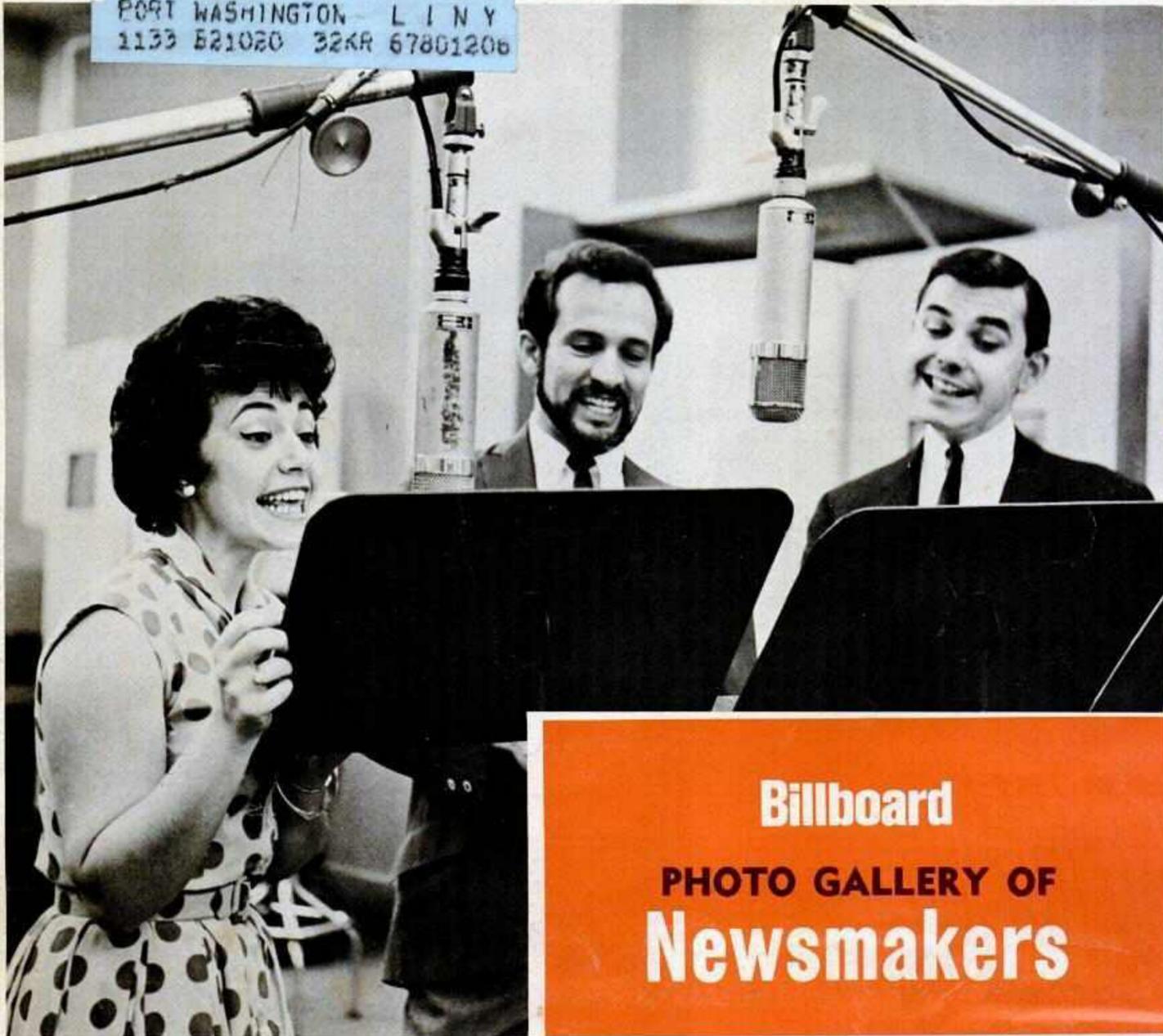


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**BROADWAY-TV-NIGHT CLUB LIGHTS:** Anita Darian, Larry Kert and Claibe Richardson rehearse for "The Brightest Show on Earth," to be presented as part of the Electric Power and Light Exhibit at the 1964 New York World's Fair.



**AMBASSADOR:** United Air Lines stewardess Ann Cohen hands Louis Armstrong, of course, a Million Mile Club plaque for his travels on the line. It reads: "The Real Ambassador."



**BIG-TIME DADDY:** Alvin Austin, of the National Fathers Day Committee, cites Command Records chief Enoch Light as Recording Father of the Year. Light's daughters are Mrs. Julie Klages and Mrs. Mary Jack Lloyd.

**Billboard**  
**PHOTO GALLERY OF**  
**Newsmakers**



**GOLDEN ANNIVERSARY:** Howard Lanin, Philadelphia-based society ork leader, receives surprise anniversary cake to celebrate his 50th anniversary in music business at the annual Huntingdon Valley Fete. Fete co-chairmen Mrs. Richard Wynn and Mrs. George W. Elkins help him celebrate.



**COINMEN AND RECORD INDUSTRY** executives gathered at the Hotel Americana, New York, Tuesday night (4), for the Coin Machine Division's United Jewish Appeal banquet. The Columbia Records table (top) from left to right: Frank Campana, Mrs. Campana, Dave Winshaw, Dave Rosner, Mrs. Rosner and Nick Barna.

Top right: William Cahn, second left, district attorney of Nassau County, was guest of honor. Others are, left to right: Herb Oettinger, United Manufacturing; Irving Holzman, general chairman, and Dave Simon, United East Coast Corporation.

Bottom right: Dan Collins, left, and Bill Adair, right, both Seeburg vice-presidents, chat with Meyer Parkoff, second from right, and Mr. and Mrs. Harry Siskind. Parkoff is the New York Seeburg distributor. Siskind is a Brooklyn operator.



**GOLD AWARDS:** RIAA gold album laurels were presented to Percy Faith for his "Viva" and "Bouquet," Columbia LP's. With Faith are a.&r. executive Irving Townsend and engineer Harold Chapman.



**COIN MANUFACTURERS AND DISTRIBUTORS** cited at the UJA banquet are, left to right: Harold Kaufman, Musical Distributors; Bob Bear, Wurlitzer; Ed Doris, Rock-Ola; Al Simon, New York Rock-Ola distributor; Mort Secore, Chicago Coin;

Barney Sugerman, Runyon Sales; Ben Chicogsky, Music Operators of New York; Irving Kaye, Irving Kaye Company; Herb Oettinger, United Manufacturing; Bill Adair, Seeburg, and Meyer Parkoff, Atlantic-New York.

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### RCA VICTOR

THE MOST TRUSTED NAME IN SOUND



# Rep. Roosevelt Invites Dealers to Have Say

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt, chairman of the House Small Business Subcommittee on Distribution, told Billboard's reporter last week that his subcommittee will hear those in the record industry who want to appear during current hearings on dual distribution. ARMADA spokesmen, who

have left no stone unturned in the Capital, will be given a chance to present their case probably in July, when hearings now in progress will resume after a short recess.

Dual distribution, as the Roosevelt committee defines it, "occurs when an independent businessman's supplier is also his competitor." The most obvious example in the record in-

dustry, committee spokesmen say, is the selling of records by manufacturers through their own record clubs at prices lower than to the retailer. There are less obvious but equally damaging types.

The small and old-line record dealer and distributor plea to Roosevelt will undoubtedly speed decision at the Federal Trade Commission on the feasi-

bility of setting up trade practice conferences aimed at guidelines for the record industry. The Commission's Trade Practice Conferences Bureau has had the matter under consideration for many months.

## FTC's Problems

The problem confronting the FTC is whether this type of approach on an industrywide basis would effect a cure of the

complaints. The agency favors the voluntary approach in principle, but it would not undertake the complex proceedings unless it is true they will effect reform. There are undoubtedly some at the Commission who question it.

Onlookers familiar with both the industry malpractices and the FTC procedures, say the

*Continued on page 8*

JUNE 15, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

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**NOT UP IN THE AIR:** Life is fun for the Astronauts these days. Not only have they a single out on Victor, called "Baja," but they have just joined surf trend with LP called "Surfin With the Astronauts." They seem pleased with playbacks.

## Columbia Seeks To Bring Order To Price Chaos

By REN GREVATT

NEW YORK—Important changes are in the works at Columbia Records in the area of distribution and pricing. The firm is attempting to restore some order to chaotic pricing practices in the industry. The changes are expected to be fully outlined at the annual Columbia sales convention upcoming next month in Puerto Rico.

It is known that one important change involves the discontinuance of any and all extra discounts on product to large retail users. The philosophy is that all buyers are to be treated on an equal basis, whether they are large or small.

Contrary to the rumors circulating widely in the trade, no change is expected in the traditional functional discount to rack jobbers and one-stops.

Maximum discounts of 10 per cent are expected for limited periods on new product with semi-annual 10 per cent discount periods covering catalog merchandise. Strict control will be exercised in the extension of these discounts in terms of periods during which they are to be allowed and in holding the cuts to 10 per cent.

In the case of unusually heavy purchases, it is known that a problem has arisen in warehousing the mass of product until the buyer actually can accept it. A plan to ease the situa-

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## Kapp Deep in Negotiations to Buy Congress

NEW YORK—Kapp Records is negotiating to buy Congress Records, the Neil Galligan label. Negotiations have been going on for about two months and there is a chance that the deal might be concluded sometime this month. However, no papers have yet been signed.

Top names on the Congress will stay with its current label are Linda Scott and James Ray. If the deal goes through, Neil Galligan will stay with the label, and he and Hutch Davie, arranger-producer, will continue to handle negotiations.

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## HOW TO SUCCEED IN LP COVERS

★★★★★

### Without the Woes of Producing a Record

NEW YORK—So you're a record manufacturer and sales are slow. And even when you move a few albums everyone wants a deal so you can't make any money, anyway. So what can you do?

How about just selling album jackets? Without any records in them.

Are you kidding? Who'd buy them?

Everybody—if we do it right. What if we make up a phony series of album jackets, with provocative titles and wild art work. Like we'll call one "Songs for Swinging Mothers." And the cover will show six expectant mothers sitting on children's swings in the park. Then on the back we'll have a list of important song titles to go with the album. Like "I Should Have Danced All Night," "The Things We Did Last Summer," etc. Instead of a record we'll insert a black piece of cardboard shaped like a record. On it we'll have printed "I bought this as a gift. Sorry I couldn't afford the record."

How will you sell them?

Through greeting card shops, and gift shops and book stores, and maybe even record stores. They can sell them for \$1 each as gag studio cards.

How much will they cost?

About a dime each. We'll sell them for 40 cents to jobbers—we'll make a fortune!

If you think this is all a gag, you're mistaken. From Coast to Coast one of the hottest selling greeting card items are six spicily record jackets, with wild titles and even wilder pictures on the cover. They sell for \$1 each, and so far the six have sold close to 50,000 apiece or a total of 300,000 jackets.

They are issued by a pair of enterprising writer-publisher named Jackie Kannon and Alex Roman, through their Kanrom publishing firm. These two produced the best selling "JFK Coloring Book" last year, and the book of poetry by Jackie Kannon called "Poems From the John."

The albums are the brainchild of Bob Booker and Earl Dowd, the happy creators of Vaughn Meader's two "First Family"

albums. Actually they worked on this idea before the "First Family" bonanza happened.

The titles of the six greeting card jackets are "Songs for Swinging Mothers," "Lon-Derriere and Other British Favorites," "Music for Casual Affairs" and "Music for Mixed Emotions," and "Victory at Sea."(!) The pictures on the covers, of scantily clad lassies and hirsute males, fit the mood as expressed by the titles. On "Victory at Sea," for instance, a pair of guys are shown on a cruiser, while a bevy of naked girls are shown jumping overboard.

According to Alex Roman, the covers have been so successful that they are bringing out six more shortly. They are currently being carried by 3,000 greeting card and book stores. They are wholesaled by book and greeting card jobbers. The new covers, according to Roman, are even wilder than the first. He said a Playboy photographer took the pictures for the new covers.

## Hootenanny Flood Is On

NEW YORK — The advance guard in what promises to be a deluge of hootenanny disks was released this past week by the Elektra and Kapp labels. The Elektra set features such artists the Lmeliters, Bud and Travis, Josh White, Theo Bikel, Judy Henske, Bob Gibson and Oscar Brand, along with many more folk artists. It is being released on the subsidiary Crestview label.

The Kapp set has Chad Mitchell Trio, Marias and Miranda, the Samplers, Jo March, David Hill and a number of other folk-type artists.

Both these sets have been put together to cash in on the widespread and growing popularity, on TV and elsewhere, of this spontaneous folk music performance type of show. It is believed that many more albums from practically all disk companies are on the way.