

Billboard

The International Music-Record Newsweekly

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

Ackerman Back As Music Editor

NEW YORK—Paul Ackerman will return to his position as music editor of Billboard effective September 1, it was announced last week by Lee Zhito, editor in chief. Ackerman replaces Bob Rolontz who has resigned. Rolontz will disclose his plans after he returns from vacation.

Ackerman, who had been

with Billboard for 28 years, served as executive secretary of the American Record Merchants and Distributors Association (ARMADA) during his absence from the paper. He will resign from the ARMADA post to accept the Billboard appointment.

Ackerman returns to the executive editorial position he had held for more than a decade and a half. By common consent, Ackerman is widely recognized as one of the foremost reporters and editors in the field. In announcing Ackerman's return to the staff, Zhito said: "As all of you know, the return of Paul Ackerman to our midst marks a major step in the ever-increasing expansion of Billboard's editorial strength. He is one of the men who helped build Billboard's editorial leadership in the music industry, and with him at the helm once again, we look forward to even greater strides in our coverage."

Amos Heilicher, president of ARMADA, termed the move as "a loss to ARMADA where Ackerman has made lasting contributions but a notable gain for the music industry at large, for we will be able to share him with the entire industry now that he will be back with Billboard." Heilicher said he will announce plans for the appointment of a new ARMADA executive secretary in the near future.

Ackerman expressed gratification that his resumption of his Billboard post will permit him to maintain contact with ARMADA as well as other industry associations.

C'mon Everybody, It's Monkey Time

NEW YORK — The monkey, the newest teen dance, is a mighty hot one, with three records of monkey tunes really moving this week. Hottest of all is the "The Monkey Time" with Major Lance on Okeh. And just to add to the scene the label has issued an LP of the same title. "The Monkey Time" jumped to No. 12 on the "Hot 100" this week.

Second hottest of the monkey tunes is "Mickey's Monkey," by the Miracles on Tamla, which is in the No. 39 slot on Billboard's chart. And third is "Everybody Monkey," by Fred Cannon.

There is a fourth monkey tune making the scene, a little bit, too. It is King Curtis' "Do the Monkey" on Capitol. And there have probably been half a dozen other monkey disks issued the past few weeks. On the same kick there have been related animal dances issued lately, like the gorilla, and the frog.

Prager, Cohen In Angel Posts

HOLLYWOOD—Jerry Prager and Jack Cohen have been named national merchandising manager and national sales manager, respectively, for the Angel label. Prager and Cohen will also handle the same functions for the Capitol Classics and Capitol World lines.

Prager had been in charge of both the sales and merchandising functions for CRDC prior to his new appointment. Until his promotion to national sales manager, Cohen had been Angel's Eastern sales and promotion manager. Succeeding Cohen in his former post is Earl Price, until now an Angel sales representative in New York City.

STUART F. AUER DIES SUDDENLY

SAN FRANCISCO — Stuart F. Auer, 39, Seeburg West Coast regional vice-president, died at his home in nearby Belvidere Thursday (22). He leaves his wife, Lee, and an infant son, Louis. Auer joined Seeburg three years ago as assistant sales vice-president in background music and later was in charge of the company's background music sales. Before that he had held an executive sales position with R. F. Jones, West Coast music machine distributor.

(Continued on page 51)

Capitol Sales Hit Highest Since '59

HOLLYWOOD — Capitol Records' sales for the fiscal year ended June 30 were the highest since 1959 and the second highest in the company's history. Capitol's net sales for the fiscal year ended June 30 came to \$48,604,946. This is an increase of \$6,747,481, over the preceding year's \$41,857,465.

Profits before taxes were \$1,968,016, an increase of \$1,445,528 over the previous year's \$522,488. Earnings after taxes for the fiscal year amounted to \$2.17 per share of common stock as compared to last year's 76 cents per share.

Glenn E. Wallichs, chairman of the board at Capitol, credited

the 16 per cent increase in sales to the company's across-the-board success with both pop and classical LP's and singles.

Capitol's album sales hit an all-time high in 1962-1963, while in singles the firm had its greatest sales volume since 1957. In 1963 so far the firm had seven singles in the top 3, with a No. 1 disk on Billboard's "Hot 100" with Kyu Sakamoto's "Sukiyaki."

Wallichs also noted that Capitol's electronic subsidiary, Electra Megadyne, Inc., doubled its first year's volume. He also noted that EMI TV and broadcasting equipment had been installed in universities, airports and commercial TV stations.

He also mentioned the diversification deal Capitol made during the fiscal year when it formed a partnership with Broadway producers Cy Feuer and Ernest Martin.

Folk Singers Woo Shoppers In Plaza Hoots

NEW YORK — Shoppers at New Jersey's Garden Plaza are being treated to a series of weekly hootenannies featuring some of the nation's top folk singers. The shows began Thursday (22).

On three successive Thursdays the Plaza will present the hootenannies out-of-doors on its mall (weather permitting) with shows beginning at 6:30 p.m. and 9:30 p.m.

Thursday's hoot was kicked off by guitar-singing solist, Jo Mapes. Thursday (29) the Ivy League Trio will share the spotlight with Phil Ochs. September 5 the Grandison Singers are scheduled to lead the hootin' shoppers and the final show in the series will take place September 12 featuring Oscar Brand.

Between shows the stars will make appearances in the record departments of the Plaza's Sam Goody store, Bamberger's, and Gimbel's to autograph records and say "hello" to patrons.

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WB Ties With Columbia Firm

BURBANK, Calif. — Warner Bros. Records signed an agreement with Compania De Discos, Ltda., Colombia, for representation of the WBR catalog. Colombia becomes the seventh country in South America to introduce, via direct licensee contract, the product of the Burbank record firm, it was announced today by Bobby Weiss, international director for the label.

L. Alzate, manager of Codiscos, will premiere the label in Medellin and Bogota with original sound track LP's of the WB films "Lovers Must Learn" (featuring "Al Di La," by Emilio Pericoli), "The Chapman Report" and "Gypsy," plus recordings by Raoul Meynard, Glenn Miller, the Everly Brothers, Peter, Paul and Mary, among others.

Codiscos owns its own manufacturing plants in Medellin with distribution throughout Colombia.

Background Music Wins Official Soviet Approval

By SOLOMON R. KUNIS

MOSCOW — Background music in factories, once regarded as a capitalistic plot for speeding up the oppressed worker, now seems to be winning the approval of Communist thinkers. This latest twist in the Party line is reflected in an article which appeared in a recent issue of the official Russian Government newspaper, Izvestia.

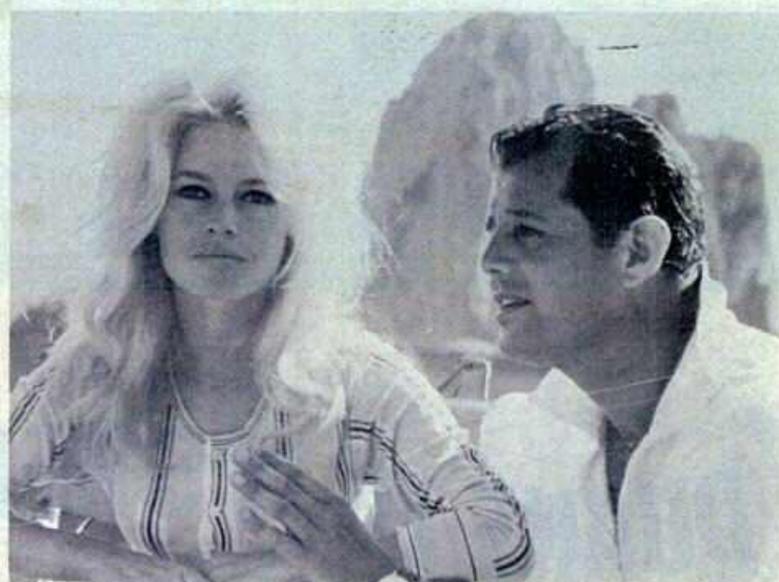
The views of three seemingly distinguished Russian scientists and educators are set forth in this article under a three-column headline "Melody Enters the Workshop." The imposingly titled trio consists of V. Kopnov, Director of the

Educational Department of the Musical Institute; V. Shvili, described as a scientific worker at the USSR Academy of Sciences' Economics Institute, and P. Anokhin, a member of the USSR Academy of Medical Sciences.

The discussion on background music is kicked off by Comrade Kupnov, who has heard through a leak in the Iron Curtain that "special musical programs are broadcast during working hours in industrial plants of the West. These melodies are supposed to improve production at the factories, and he wants to know if this is true.

Shvili is decidedly upbeat on the subject of background

(Continued on page 51)



THE BEST ON ROBBINS NEST: Beautiful French movie queen, Brigitte Bardot, made her American radio debut in a taped interview with WNEF deejay Fred Robbins. Taped in Capri, playback was aired August 25 on Fred's popular "Robbins Nest" segment.



MGM/VERVE PRESENTS SEVEN KEYS TO GREATER ALBUM SALES!

SEE PAGES 9, 10, 11, 12



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POP GOSPEL

Sweet in Chariot,
Sour on Records

By BOB ROLONTZ

NEW YORK—It's still the public who makes a trend and not the promoters, manufacturers, publicists or even communications media. This is the lesson to be learned from the flop of the pop-gospel band wagon which has not only failed to become a trend, but has also got itself embroiled in hassles with religious-oriented singers and ministers who call it sacreligious.

Pop-gospel was sparked originally by the opening in New York of the Sweet Chariot night club, which featured gospel singers, dressed as angels, singing inspirational songs with a

gospel beat. The Sweet Chariot scene was given initial impetus when Columbia Records jumped into the picture by signing an exclusive contract with the Sweet Chariot night club to record sets there live for albums. Columbia's arrangement with the Sweet Chariot was secured by good work on the part of the William Morris Agency, which books the talent in the club.

Once Columbia had the deal, it naturally went to work to publicize the new trend. The label's promotion staff did such a strong publicity job that the Sweet Chariot club boomed and the angel-singing scene spread to other clubs in other cities. Additional record companies hopped on the trend. And many albums were issued.

But nothing happened. It never got off the ground. Meanwhile religious gospel music continued to sell as always. Many religious gospel singers, including the great Mahalia Jackson, criticized singing any sort of gospel music, even diluted, in clubs where liquor is served. In some places there were even pickets from religious groups in front of pop-gospel night clubs.

Today, it is safe to say, pop gospel as an important trend is dead. Yet, from time to time, a record like "He's Got the Whole World in His Hands" broke as a hit because the public wanted the record.

Skaff Running
Imperial for
Liberty Label

LOS ANGELES — Liberty Records, who recently tucked Imperial Records under its wing, upped Bob Skaff, Liberty's national promotion director for the past three years, to general manager of the newly acquired label.

Skaff's new duties will place him in full charge of Imperial's a.&r. promotion and sales departments. He will act as liaison between Imperial and Liberty while utilizing all of the parent company's marketing facilities.

Drayson Named
Adam Dist. Mgr.

NEW YORK—Stan Drayson has been named branch manager for the recently formed Roulette Records-affiliated indie distributing firm, Adam Record Distributors. Drayson has been in the business 22 years as retail disk buyer, salesman with London Records and in sales management with Action Records, former indie New York distributor. Adam currently handles all the labels in the Roulette family, including Roulette, Tico, Roost, Gee, Rana, Gone, End and the Forum budget line.

Vee Jay Randy Wood
Assumes Presidency

CHICAGO — Randy Wood, former West Coast sales and promotion manager and lately national rack merchandiser for Vee Jay Records, was last week named president of the firm.

He replaces Ewart Abner Jr., who resigned recently to head his own firm, Dart Record Sales. Wood's appointment was announced by Jimmy Bracken, board chairman of Vee Jay.

Bracken said, "The appointment of Wood is the first in a series that will bring Vee Jay a new and aggressive management team that will direct a big drive for all out expansion of activities in every phase of the record business. We are looking for

specialists, experts in promotion, sales and merchandising, and will get them," he stated.

In detailing Vee Jay's fall plans, Wood specifically called attention to new product to be released by the 4 Seasons, Jimmy Reed, Jerry Butler and Dee Clark. He also singled out "such new concepts as Oldies 45," and "package product through the FM and Horizon label," which Vee Jay will distribute.

Wood is a veteran of some 20 years in the record business, the last three and a half of which have been spent with Vee Jay. Prior to that he held executive sales posts with Kapp and Imperial records.

NARA to Train Members
For All Broadcasting JobsNegro Hirings
On Slow Rise

By GIL FAGGEN

LOS ANGELES—The Sixth Annual National Association of Radio Announcers (NARA) convention closed Sunday (25) after several days of meetings, workshops and seminars designed to specifically prepare its members for positions throughout the radio broadcasting field. The membership in turn will conduct similar workshops through their respective area chapters.

Meanwhile, several important industry moves involving the hiring of Negroes took place during the past few weeks with the appointment of Clyde H. Reid as editorial writer for Group W's WINS in New York.

The WINS move was hailed by city and State officials as a step forward in breaking down old taboos in broadcasting. Reid, former director of public relations for the Brooklyn Tuberculosis and Health Association, served for four years as reporter and editor on The New York Amsterdam News. He has been a feature writer and desk man for the Civil Service Leader and was a general writer for the Armed Forces Radio Services while serving in the Army in Italy.

Matney Newscast

The first Negro to front a regular newscast will be Wil-

(Continued on page 19)

Distrib Survival Key:
New Accounts, Lines

By REN GREVATT

CLEVELAND — Main Line Distributing which in the words of its executive vice-president, Jim Shipley, "was almost out of the record business 14 months ago," has taken a series of moves to recapture much of the business lost in recent years to other entities, and to use this as a point of departure for expansion. Main Line is the veteran RCA Victor distributor here.

"In our view," Shipley told Billboard last week, "There are

many marginal operations in the distributing business today. These include both rack jobbers and old line distributors. Many of these are going to be shaken out in the near future. We almost were a year ago. Now we've decided the record business holds a lot of promise and we're determined to build our stake in it."

There very definitely is a strong trend to consolidation, Shipley feels. "In most markets, the actual number of active accounts has diminished. The answer to this is two-fold. You have to have more lines to sell those fewer accounts and if possible, you have to develop more accounts," the distrib assented.

Co-Ordinated Independence

"We've done both," he says. "Some months back, we opened a separate corporation, under the same roof but with a completely separate staff. In this section, we handle a flock of indie record lines. Our primary firm, Main Line, sells RCA Victor Records and RCA television and white goods. The second firm was started, of course, with Victor's blessing.

"Secondly, we moved into the Cincinnati and the Pittsburgh market areas with resident sales and promotion staffs. We maintain close daily liaison with these men through our WATS (wide area telephone service) lines and we can guarantee overnight delivery into both markets from our central warehouse here in Cleveland. If the

SCHWARTZ
SUES CRITIC

BOSTON—Arthur Schwartz got in the news last week when he filed a \$1 million lawsuit against Boston Globe critic Kevin Kelly for allegedly saying in his review of the musical show "Jennie" that the songs in the show were "stolen or plagiarized from well-known composers. Schwartz and Howard Dietz collaborated in composing the music from "Jennie." Las week (13) The Boston Globe and Kelly both "denied the allegations of the complaint. They state that there was no intention to accuse Schwartz of stealing or plagiarizing, the reviews do not so state, and they regret that Schwartz has made that inference."

Tepper New
Capitol Flack

HOLLYWOOD—Ron Tepper has joined the publicity staff of Capitol Records. He succeeds Mark Braly, who resigned to join the United States Information Agency. Tepper was on the TV-radio staff of The Los Angeles Times for four years before coming to Capitol.

Push for Better
Pay, Conditions

By PETER J. LEVINSON

HOLLYWOOD—What many NARA members looked upon as the most important event at the Sixth Annual National Association of Broadcasters Convention took place on opening day, with a resolution by the organization's executive committee to set up a Fair Employment Practices Policy for its predominantly Negro membership.

A seven member committee within the framework of the executive committee was chosen by Rudy Harvey of KGFJ, Los Angeles, who is also head of the local NARA chapter. The committee was then instructed to study the issue of fair employment practices from a regional as well as a national standpoint.

Following the subsequent early evening committee meeting, Harvey stated that it had been resolved that a nation-wide attempt will be made through NARA for all Negro deejays to break through and become an integral part of the general communications field thereby serving the entire community.

Earlier this summer the local NAACP chapter had endorsed Harvey's similar resolution made through the Los Angeles chapter of NARA resulting in the hiring of Negro broadcasting personnel in Los Angeles and San Francisco.

All-American Market

Said Harvey, "We feel the communications field is an all-American market and therefore Negroes should be an essential part of it from an economic as well as an equal employment standpoint." He further pointed out that through the committee's meeting it was discovered that Negro deejays outside of the metropolitan areas and, chiefly in the South, were paid extremely low wages and worked under often harrowing conditions, which he emphasized must cease.

Chatty Hatty of WGIV, Charlotte, N. C., who served the station as program director, announcer and librarian, remarked that she was being paid a salary of only \$90 a week and that any attempt to unionize by the station personnel meant their possible expulsion. As a result

(Continued on page 8)

Gale Sets
Hoot Acts

NEW YORK—The latest in the line of hootenanny shows, Tim Gale's "Original Hootenanny, U.S.A." has set its artists' line-up. Show, which tees off on its one-nighter tour in November, will feature the Journeymen, the Halifax III, the Geezinger Brothers, Jo Mapes, and Glenn Yarbrough, lead singer with the now split-up Limericks. Yarbrough will both perform and emcee the show.

Originally set as a four-week show, dates have been falling in so fast, according to Gale, that it may have to be extended to six or seven weeks. Show is being produced by Gale and is booked through ITA, who handles such folk powerhouses as the Kingston Trio, and Peter, Paul and Mary."

Malverne
MGM Dist.

NEW YORK—Malverne Distributors and its subsidiary firm, Wendy Distributors of Newark, N. J., will handle distribution for MGM Records. Both firms will also take on distribution for the MGM-affiliated lines, Ava, Charter, Charlie Parker and Ramrod. Both Malverne and Wendy have had distribution in the New York-New Jersey area for the MGM subsidiary, Verve Records, for some time. The MGM group was formerly handled in the same area by All-State Distributors in New York and Newark.

TOO HOT TO HANDLE

London, WB Cool 'Britannia' LP—So, Newley Goes It Alone

NEW YORK—A series of fast moving developments marred by considerable frustration at key junctures has brought about the release of the Anthony Newley-Leslie Bricusse LP production, "Fool Britannia," a satire on the recent British, Profumo affair, on a new Newley-owned label, Acapella Records.

The decision to form the new label, "for the express, immediate purpose of releasing 'Fool Britannia,'" according to the firm came about only after one label, London, printed up 100,000 album covers and took advance orders for 100,000 copies of the record in anticipation of rush release of the set, only to be turned down on bringing out the disk by the company's highest authority. Following this, an-

other firm, Warner Bros., made a tentative agreement to take over the disk. Within a few hours a high level executive turn-down also occurred at Warners.

The recording session took place two weeks ago on Tuesday evening (6) at the RCA Victor studios here. The cast, consisting of Newley; his wife, actress Joan Collins; Peter Sellers, Broadway actor Daniel Massey, and TV star Michael Lipton, was assembled at midnight, following Newley's nightly performance in his hit musical, "Stop the World, I Want to Get Off."

Stop & Go

The dinking was actually the property of Newley, although it was assumed in advance that London Records, with which Newley is associated as a recording artist, would bring out the LP. It was understood that following the session, in the early dawn of Wednesday (7), co-writer Bricusse took off for London with a set of tapes. Meanwhile, the London people had started the production wheels rolling.

Soon after Bricusse arrived in London, news of the recording reached the ears of Sir Edward R. (Ted) Lewis, head of British Decca, parent of the American London label. Lewis, because of the sensitive nature of the material, immediately put the kibosh on release of the disk. Soon thereafter, an indie label, Jeff Kruger's Ember Records, acquired British release rights.

Lewis, also hearing of the American plans, vetoed the London release here. London quickly began contacting other labels. A selling point was the fact that London, having rushed dubs out to distributors, could claim 100,000 advance orders for the set. One of these approached, Warner Bros., was receptive and price and deal were agreed upon, even to the extent of Warners taking over the covers already printed with the idea of overprinting them with its own logo. Within hours, however, the Warner deal was collapsed when high executives turned the deal down.

No Silent Record

Following the two mix-ups, Newley commented: "Outraged comment in the London press frightened off the original distributors. It became obvious that too many compromises, or, to

put it bluntly, too many cuts, would have to have been made if the album were to be released by established distributors. We could have released a long-playing, silent record. The final decision was to form this company, Acapella, and to handle the release ourselves. We expect it to be ready and in the record stores by the first of next week."

Ray Meinberg's Ruzak Productions, Inc., here, will now handle national distribution.

20th Sets Foreign Reps

NEW YORK—The 20th Century-Fox Record label has completed the revamping of all its overseas affiliations. The arrangements now allow for the firm to have its product released throughout the world bearing its own logo. Steve Morris will head up the overseas wing with a director of world-wide marketing title.

Under the new foreign arrangements, affiliates will begin selling the "Cleopatra" sound track with other LP and singles new product and catalog.

The new affiliates include Gallo Afrida, Ltd., South Africa; Industries Electricas Y Musicales Odeon, Argentina; Festival, Australia and New Zealand; S. A. Gramophone N. V., Belgium; Industries Electricas E. Musicales Fabrica Odeon S. A., Brazil; Quality Records, Canada; Industrias Electricas Y Musicales Odeon S. A., Chile; Compania Colombiana de Discos, Ltd., Colombia; Skandinavisk Gramophon A/S, Denmark; EMI Records, Ltd., Great Britain; Oy R. E. Westerlund, AB, Finland; Bel-Air Records, France and Switzerland; Carl Lindstrom Gesellschaft, M.B.H., Germany; N. V. Verkoop-Maatschappij (Bovema), Holland; C.G.D. Record Company, Italy; Victor of Japan; Pan American de Discos, S.A., Mexico; Iverson & Frogg a-s, Norway; Industrias Electricas Y Musicales Peruanas S. A., Peru; Mareco, Inc., Philippines; Compania de Gramofono Odeon SAE, Spain; Skandinaviska Gramphon AB, Sweden; Palacio de la Musica, Venezuela; Cook-Caribbean, Ltd., West Indies; Industrias Fonografica Ecuatoriana, S. A., Ecuador.

NEW YORK—Lee Evans has been signed to an exclusive contract with Command Records. The pianist, who formerly recorded for Capitol Records, was featured on CBS-TV's spectacular, "The Gershwin Years" and recently made a guest appearance on the Ed Sullivan show.

ABC BRITISH REP IS EMI

NEW YORK — EMI will henceforth distribute ABC-Paramount's Whitehall label and the classical Westminster line in the British Isles. Negotiations were recently concluded between Harry Levine, executive vice-president of ABC-Paramount Records and Len G. Wood, managing director of EMI Records, Ltd.

ROSA Moves Closer to MOA

PHILADELPHIA—The Record One - Stop Association (RSOA), plans to identify itself strongly with the juke box fraternity. One step in this direction is the planned ROSA participation in the upcoming convention of the Music Operators of America, September 4-6 in Chicago. The conclave will be held at the Morrison Hotel.

More than 50 of the nation's leading one-stops are expected to attend, according to Irv Perlman, president of ROSA. A part of the ROSA-MOA co-operation will take the form of the participation by ROSA executive, Lou Boorstein, in an MOA forum Thursday (5). "A One-Stopper Talks About Juke Box Programming" will be the subject of Boorstein's remarks.

"I want to thank Harry Snodgrass and Bob Blundred (president and executive director of MOA respectively) for their help in making these arrangements," Perlman said. "We have long felt that it would be to the best interest of the music-record-coin machine industry to have one convention time and place for the single record industry. We feel our joint step with MOA is an excellent start and hope other associations will join us," he concluded.



TO LANKY: Jan, of Jan and Dean, Liberty recording duo, presents a record plaque to Hal Linstrat, sound mixer engineer at United Recording Corporation's Hollywood studio. The inscription reads: "To Lank. It would've been impossible without you. . . . Most sincere thanks. Jan, Dean and Lou."

ASCAP System Changes To Aid Young Tunersmiths

NEW YORK — The ASCAP distribution system is expected to undergo a number of changes effective October 1 of this year. The proposals have already been approved by the board and have been endorsed by the Justice Department and Judge John McGeehan, who was appointed by Chief Judge Sylvester Ryan of New York Federal Court to supervise this area of ASCAP activities. Changes, if they go through, will aid the younger cleffers.

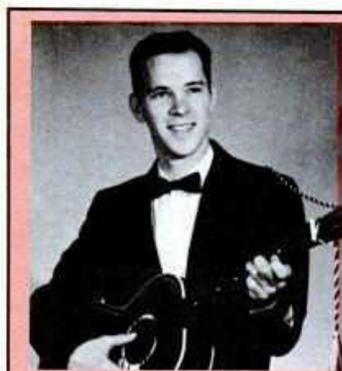
Judge Ryan has scheduled hearings on the proposal September 4 in Room 129 of the Federal Court House. The hearings will deal with certain changes in the Society's consent decree which will be necessary to put some of the distribution changes into effect. ASCAP members will be afforded the opportunity to express their views on the changes at the hearing.

The proposed changes cover four broad areas, including (1) the Society's method of distributing revenues to writer-members who elect to receive payment under ASCAP's four-fund writer distribution system. (2) The basis on which ASCAP revenues received from hotel, restaurant, night club and tavern licensees are distributed. (3) Credit received for performances in promotion announcements sponsored by a network or station on which they appear. And, (4) Credit for performances of the so-called qualifying works as theme, background, cue or bridge music.

Dozen Members Sue Local 802

NEW YORK — A suit was filed in New York Federal Court last week by a dozen members of AFM Local 802 here charging that the \$6 per capita tax passed by the AFM at its recent Miami Convention was passed illegally. Suit asked the court to prevent Local 802 from putting into effect or attempting to enforce in any way the resolution.

Suit charges that the \$6 tax violated their rights under the Landrum-Griffin law since there was no proper voting as required by federal law, and that no proper notice was given to the delegates. The 12 Local 802 members are also challenging the taxes (1½ per cent) collected by the Local from sidemen.



GAMBIT RECORDS' Jerry Gandy has scored with his first release on the label's initial waxing. The singer's "You Better Take Me Home" was picked by all major trade books last week and is reported getting good air play in several major markets.

(Advertisement)

Under the planned changes in the writer distribution system, the Society proposes to reduce the recognized works performance fund from 30 to 20 per cent; to increase the average performance fund from 30 to 40 per cent; and to base the membership continuity fund on the last 10 rather than the last five years of performances.

In another proposal, present limitations on promotions in ratings in the average performance and recognized works performance funds would also be removed. This would permit a writer to receive any increase in those ratings immediately instead of having the increase spread over a two-year period. Brakes on demotions in these funds will remain.

Billboard

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

Publisher

Hal B. Cook New York Office

Editorial Office

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

Editor-in-Chief . . . Lee Zhito
Editors R. Rolontz, A. Sternfield
Associate Editor . . . Ren Grevatt
Managing Editor . . . Jack Orr

Department Editors, New York
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European Office Andre de Vekey, Dir.
15 Hanover Square, London W.1
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Cable: Billboard London
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Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1963 by The Billboard Publishing Company.

The company also publishes Vend, the semi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$7, and American Artist; one year, \$7. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati, O., 45214.

Vol. 75 No. 35

DION'S NEW SINGLE

DONNA THE PRIMA DONNA 4-42852

ON COLUMBIA RECORDS

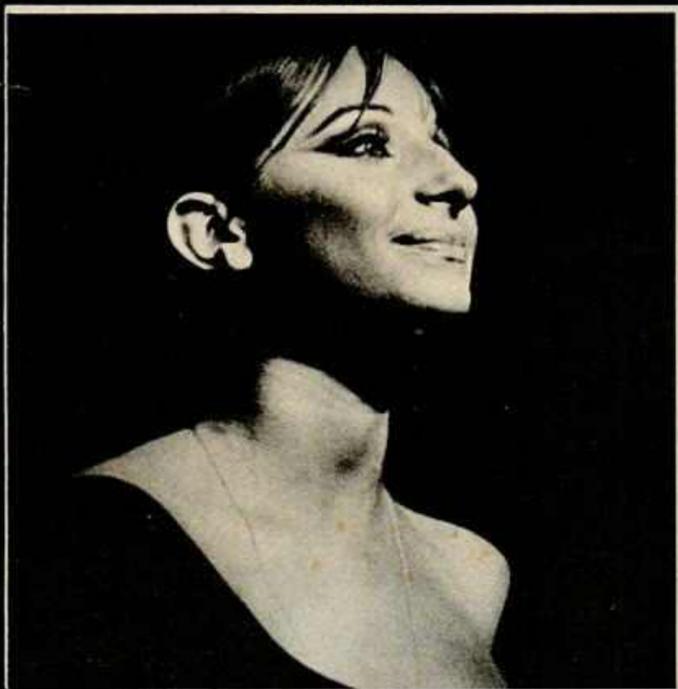


“DONNA THE PRIMA DONNA” by DION DiMUCI

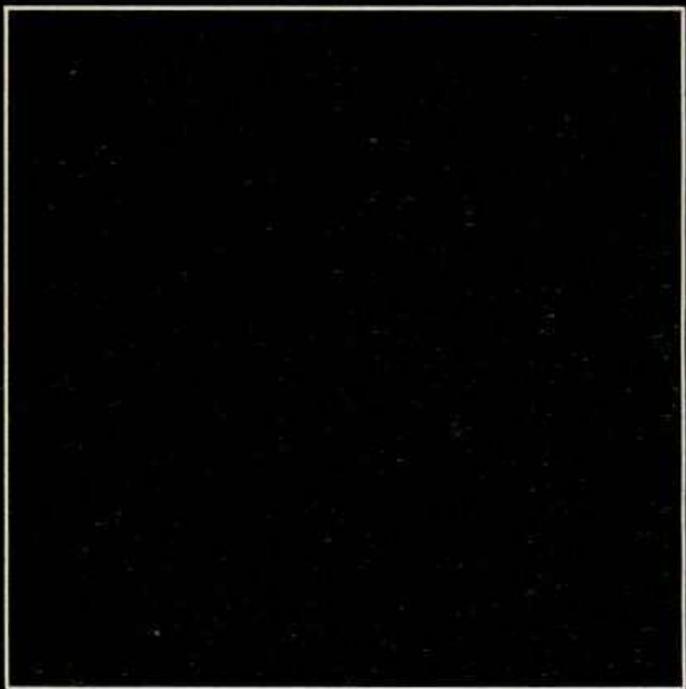
COLUMBIA SINGLES SELL

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**THERE
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ONE**

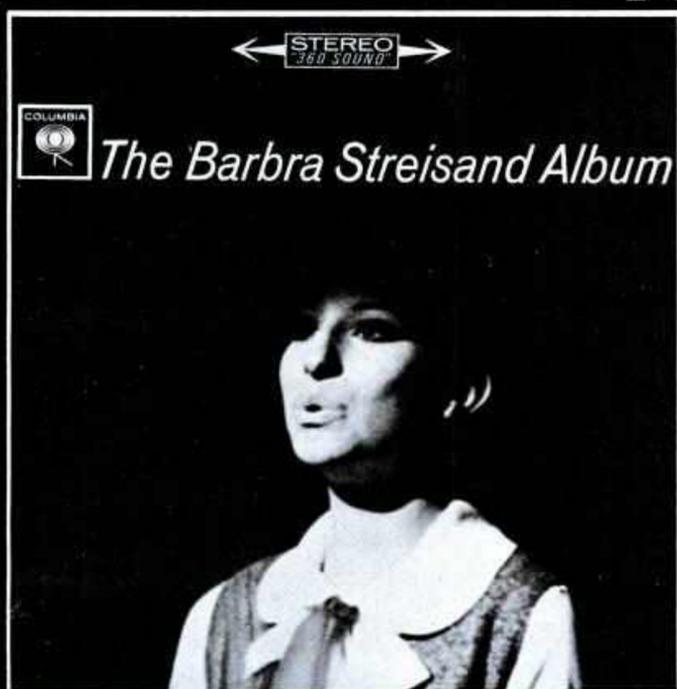


**BARBRA
STREISAND...**



Personal Management: Marty Erlichman

**BUT
NOW
THERE ARE
TWO**



CL 2007/CS 8807



CL 2054/CS 8854

**BARBRA
STREISAND
ALBUMS**

Columbia Records 

This One



P7XR-2YY-T79D

INDUSTRY BRIEFS

Muncey Joins WB

BURBANK, Calif. — Bill Muncey, formerly branch manager for Commercial Music Company in Kansas City, has been appointed district manager, West Coast, for Warner Bros. Records. Muncey will make his headquarters at the company's offices in Burbank, it was announced by Bob Summers, national sales manager for the label.

Linsky With London

NEW YORK — Herb Linsky, formerly national promo domo for United Artists and Epic Records, joins the sales staff of London Records this week. Linsky's responsibilities will encompass rack jobbers and one-stops on all London and London Group products.

Jay Cuts Out

HOLLYWOOD — Indie Record promoter George Jay has severed his eight-year relationship with the Era and Monogram labels.

New Poplar Branch

MEMPHIS — Poplar Tunes Record Shop, one-stop which sells to all phonograph operators in Memphis and the Mid-South, last week opened a branch record shop at 4305 Summer in the ever expanding east section of the city. Poplar Tunes, the top record shop for home record buyers in Memphis named the branch "Pop Tunes." Owners are Joe Cuoghi, John Novarese and Frank Berretta.

Lionetti to New York

NEW YORK — Richard Lionetti, who only recently became manager, special products, Columbia Record Sales Corporation, has been named staff assistant, sales, for Columbia Record Distributors, according to Joe Lyons, director of sales. Lionetti will be responsible to



BLUE BAYOU (Monument 824) is taking off for Roy Orbison in jet-propelled style. And Roy, himself, is taking off September 14 for his second tour of England, announces Wesley Rose, his personal manager. Orbison's bookings are under the direction of Jim McConnell, Acuff-Rose Artists Service, Nashville, Tenn. (Advertisement)

Lyons for special field and staff assignments. He'll also be involved in developing sales policies and analyzing sales statistics.

SLIM'S ROCK BREAKS FM'S SOUND BARRIER

NEW YORK—The rock has come to FM radio here with reportedly remarkable results. The move occurred several weeks ago when the Times Square Record Show, often aired here in the past on various indie AM outlets, went on WHBI, Newark FM'er.

The show stems from Irving (Slim) Rose's Time Square Record Shop, which features only old rock and roll singles. The store, which recently moved from its old Broadway and 42d Street subway arcade, actually buys spots on the station during the show's period.

Airing the kind of old rock singles featured in the store, the show is on from 6 to 7:30 p.m. The Tuesday, Wednesday and Thursday outings are done live from the store as in the late Friday seg. The early Friday show is done from the Newark studios while the Monday outing goes on from Manhattan Towers.

Deejay chores are shared by Rose himself (who did most of the past AM shows), 19-year-

old Genevieve Miscavage, former Great Neck, N. Y., high-schooler, who was also active in the earlier shows, and 17-year-old Ken Sasso, an engineer for the station.

Rose told Billboard that the show has got a great deal of mail and requests already and that kids come into his store carrying transistor FM sets, with the explanation that they bought them just to hear the show.

Push for Better Pay, Conditions

• Continued from page 3

of this, Harvey's committee further resolved to inform AFTRA of their fervent desire to formulate and unionize the entire broadcasting field, especially in the South.

Friday (23) morning's address by Claude McCue, president of AFTRA's Hollywood chapter will doubtless concern the union's part in working in connection with NARA's objectives. AFTRA has been on record as strongly against discrimination in the communications field in any form.

Clarifies Issue

When asked if the next three days of the convention's business would involve a discussion of payola. Harvey remarked strongly, "It will never come up; everyone in the organization knows how we feel about it. It is a primary part of our bylaws."

During the course of the afternoon and evening's festivities receptions (with new record merchandise on display) were hosted by ABC-Paramount, Roulette, Capitol, Vee Jay, Atlantic, SESAC, Peacock, SAR, Little Stand, Scepter and Try Me in their respective hotel suites.

The opening day (22) spotlighted a fast-paced show put on by Liberty Records featuring Timi Yuro, the Rivingtons, H. B. Barnum, Anita Tucker, Tammy Lynn, A.F.O. Executive Band from New Orleans, Ted Taylor and the Hi Fi's.



DISK DEALS FOR DEALERS

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

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

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

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

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

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.

WARNER BROS.—Expires September 23, 1963. Started July 29, 1963. Buy 100, get 15 free on all new releases, plus 130 LP catalog. Ninety-day deferred billing, with one-third payments due October, November and December. Regular 10 per cent return privilege applies.

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

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

ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12 1/2 per cent discount.

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

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

COLPIX—Expires September 30, 1963. Started June 24, 1963. New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.

CAMEO-PARKWAY—Expires September 30, 1963. Started August 1, 1963. A 12 1/2 per cent discount on all new Cameo and Parkway releases. Dated billing available.

DOT—Expires September 30, 1963. Started August 15, 1963. A 10 per cent cash discount on all LP's and EP's, mono and stereo. On pre-packs in "All-Time Hit Series," 10 per cent cash discount. Six months dated billing. Christmas product returnable any time after December 25.

DOOTO—Expiration indefinite. Started May 1, 1963. On all Dooto album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963. Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

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

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

Sales in Chicago, New York prove we have an English lyric hit

THE BLUE DIAMONDS

SUKIYAKI

10032
RCA
INTERNATIONAL

BARBARA'S NEW RED HOT SCORCHING SINGLE!

(I CRIED AT)

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BARBARA LYNN
Jamie #1260

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723

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Legend Lives In N.Y. Hq.

NEW YORK—The industry's newest record company, Legend and Rivoli Records has established headquarters here. Outfit is headed by Basil Bova, former 20th Century-Fox Record corporation executive. Vice-president is Mack Wolfson, well-known songwriter, and former Amy-Mala associate. Sales and promotion is being handled by Al Jacobs, music direction by Morty Jay and Sandy Sina is the label's technical director.



NEW ACT ON COLUMBIA RECORDS is the lovely vocal trio, the Paris Sisters—Albeth, Sherell and Priscilla. Formerly recorded on Gregmark, the girls will record teen-slanted singles on the West Coast. Irving Townsend, Columbia's vice-president for Western Operations, has assigned a.&r. man Terry Melcher to work with them.

Surf Bunnies Are on the Dot

NEW YORK — Dot Records has picked up from the Goliath label "Our Surfer Boys," by the Surf Bunnies produced by Bob Todd and Tony Butala. The Surf Bunnies, Pat, Donna and Patty, 18-year-old blondes, are under the personal management of Barry Richards who penned both sides of the waxing.

Baez' Hot Summer

NEW YORK—Joan Baez' recently completed summer tour has grossed well over \$100,000, according to Manuel Greenhill, Miss Baez' manager. The folk

thrush performed before an estimated total of 38,000 people in Ravinia Park, Illinois; Camden County Music Fair in Hadonfield, N. J.; Convention Hall, Asbury Park, N. J.; The Oakdale Musical Theater in Wallingford, Conn.; Boy's Club Auditorium in Pittsfield, Mass., and the Forest Hills Tennis Stadium here.



ALL KEYED UP FOR FALL SALES WITH MGM

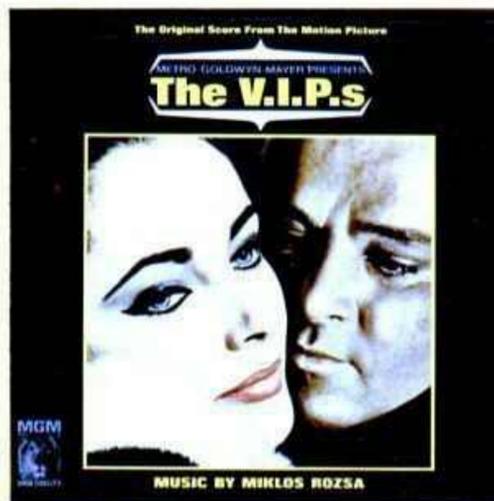
MGM proudly presents great product from seven fine labels to unlock autumn sales. Headed by MGM Records—the label of today's popular music stars—the albums cover a full range of music from the very finest of the classical to the very newest of the new jazz, from the authentic sound of Italy recorded there to the big sounds of personalities recorded everywhere. The stars are the brightest in the world of music: Connie Francis, Ella Fitzgerald, the Berlin Philharmonic Orchestra, Lena Horne, David Rose,



Charlie Parker, Lester Young, Joni James, Gerry Mulligan, Stan Getz, Crazy Otto, Count Basie, Oscar Peterson, Harry James, Kai Winding, Cal Tjader, Johnny Beecher, Adriano Celentano, Hank Williams, George Wood and Katie, the Osmond Brothers, and many, many more. Here are your keys to great sales and great entertainment. Backed by colorful point-of-sale displays and national ads in Playboy, Esquire, Look, Down Beat, Show, TV Guide, and other top selling publications.



GREATEST AMERICAN WALTZES—Connie Francis sings such American Beauties as Always, True Love, Fascination, and nine more. E/SE-4145.



THE V.I.P.'s—Miklos Rozsa conducts his own Original Score for the biggest blockbuster of the year! A sound Track special! E/SE-4152 ST



SOMETHING FOR THE BOYS—Joni James sings Venus, Yours, Hey, Good Lookin', Moon River, Never On Sunday, and other GI requests! E/SE-4158



SONGS WE SANG ON THE ANDY WILLIAMS SHOW—The wonderful Osmond Brothers in their long-awaited album debut! A family must! E/SE-4146



14 MORE OF HANK WILLIAMS' GREATEST HITS-VOL. III—Rootie Tootie, Long Gone Lonesome Blues, and others by Hank! E/SE-4140

the very best of david rose



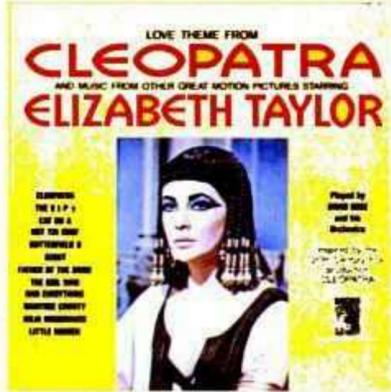
THE VERY BEST OF DAVID ROSE—An all-new, huge sound spectacular with Holiday For Strings, Our Waltz, and other Rose greats! E/SE-4155



KEYS TO GREAT ENTERTAINMENT



MALA FEMMENA—Connie Francis sings an all-new album of her own biggest hits in Italy! E/SE-4161



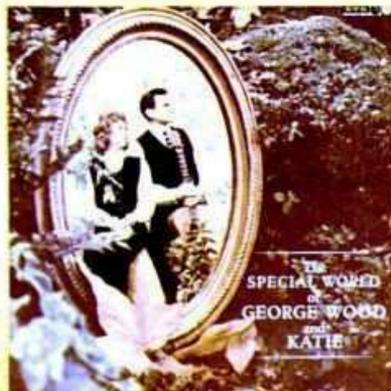
LOVE THEME FROM "CLEOPATRA" and others—David Rose's musical portrait of Elizabeth Taylor! E/SE-4144



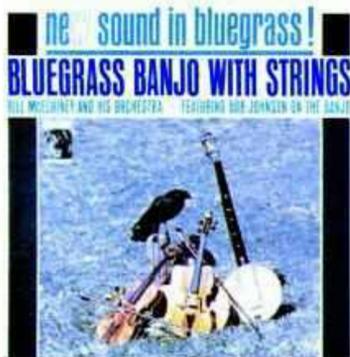
SHE LOVES ME—Original Cast magic on two LPs; stars Daniel Massey, Barbara Cook, Broadway Cast! E/SE-4118 OC-2



LENA LIKE LATIN—Charter Records presents the fabulous Lena Horne in a fiery Latin mood! CLM/CLS-106



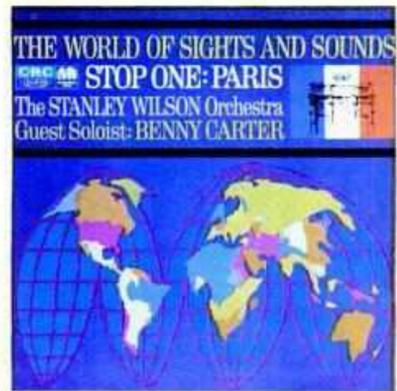
THE SPECIAL WORLD OF GEORGE WOOD AND KATE—Ava Records presents a new and exciting folk pair! A/AS-17



BLUEGRASS BANJO WITH STRINGS—The new sound in bluegrass; Bill McElhiney orch. with Bob Johnson! E/SE-4135



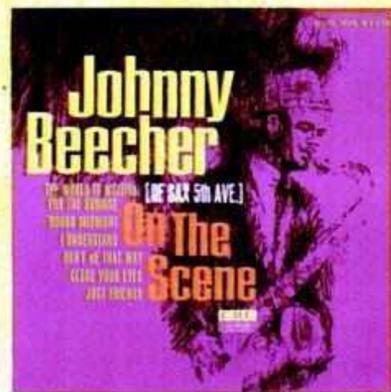
MUSIC FROM "SHE LOVES ME"—Danny Davis Orch. and chorus play hits from "She Loves Me!" E/SE-4134



THE WORLD OF SIGHTS AND SOUNDS—Paris by Stanley Wilson Orch. with Benny Carter, on Charter! CLM/CLS-105



KOL NIDRE IN MOSCOW—An on-the-spot recording cut in Moscow of a moving Kol Nidre service! E/SE-4157



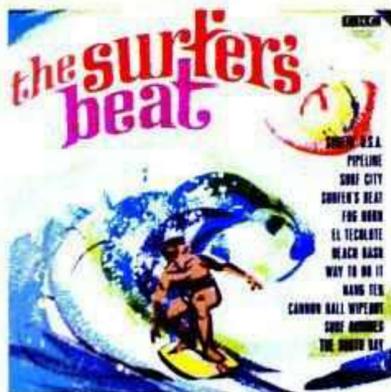
JOHNNY BEECHER ON THE SCENE—The Sax Fifth Ave. sound of Beecher in an all-new Charter Record! CLM/CLS-104



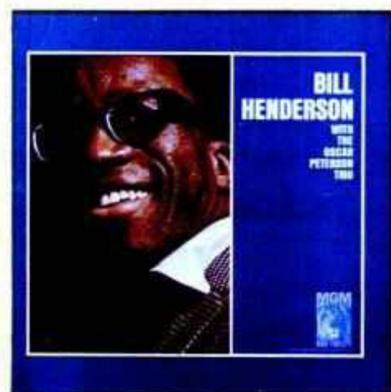
HOOTENANNY!—A round-robin folk fest by eight great groups and soloists! All folk favorites! E/SE-4154



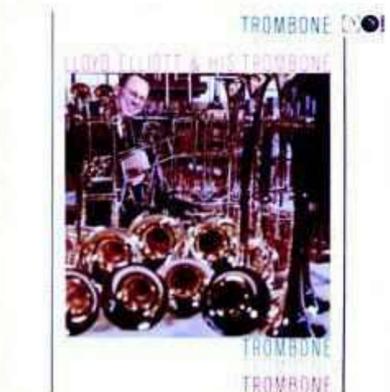
BROADWAY SHOW STOPPERS—Paul Lavalle and the band of America play hits from hit Broadway shows! E/SE-4148



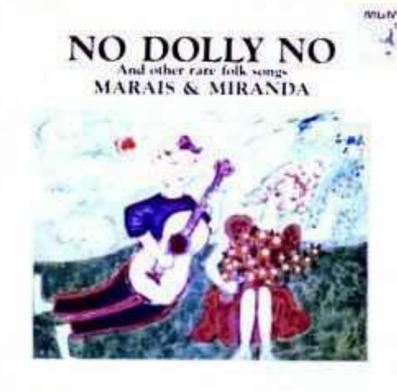
THE SURFER'S BEAT—Charter Records presents the newest set of Surfin' sounds around! A must! CLM/CLS-103



BILL HENDERSON WITH THE OSCAR PETERSON TRIO—Warm and swinging singing of pop favorites! E/SE-4128



LLOYD ELLIOTT AND HIS TROMBONES—Ava Records presents the glowing new Elliott all-brass sound! A/AS-18



NO DOLLY NO—Marais & Miranda sing a festival of rare folk songs from all over the world! E/SE-4143

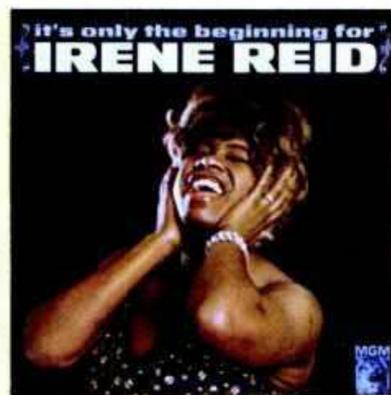
COMING SOON ON AVA RECORDS The Original Sound Track Album "LORD OF THE FLIES"
COMING SOON ON MGM RECORDS The Original Sound Track Album "HOOTENANNY HOOT"



KEYS TO GREATER ALBUM SALES



WARM SOUL—The great Roy Hamilton in a new program of pop favorites, arranged by Marty Manning! E/SE-4139



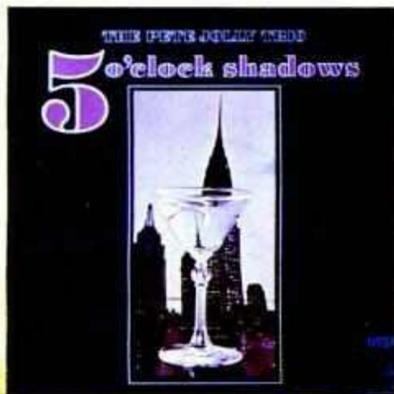
IT'S ONLY THE BEGINNING FOR IRENE REID—A great new song stylist makes her fabulous album debut! E/SE-4159



CRAZY OTTO PLAYS CRAZY TUNES—The international piano favorite cuts all-new keyboard capers! E/SE-4150



DOUBLE DIXIE!—Harry James, a Dixie combo, and the big band do great things to Dixie standards! E/SE-4137



5 O'CLOCK SHADOWS—Pianist Pete Jolly and trio in an all-new program of favorite pop standards! E/SE-4127



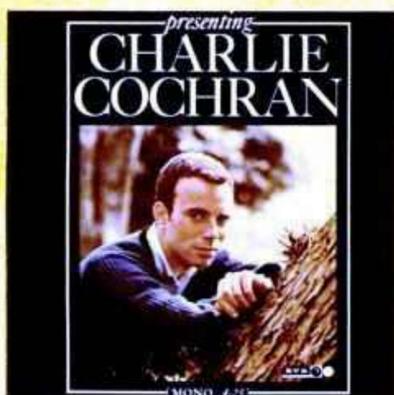
LATIN CARNIVAL—A 21 Channel Sound special by the huge Monte Carlo Light Symphony Orchestra! E/SE-4142



IT WAS A VERY GOOD YEAR—Haunting folk music by the exciting new duo on today's folk scene! E/SE-4153



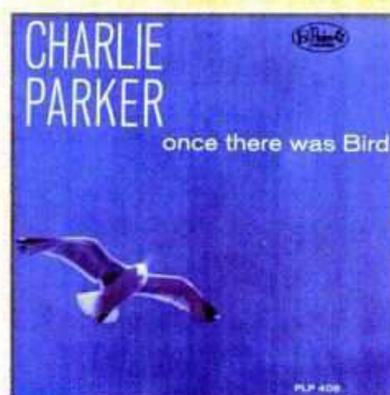
MEMORIES OF PARIS—Pianist Paul Smith in an all-new album of standards with strings and orchestra! E/SE-4057



PRESENTING CHARLIE COCHRAN—Ava Records proudly presents a remarkable debut album by Cochran! A/AS-25



BABY... YOU SHOULD KNOW IT—Ava Records presents Ben Tucker, the new musical personality on the scene! A/AS-27

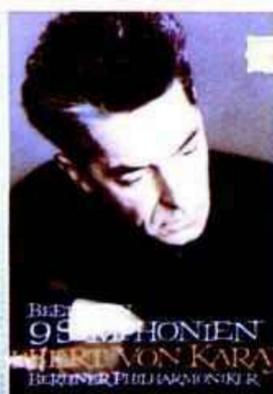


ONCE THERE WAS A BIRD—Fabulous set of Charlie Parker original masters on Parker Records! PLP-408

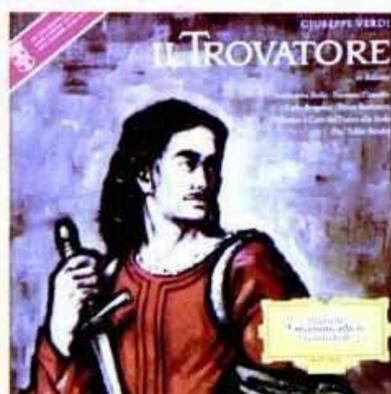


JUST YOU, JUST ME—Newly-discovered sessions by the late tenor sax great Lester Young! Parker Records PLP-409

GREAT CLASSICAL MUSIC FROM DEUTSCHE GRAMMOPHON GESELLSCHAFT



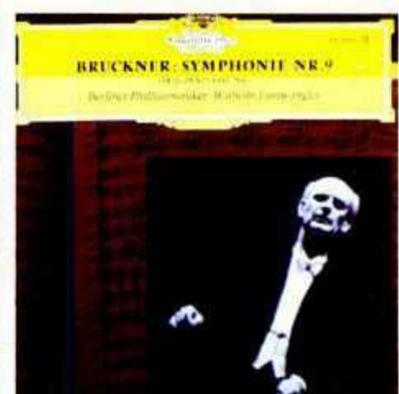
BEETHOVEN: THE NINE SYMPHONIES—Boxed set, 8 LPs by Berlin Philharmonic, von Karajan! KL1-8, SKL 101-108



VERDI: IL TROVATORE—Complete, with Bastianini, Stella, La Scala Orch! Libretto. LPM 18/SLPM 138 835-6-7



CHERUBINI: REQUIEM IN D MINOR—Czech Philharmonic Orch / Chorus, Markevitch, Cond. LPM 18/SLPM 138 795



BRUCKNER: SYMPHONY NO. 9 IN D MINOR—Berlin Philharmonic Orch., Furtwangler, Cond. Mono only. LPM 18 854

ALSO NEW ON DGG: VIVALDI: GLORIA/CREDO—Maria Stader, Orch. & Chorus Florence May Festival, Bartoletti, cond. LPM 18/SLPM 138 788
 DEBUSSY: PRELUDES, BOOK 1—Brilliant new recording by pianist Monique Haas! LPM 18/SLPM 138 831 See D G G distributor list following this section



THE JAZZ AND WIT OF AMERICA ARE ON VERVE



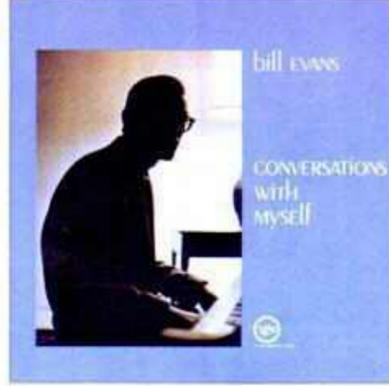
ELLA AND BASIE!—Fabulous meeting of Ella Fitzgerald and Count Basie's band; a record event! V/V6-4061



!!!MORE!!! (theme from *Mondo Cane*) **KAI WINDING** FEATURING **KENNY BURRELL**—An album of new-sound surfin' specials with Kenny Burrell! V/V6-8551



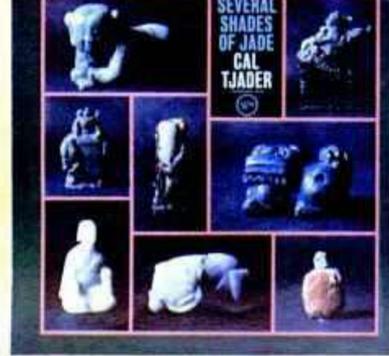
PRESENTING JERRY STILLER & ANNE MEARA—America's new comedy sensations in their hilarious album debut! V-15038



CONVERSATIONS WITH MYSELF—Triple-dub solo piano by the greatest improviser in modern jazz! V/V6-8526



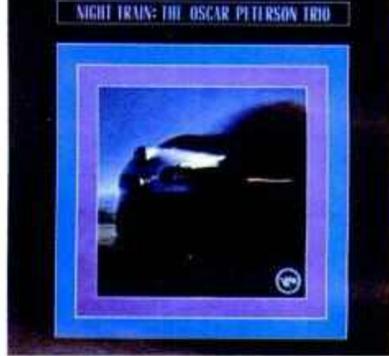
LIL' OL' GROOVEMAKER . . . BASIE!—All-new Quincy Jones charts by the roaring Basie orchestra! V/V6-8549



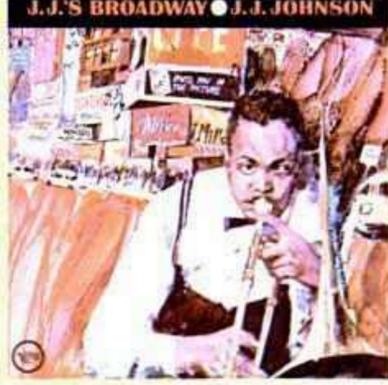
SEVERAL SHADES OF JADE—Cal Tjader's new sound of jazz from the Far, Near, and Middle East! V/V6-8507



GERRY MULLIGAN MEETS STAN GETZ—Historic encounter of two modern jazz saxophone giants! V/V6-8535



NIGHT TRAIN—The Oscar Peterson Trio swings through jazz standards with fire and drive! V/V6-8538



J.J.'S BROADWAY—J.J. Johnson and his group play hit tunes from today's big Broadway successes! V/V6-8530



SAMBA PARA DOS—Bossa Nova for two by Lalo Schifrin and Bob Brookmeyer. Exciting Latino jazz! V/V6-8543



FULL NELSON—Oliver Nelson plays alto with a big band for which he arranged and conducted! V/V6-8508



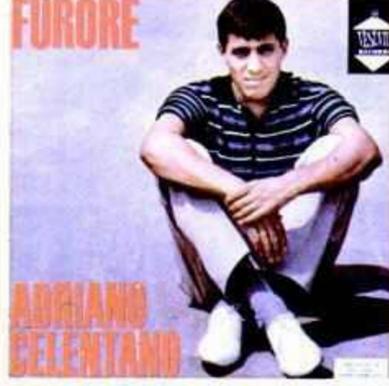
THE COMPOSER OF DESAFINADO PLAYS—Antonio Carlos Jobim's piano with strings in new new music! V/V6-8547

ALSO NEW ON VERVE: **THIS IS ANITA**—Anita O'Day sings pop standards as they've never been sung before, including Honeysuckle Rose, You're The Top, others! V-8483
LAST NIGHT WITH THE DON RANDI TRIO—The West Coast piano sensation cut live at Sherry's in Hollywood; and great trio jazz! V/V6-8524

THE MUSIC OF ITALY—RECORDED THERE—IS ON VESUVIUS



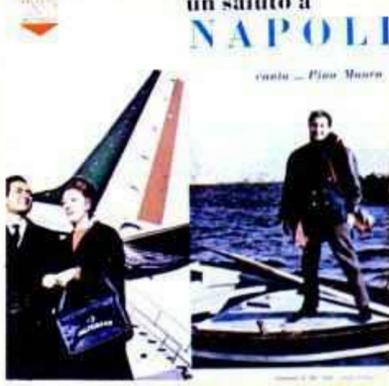
MINA—The continental favorite sings an all-new program of Italian hits in her warm, open style! LP-4416/ST



FURORE—Adriano Celentano in an LP that shows why he's the rage in the Italian music scene! LP-4418/ST



CHARIOT—The great popular sound of Italian music, recorded in Italy, is alive on this set! LP-4419/ST



SALUTE TO NAPLES—Pino Mauro sings the favorite songs of Sunny Naples in great style! LP-4430/ST

ALSO NEW ON VESUVIUS RECORDS: **THE COUNT OF LUXEMBOURG**—The Franz Lehar operetta classic sung by an all-star Italian Cast; new and exciting listening! LP 1313/ST; **RITORNO ALL'OPERA**—Cesare Gallino in Vol. 4 of this series of albums featuring operetta and light opera favorites! LP-1314/ST; **SALUTE TO CALABRIA**—Italy's province of Calabria is saluted with the songs of the region! LP-4417/ST; **SALUTE TO SICILY**—Melodies lush and romantic make up this salute to the passionate island just south of Italy! LP-4427/ST; **AERONAUTIC MILITARY BAND**—March music as only the crack Italian Air Corps band could play it! LP-4429/ST


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Grammophon
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and

ARCHIVE PRODUCTION

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and Archive
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through the
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H-E-R-D Spells Excitement

Must Be Music, Sure Ain't Decor

By JACK MAHER

NEW YORK — Woody Herman calls his current Thundering Herd "the band that sells excitement." Nothing was more evident at the wailing ensemble's latest Metropole stand where the charging outfit has been drawing capacity houses night after night for the past two weeks.

Owner Ben Harriman says the band has broken all existing records two weeks running at his jaded, Broadway honky tonk and the veracity of his statement was obvious the night this reviewer caught the band, Tuesday (20). The information and impressions reported here were gathered from the street outside the club—there was no in at the room.

It's obvious the people who filled the Metropole were not there to lounge in the exquisite decor, indulge themselves in the enchanting cuisine or the elegant service. The joint has none of these. The people were there to dig an exciting band.

This band has grown in stature. It was once a good band; it is now a great band. Unlike other Herman Herds, this band is not filled with a multitude of outstanding and electrifying soloists. After something like a year of working together, however, with a minimum of personnel changes, the band is now a full-grown thing which can shout in a single emotional voice.

Herman and his troupe have something of a hit LP in "Encore" on the Philips label. The excitement is even more evident in person than in the grooves of

(Continued on page 48)

TV IS THE THING NOW

NEW YORK—In addition to a deluge of bookings, the Woody Herman band is being sought by a number of major TV shows. Appearances on the Jerry Lewis stanza have been increased from one to three. There is also a Judy Garland show shot in the offing for next season. Canadian TV will film a show to be shown over CBC, Montreal.

REVIEW

Can See Saye, Can Dig Anamari

Inconspicuously housed in the folk-jazz mesh along Blecker Street, at a club called the Surf Maid, are the mighty conspicuous talents of pianist Joe Saye and singer Anamari Schofield. Saye's piano stylings are the epitome of taste and sophistication and are notably sprinkled with a good deal of humor. His arrangements range is influenced from the Baroque to smooth jazz, and frequently mounts to symphonic proportions. Anamari, who doubles as cocktail waitress (or is it the other way around) has a most unusual voice and an unusual capacity for fondling a lyric until the listener can almost feel it. Her renditions of "He Never Mentioned Love," and, on the up-side, "Gypsy in My Soul," fall into the realm of memorable experience. Together, they make a remarkable amount of music.

Later for Those One Night Gigs

NEW YORK — The Woody Herman big band continues as the phenom act in the jazz world. The ork not only has a solid album on the pop LP charts ("Encore" on the Philips label is No. 136 this week), but manager Abe Turchin is blocking out in-person appearances in two and three week stands through October 1964.

Turchin is most emphatic about these extended bookings. He believes that one-nighters "kill a big band." He is convinced long, exhausting travel jumps night after night sap the vitality of an orchestra and lead to dissension among its members.

Typical of his thinking are the current and future bookings at the Metropole in this city. The current Herman herd has broken all existing records at the brassy, Broadway bistro in its last two weeks. (See separate review this page.) And is booked for nine weeks next year. The band was scheduled for six in 1963. The nine weeks in 1964 are being laid out in two and three week chunks and the club would gladly use the band for an additional two, when Turchin can find the dates.

Typical, too, is the 1964 booking for Hurray's (Reno) and Lake Tahoe, Nev. The band plays from August 20 through the end of September in these two locations in 1964. The same thinking is behind bookings in Los Angeles which run from January 22 through February 4 and Las Vegas where the ork will play from January 1 through 21.

On the international front,
(Continued on page 48)



ATLANTIC RECORDING STAR Hank Crawford is one of the jazz musicians whose recordings are snapped up by the pop music fans as well. Hank's latest Atlantic album, "Soul of the Ballad," and the single released from the LP, "Anytime," backed by "Blueberry Hill," are already establishing new sales records for the popular saxophonist. (Advertisement)

Great Piano From Curtain

NEW YORK — There's a pianist behind the Iron Curtain that has mightily impressed the few jazz observers who have heard him. The pianist's name is Ianci Korossy and he has a few recordings on the State-owned Supraphon label. Unfortunately these records are not generally available in the United States.

Two recordings that have been heard, however, show the unique Korossy artistry. One of these recordings is a 10-inch LP titled "Jazz Recital," the other a 45-r.p.m. EP in which he plays his own compositions. Practically unheard of in the West, Korossy has maintained a solid though quiet reputation in his native Rumania, Czechoslovakia and Hungary.

His style of playing is hard-hitting and percussive, with a melodic line that has touches of Tatum, early Shearing and Tristano. In the EP of his own compositions Korossy has a dedication to Erroll Garner called "Fly to Erroll" that is as touching as it is delightful. On it the pianist duplicates the
(Continued on page 48)

Angels Back Mooney Return Bid

NEW YORK—Top level recording executives from major and large independent labels are auditioning tapes for a new LP which could mark the return of Joe Mooney, pianist, organist and singer to the full-time recording wars.

The tapes were first played at a special cocktail party thrown in honor of the jazz favorite of a decade ago at the Living Room, fashionable East Side club here.

A myriad of important disk executives, writers, musicians

and critics turned out to welcome Mooney back to New York. No contract for a prospective LP will be signed until all interested a.&r. men have had a chance to hear the tapes.

Bringing Mooney back to the disk wars was the inspiration of Kay Finegan who financed the trip back to this city and the album by selling shares of stock in the artist's work. Backers are all drawn from non-show busi-

ness types, many of whom enjoyed his work in Florida where he has been working for almost 10 years.

Kay Finegan is currently working on club dates and advertising jingle possibilities for Mooney, which he hopes will fall into place within the next few weeks. She has already landed a September 3 Johnny Carson TV slot and a segment on Joe Franklin's "Memory

Lane" WOR-TV show August 30.

Besides the tapes of Mooney performances, the artist's supporters are armed with testimonials and instructions to tracks and tunes by some of the leading musical lights of the pop and jazz worlds. A few of the names contributing are Frank Sinatra, Paul Whiteman, Johnny Mercer, Tony Bennett, Gordon Jenkins and Jimmy Van Heusen.

WOR-TV Begins Weekly Jazz Seg

NEW YORK—"Jazz Scene, U.S.A.," a new weekly jazz series, is slated for showing on WOR-TV, channel 9, in this city beginning Friday, October 4. The half-hour segment will have a permanent host in Oscar Brown Jr., and each program will be devoted to showcasing of the talents of only one instrumental group or soloist. Slated for early showing are Anita O'Day, Big Miller and Nancy Wilson among the vocalists. Jazz groups include Stan Getz, Cannonball Adderley, Earl Hines, Shelly Mann and the Stan Kenton ork. The series is set for a 26-week run.

coming on this page . . . September 21

special coverage of

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THE BITTER END:

My Son, The Non Folk Singer

Leon Bibb is the current attraction at the Bitter End, and the singer's popularity has drawn full houses since his opening there August 14. Bibb is a talent of rare gifts. He has a lush, trained baritone; he's handsome and personable, and

he has excellent backing—but the parts, somehow, don't connect. Something is missing. His performance lacks excitement, or did the night this reviewer caught him.

Bibb's performance suffers mainly because he's not really a folk singer — whatever that means. He fails to convince that he really believes the lyric.

He is fully aware of all the theatrical uses of lighting, vocal inflection and soulful expression but in his hands they become obvious tools of the trade. Bibb needs someone to shake him and say, "C'mon, Leon. Once more, with feeling." It's pretty frustrating watching watching all the potential being mishandled.

Bibb would be a knockout act on a Broadway stage, or even as a night club act but not a folk singer.

On the bill with Bibb is a young Texan worth watching. His name is Shawn Philips, and the boy has fire. He plays a mean guitar and has a memorable twang in his voice (which is mighty big). Philips is a natural, and when he lets go with his renditions of "Frankie and Johnny," "Greenback Dollars," and particularly his closer, "You Know My Name," the atmosphere sizzles. United Artists has signed Philips to record for them.

BARRY KITTLESON

'F' for Folk Is 'A' Grade On Campus

PHILADELPHIA—The college campus looms bigger than ever as the green pasture for the one-night field, according to Bill Honney, local theatrical agency head. Already entrenched in the campus booking field, Honney looks forward to a real boom in college buying for both jazz and folk offerings.

Located in the heart of a rich college area embracing over 200 schools, Honney has already set for the fall semester Richard Maltby's ork at Gettysburg College, Gettysburg, Pa.; Theodore Bikel and Dave Brubeck at the University of Pennsylvania here; the Phoenix Singers at Franklin and Marshall College, Lancaster, Pa., and the Glenn Miller

(Continued on page 48)

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Stan Getz will play the Westbury Music Fair (26) prior to his opening (29) at Basin St. East for two weeks. . . . On the bill at the Copa with Jerry Vale is comic **Ronnie Martin**. . . . **George Kirby** breaks them up at the Glen Casino, Williams-

ville, from August 26 through September 1. . . . The **Blenders**, currently on the charts with "Daughter," are at the Apollo through Thursday. . . . **Peter Nero**; **Peter, Paul and Mary**, and **Odetta** will share the spotlight at the Carter Barron Amphitheatre

in Washington from August 26-31. . . . **Miriam Makeba** will be the final attraction this season at the Berkshire Music Barn (1). . . . Labor Day weekend will find **Allan Sherman** at Freedomland, and the **Highwaymen** at the Long Island Fair.

MIDWEST

Following her gig at the Ohio Jazz Festival, **Nina Simone** opens for one week at the Minor Key in Detroit (27). . . . The **Smothers Brothers** will be featured at the Minnesota State Fair. . . . **Oscar Peterson** opens at the Embers, Indianapolis, on August 26 for one week. . . . The **Osmond Brothers** will be featured at the Du Quoin Fair in Illinois.

WEST

The **Harry Belafonte** company is packing the Greek Theater in Los Angeles through September 7. . . . **Earl Wrightson** and **Lois Hunt** will appear in concert at the Hollywood Bowl (31). . . . **Jimmy Smith** will be playing the Jazz Workshop in San Francisco through September 1. . . . **Les Baxter's Balladeers** are booked into the Pasadena Icehouse on August 27 for four weeks plus.

TALENT TOPICS

NEW YORK

The peripatetic **Jimmy Dean** winds up a round of fair appearances with performances at the New York State Fair in Syracuse, and the Nebraska State Fair in Lincoln, on August 30-31 and September 1-2 respectively in order to devote full time to his new ABC-TV stanza scheduled for a Thursday outing this fall. . . . **Sue Kenny** recorded an album live during her engagement at Geide's on Long Island for Tribute Records. . . . While in Nashville, to record two new sides for MGM Records, **Vaughn Meader** fulfilled one of his long-time ambitions; he appeared on the broadcast of Grand Ole Opry and gave out with a Western tune. Meader, incidentally, has been engaged to return to the Blue Angel in October, which makes his fifth gig in the East Side supper club.

Along with **Brenda Lee** and **Bobby Rydell**, **Dion** enjoyed his first experience performing in a book musical this summer. He portrayed the role of Bat Mas-

(Continued on page 48)

TV GUEST APPEARANCES BY RECORD TALENT

AUGUST 26-SEPTEMBER 1
(All Times Eastern Daylight Saving)

- MONDAY 25—JOANIE SOMMERS, BUD & TRAVIS**
Songstress and ethnic duo will be seen tonight on the Westinghouse syndicated Steve Allen show.
- TUESDAY 27—CAROL CHANNING, JULIUS LA ROSA**
Both artists will play a return engagement on the Keefe Brasselle show (CBS-TV, 10-11 p.m.).
- TUESDAY 27—SAM COOKE**
Cooke will appear with guests Eva Gabor and Milt Kamen on the Tonight show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).
- TUESDAY 27—KYU SAKAMOTO**
Japanese recording star will be seen on the Steve Allen show.
- WEDNESDAY 28—JOANIE SOMMERS, OSCAR BROWN JR.**
Both will appear tonight on the Steve Allen show.
- THURSDAY 29—COUNT BASIE SEXTET, LISA KIRK, ALLAN SHERMAN, LES BAXTER'S BALLADEERS**
All will join host Vic Damone on the Lively Ones (NBC-TV, 9:30-10 p.m.).
- THURSDAY 29—OSCAR PETERSON TRIO**
Jazz group will play "Gravy Waltz" on the Steve Allen show.
- FRIDAY 30—PETER NERO**
In California for Hollywood Bowl performance, Nero will join the cast the Steve Allen show.
- FRIDAY 30—FERRANTE & TEICHER**
U-A's popular piano duo will be seen on the Tonight show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).
- SUNDAY 1—SOPHIE TUCKER, ROBERT GOULET, BRENDA LEE, JACKIE MASON**
All will be on hand to celebrate Miss Tucker's 75th birthday on rerun of the Ed Sullivan show (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



WAYNE NEWTON
(Capitol)

B.O.: GAC. **PM:** T. M. Music, Inc. **HOME TOWN:** Phoenix, Ariz. **AGE:** 20. **BACKGROUND:** Wayne Newton and his brother Jerry have been in show business for a good many years. Their first break came in 1956 when they were invited to appear at the Hotel Fremont's Carnival Room in Las Vegas. They returned to the Fremont from then on

for an average of six months yearly. The Newtons played the Southwest circuit concurrently, but their biggest break came in 1962 when they got their first national exposure on the opening Jackie Gleason show. Bobby Darin caught Wayne on that telecast and signed him. Darin produced Wayne's first disk, "Heart," and placed it with Capitol earlier this year. This was followed by "Danke Schoen," which has headed him towards the top of the chart.

LATEST SINGLE: "Danke Schoen," b/w "Better Now Than Later," has been on the Hot 100 for eight consecutive weeks.

Hebrew 'Fidelio' Is Controversial

TEL AVIV — Conducting a concert production of Beethoven's only opera, "Fidelio," American conductor and dean of Pittsburgh Symphony William Steinberg, caused quite an excitement whipping the orchestra and international soloists (headed by Jan Peerce and Hilde Zadek) into a performance that became the highlight of the Israeli Music Festival. Some people resented the Hebrew narration interwoven by the conductor into the performance (translated from the English version by American Edwin Denby).

They claimed that the explanation was superfluous and interfered with the flow of the music and singing. Others ex-

(Continued on page 48)

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SUNDAY AT THE PARK: More than 20,000 persons turned out recently for The Nashville Tennessean's Centennial Park Concert to hear headliners Flatt and Scruggs. Park officials said crowds of such size haven't been seen at the park since the days of war bond drives during World War II.

Davis Sets N. Y. Garden Dates; 3 Western Stands Chalk \$54,000

CINCINNATI—Oscar Davis, nationally known country music impresario, last week confirmed the report that he is taking country music spectacular featuring some 25 name c.&w. acts into New York's Madison Square Garden next May. The deal has been in the formative stage for several weeks, but dates were finalized last week as Friday and Saturday, May 15 and 16. For the New York venture, Oscar has become associated with Vic Lewis, Toledo promoter, to form a corporation known as Spectacular, Inc.

Davis is still confined to Room 619, Holy Cross Hospital, Silver Spring, Md., as the result of a stroke four weeks ago which partially paralyzed his left side. In a phone conversation, Davis revealed that he is mending

nically and expects to be back on the road again in a month or so.

A Davis-promoted package, featuring Hank Snow and His Rainbow Ranch Boys, Webb Pierce, Carl Smith, Carl and Pearl Butler, Ferlin Husky, George Jones and Lefty Frizzell, chalked up a hefty \$54,000 gross in three one-day stands in Denver, August 16; Portland, Ore., 17, and Oakland, Calif., 18. Box-office take in Denver hit \$18,000; Portland, \$22,000, and Oakland, \$14,000, according to Shelley Snyder, a Davis associate. Connie B. Gay, one of the organizers and first president of the Country Music Association, handled the promotion on the

Wilburns Wow 'Em Again

JACKSON, Miss.—The cast of the Wilburn Brothers' country music TV show played to 14,000 paid in a return engagement here Tuesday night (20). The same unit played to 16,000 people here just four weeks ago. With the Wilburns on the engagement were Loretta Lynn, Harold Morrison, Don Helms and Tommy Jackson.

three dates, assisted by Col. Joe Goetz.

W. E. (Lucky) Moeller, executive vice-president of the Jimmy Denny Artists Bureau, Nashville, and talent director for Davis, is presently lining up another Davis country name package for the War Memorial, Syracuse, N. Y., October 19, and Boston Gardens, Boston, October 20.

COUNTRY MUSIC CORNER

By BILL SACHS

Clyde Beavers and the Bill Carlisle Trio show their wares at Glen Echo Park Ballroom, Glen Echo, Md., September 6-8. . . . Glenn Barber's "How Can I Forget You" b.w. "Rain Check," which was pressed at Standard in Nashville August 20, is slated for release this week. Sides were produced by Slick Norris. . . . Little Richie Johnson is back at his Belen, N. M., headquarters from a road trip which took him as far as Miami, promoting Faron Young and Earl Scott releases. Little Richie infos that he has a new Capitol recording by Jan Howard which he'll mail out to deejays who'll write him on their station letterhead. Box 3, Belen, N. M., will reach him.

Johnny Cash has recorded his current clicker, "Ring of Fire," in Spanish for release in Spain, Mexico and South America. The flip side is his soon-to-be-released "The Great Matador." September bookings for the Cash show stack up as follows: Coliseum, Greensboro, N. C., September 6; Coliseum, Charlotte, N. C., 7; Dorton Arena, Raleigh, N. C., 8; Auditorium, Ottawa, Ont., 11; Auditorium, Verdun, Que., 12; Auditorium, Bangor, Me., 13; Lord Beaverbrook Rink, St. John, N. B., 14; Lone Star Ranch, Reed's Ferry, N. H., 15; White Horse Bowling Academy, Trenton, N. J., 20; Armory, Washington, 21-22; "Hootenanny" TV show at Southern Methodist University, Dallas, 30. On October 5-6 the Cash troupe plays City Center Ballroom, New York, after which Johnny flies to Europe for a 12-day tour of England and Ireland starting September 9.

Station WCMS, Norfolk, Va., rounded out its summer road show activity with a big free show August 24, featuring Don Gibson, Bill Monroe and His Bluegrass Boys and Jim Eanes and the Shenandoah Valley Boys, with WCMS' Four Horse-

men handling the emcee chores. . . . Dick Flood and His Searchers are due in the Norfolk, Va., sector the first week in September for more shows at the various military installations. . . . Mel Price and the Sante Fe Ramblers are playing military clubs in the Tidewater area around Norfolk, Va. . . . Station WCMS, Norfolk, has another "Country Style U.S.A." deal slated for October 6, this one to feature Webb Pierce, Ferlin Husky, Roy Drusky and the Louvin Brothers. . . . Carolina Charlie, the "Swingin' Cat in the Cowboy Hat," and the Four C's are still ripping 'em up around the Tidewater area, with dances every night and hootenannies in the afternoon, weather permitting.

MLH Enterprises' new syndicated show, "Country Music Scene," will be aired in a number of markets beginning October 1. The 15-minute seg, based on MLH's syndicated newspaper column, takes the listeners behind the scene of c.&w. music. It is offered free for the asking to all stations promoting country music. Contact MLH Enterprises at Box 35, Topeka, Kan., 66601. MLH produced the country music show for the Sixth Annual Farmers' Round-Up Days held recently in Amboy, Ill. Show spotlighted Zeb Lewis and His Country Lads, Don Teague and Red Harrison, Kitty Hawkins, Jerry Hoover and Bob Shepard, and was emceed by Jim Lengyel, Council Bluffs, Ia.

Texas Tony Merrill is in Hollywood for shooting of a new TV pilot film. . . . Sonny Campbell and His Country Capers, now working out of Sonny's hometown, Middle Valley, N. Y., have signed a booking pact with the Smokey Warren Agency, Linden, N. J. Campbell etches on the Carlton label. . . . Shorty and Smokey Warren take their

(Continued on page 47)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/31/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE Johnny Cash, Columbia 42788	13
2	2	ABILENE George Hamilton IV, RCA Victor 8181	12
3	6	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	11
4	3	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	14
5	4	GUILTY Jim Reeves, RCA Victor 8193	8
6	7	DETROIT CITY Bobby Bare, RCA Victor 8183	9
7	5	ACT NATURALLY Buck Owens, Capitol 4937	21
8	8	YOU COMB HER HAIR George Jones, United Artists 578	9
9	9	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	18
10	10	SANDS OF GOLD Webb Pierce, Decca 31488	11
11	12	MAKE THE WORLD GO AWAY Roy Price, Columbia 42827	4
12	11	TIPS OF MY FINGERS Roy Clark, Capitol 4956	9
13	13	HEY LUCILLE! Claude King, Columbia 42833	3
14	17	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	7
15	14	LOVING ARMS Carl Butler & Pearl, Columbia 42778	9
16	15	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	25
17	26	IN THE BACK ROOM TONIGHT Carl Smith, Columbia 42768	2
18	19	DOWN TO THE RIVER Rose Maddox, Capitol 4975	11
19	16	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	7
20	-	HAPPY TO BE UNHAPPY Gary Buck, Petal 1011	3
21	20	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	4
22	30	8 X 10 Bill Anderson, Decca 31521	2
23	-	AIN'T GOT TIME FOR NOTHIN' Bob Gallion, Hickory 1220	1
24	22	I GAVE MY WEDDING DRESS AWAY Kitty Wells, Decca 31501	3
25	-	ANYTHING NEW GETS OLD Don Gibson, RCA Victor 8192	1
26	27	SWEETHEARTS IN HEAVEN Buck Owens & Rose Maddox, Capitol 4992	4
27	-	LOOSE LIPS Earl Scott, Mercury 72110	5
28	25	HEART, BE CAREFUL Billy Walker, Columbia 42794	3
29	29	HALL OF SHAME Melba Montgomery, United Artists 576	2
30	-	WE'RE THE TALK OF THE TOWN Buck Owens & Rose Maddox, Capitol 4922	4

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station WMOE, Mobile, Ala., takes to the air in mid-September with 50,000 watts at 1550 k.c.'s, and country all the way. Artists and diskeries may shoot releases to Sammy David at Box 1402, WMOE, Mobile. . . . Tom Reeder has returned to the Washington area to conduct a six-hour-a-day platter show on WDON, Wheaton, Md. Tom will continue to handle the personal management on country singer Clyde Beavers and plans to open offices soon in Washington for Ka\$h Records and Tom-Cat Publishing, with headquarters in Nashville. . . . Station WPHC, Waverly, Tenn., which takes to the air for the first time the second week in September, will program two hours of c.&w. material each day, with the rest

coming from the Hot 100. Bill Stewart, WPHC program director, puts in a plea for spinning material. He asks that disks be mailed to WPHC, P. O. Box 368, Waverly, Tenn.

"Need c.&w. records," hollers Byron Stokes, who mans the turntables at KLLA, Leesville, La. . . . Fem deejay Pat Boyd, off the air for more than a year, has just kicked off a two-and-a-half-hour show, "Hootenanny—Country Style," on Station WJEF-Radio, Grand Rapids, Mich., to run six nights a week. "My record library looks like Old Mother Hubbard's cupboard," pipes Pat. "Would appreciate hearing from artists and diskeries with records they'd like

(Continued on page 47)

PETE SEEGER



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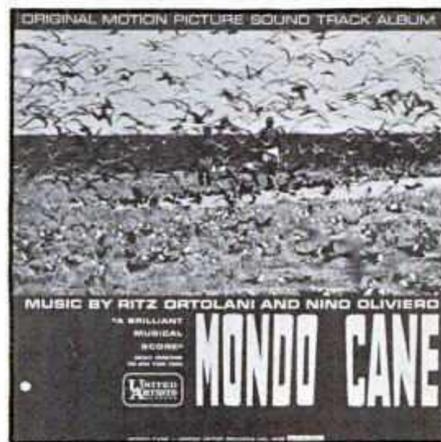
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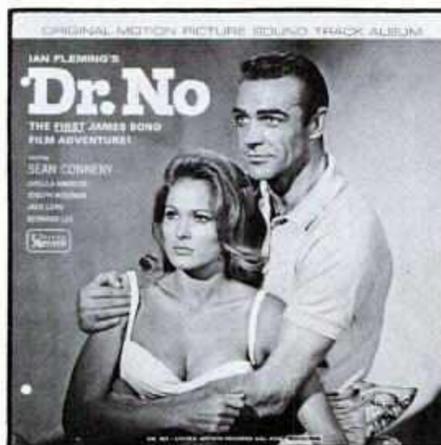
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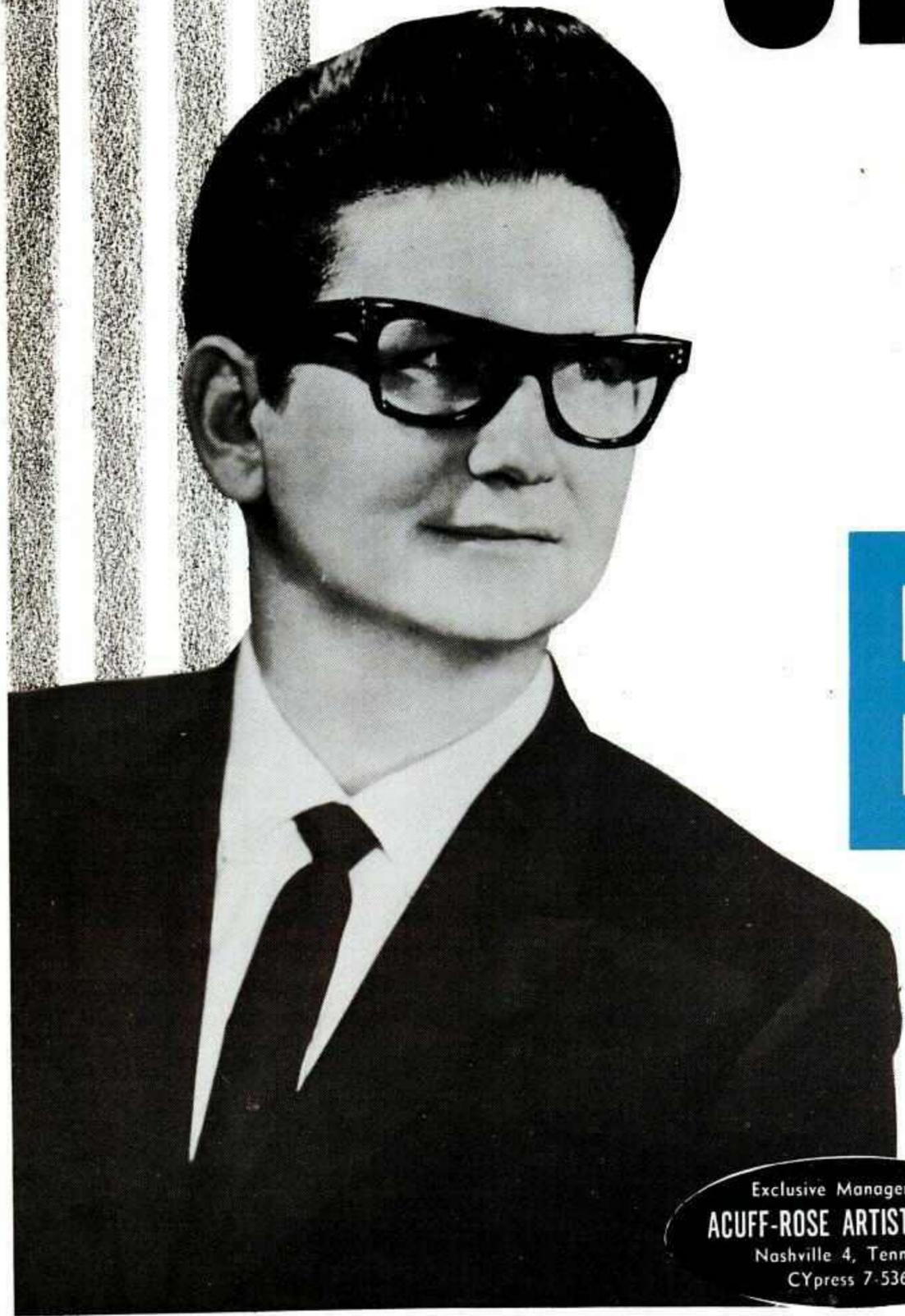
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monument
record corporation, hendersonville, tenn.

RHYTHM & BLUES

Negro Hirings On Slow Rise

• Continued from page 3

liam Matney when he takes over the responsibility of 10 newscasts on Sundays over NBC's owned TV outlet in Chicago, WNBQ. Matney will also handle additional air work on the station's increased fall news schedule. Matney's only on-camera appearances to date have been on newsreel interviews he's conducted.

WWDC radio in the nation's capital has hired Cal Hackett as music librarian. Hackett, a native Washingtonian, was formerly with the Negro-oriented WOOK (D.C.) as an air personality.

In addition to staff appointments many radio stations are lending their frequencies to the exploration of civil rights issues. Among the many outstanding program exploration is RKO General Broadcasting's series called "In Search of a Solution: Civil Rights." The series, which began on WOR-TV here, August 19, is a continuing TV-radio symposium expressing the individual ideas of national and local leaders on how best to resolve the civil rights crisis, peacefully and justly.

All 12 radio and TV stations of RKO General Broadcasting—in New York, Los Angeles, San



CAL HACKETT, newly appointed music librarian of WWDC Radio, Washington, gets right to work sorting the hundreds of records that are sent to the station each week.

Francisco, Washington, Detroit, Boston and Memphis will participate.

WINS here will air twice (August 25 and 27) a full hour documentary-editorial on civil rights, narrated by WINS general manager, Mark Olds. "The Unfinished American Revolution—Part II" was aired Sunday (25) at 8 p.m. with a 11 p.m. repeat scheduled Tuesday (27). The repeat broadcast is deliberately timed for airing on the eve of the march on Washington.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/31/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	FINGERTIPS (Part II) 10 Little Stevie Wonder, Tamla 54080	10
2	4	MOCKINGBIRD 11 Inez Foxx, Symbol 919	11
3	7	HEAT WAVE 4 Martha & Vandellas, Gordy 7022	4
4	6	THE MONKEY TIME 5 Major Lance, Okeh 7175	5
5	3	JUST ONE LOOK 11 Doris Troy, Atlantic 2188	11
6	25	MY BOYFRIEND'S BACK 2 Angels, Smash 1834	2
7	14	FRANKIE AND JOHNNY 4 Sam Cooke, RCA Victor 8215	4
8	2	PRIDE AND JOY 14 Marvin Gaye, Tamla 54079	14
9	16	PART TIME LOVE 3 Little Johnny Taylor, Galaxy 722	3
10	17	IT'S TOO LATE 4 Wilson Pickett, Double L 717	4
11	15	HEY GIRL 5 Freddie Scott, Colpix 692	5
12	8	MEMPHIS 7 Lonnie Mack, Fraternity 906	7
13	20	IT WON'T BE THIS WAY (Always) ... 7 King Pins, Federal 12484	7
14	23	JUDY'S TURN TO CRY 4 Lesley Gore, Mercury 72143	4
15	13	CANDY GIRL 5 4 Seasons, Vee Jay 539	5
16	12	WIPE OUT 6 Surfaris, Dot 16479	6
17	5	EASIER SAID THAN DONE 10 Essex, Roulette 4494	10
18	21	SURF CITY 9 Jan & Dean, Liberty 55580	9
19	11	SO MUCH IN LOVE 10 Tymes, Parkway 781	10
20	—	MICKEY'S MONKEY 1 Miracles, Tamla 54083	1
21	10	MY TRUE CONFESSION 9 Brook Benton, Mercury 72135	9
22	18	MAN'S TEMPTATION 5 Gene Chandler, Vee Jay 536	5
23	9	(You're the) DEVIL IN DISGUISE ... 6 Elvis Presley, RCA Victor 8188	6
24	—	CUT YOU A-LOOSE 1 Ricky Allen, Age 29118	1
25	26	I (Who Have Nothing) 5 Ben E. King, Atco 6267	5
26	—	SURFER GIRL 1 Beach Boys, Capitol 5009	1
27	27	MARTIAN HOP 2 Ran-Dells, Chairman 4403	2
28	29	THESE FOOLISH THINGS 4 James Brown & the Famous Flames, King 5767	4
29	—	THEN HE KISSED ME 1 Crystals, Philles 115	1
30	—	DOWN THE AISLE 1 Patty LaBelle & Blue Bells, King 5777	1

MUSIC AS WRITTEN

NEW YORK

Atco has picked up the distributing rights to the Moon-glow recording by the **Righteous Brothers** called "My Babe." ... **Sal Saffian**, formerly of GAC, has joined **Bob Astor's** Continental Booking Agency. ... **Tom Archer** of the Val-Air Ballroom in Des Moines and other ballrooms in the West, died two weeks ago (5) in Des Moines at the age of 68. He was past president of the National Ballroom Operators Association. ... **Alex Kramer's** Southside Music is co-publisher of the tune "Drummer Man," by **Phil Johnson**, which the latter recorded recently for Almont. ... Kramer has Johnson under personal management. ... **Art Ford**, WINS, New York, deejay, married **Renee Simmons** two weeks ago, and the pair left for a Bermuda honeymoon.

Mr. and Mrs. Harold Mantell became the parents of a daughter, **Eva**, last week. Mrs. Mantell is one of the founders of Caedmon Records. Father runs a public relations firm. ... Promoter **Ed Hurvitz** has two art-

ists, **Willy Zango**, and **Richie and the Renowns**, set for the **Chuck Stevens** show, WXTR, Providence, R. I., on August 30. ... **Larry Newton** tells us that ABC-Paramount has purchased the master "Kidnapper," by **Jewel** and the **Rubies**, formerly on the La Louisianne label. Newton made the deal with **Carol Rachou**. ... **George Maharis** has purchased 50 per cent of the tune "It All Adds Up to Me" for his Geomi music firm, and all of the tune "I'll Be Here Waiting for You," for his Efta music firm. ... **Paul Jonathan Ely** has joined Mills Music as educational and sales rep for Western and Southeastern U. S. ... **Chick Cardale** has joined **Teddy Powell's** music publishing firms. ... **Martha Carson** has signed with the Simms label. ... A new label, **Magna**, has been formed by **R. L. Zeigler** in Beckley, W. Va. ... **Meredith Willson** has penned a new tune for the flick version of "The Unsinkable Molly Brown" called "He's My Friend." ... **Leonard Hodes**, **Richard Barrett** and **Bea Junior** have opened Spectorious Music and Spectorious Records.

Fred Mendelsohn has signed the **Meditation Singers** and the **Southwestern Michigan State Choir** for Savoy. ... The Sonic label has released a single with the **Starfires**, a Chicago group. ... **Danny Winchell** is managing the **Willis Sisters** of Danville, Va. Gals are set for the **Jimmy Dean** TV show, and have signed with ABC-Paramount Records. **William Morris Agency** is their booking firm.

The **Beetles**, hot English hit-makers, will be released on their next U. S. single on the Swan
(Continued on page 48)

Rising Fast!

"BETTY IN BERMUDAS"

P 882

THE DOVELLS

THE BIG ONES ARE ON CAMEO/PARKWAY

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
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"SALLY GO 'ROUND THE ROSES"

by **The Jayetts**

TUFF #369

CHESS

PRODUCING CORP.

2170 S. Michigan Chicago 16, Ill.

"JUST A LITTLE BIT"

b/w

"A WOMAN WITH SOUL"

JERRY BUTLER

Vee Jay #556

VEE JAY RECORDS

1449 S. Michigan Ave. Chicago 5, Ill.

MAMMA SAID IT'S ALL RIGHT

by

TERRY STAR AND THE STARBELLS

NA 1008A

NEW ART RECORDS

6600 N. Broad St. Philadelphia, Pa.

NEW RELEASES

TERRIFIC! TERRIFIC! TERRIFIC!
JOE HINTON'S BETTER TO GIVE THAN RECEIVE

b/w
THERE'S NO IN BETWEEN

CLARENCE & CLAVIN'S

I LIKE IT

b/w
SOMEBODY BETTER COME HERE QUICK

DUKE/PEACOCK RECORDS
2809 Erastus Houston, Texas

NEW RELEASES from CHESS

"Michael"

by

Steve Alaimo

CHESS #1054

"Count Your Blessings"

by

Little Hook and The Kings

Chess #1867

"Strange Feeling"

by

Billy Stewart

CHESS #1868

"My Heart Belongs to Only You"

by

The Standards

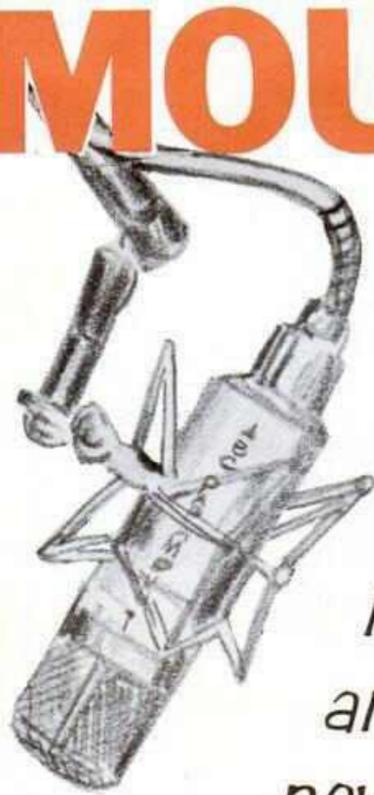
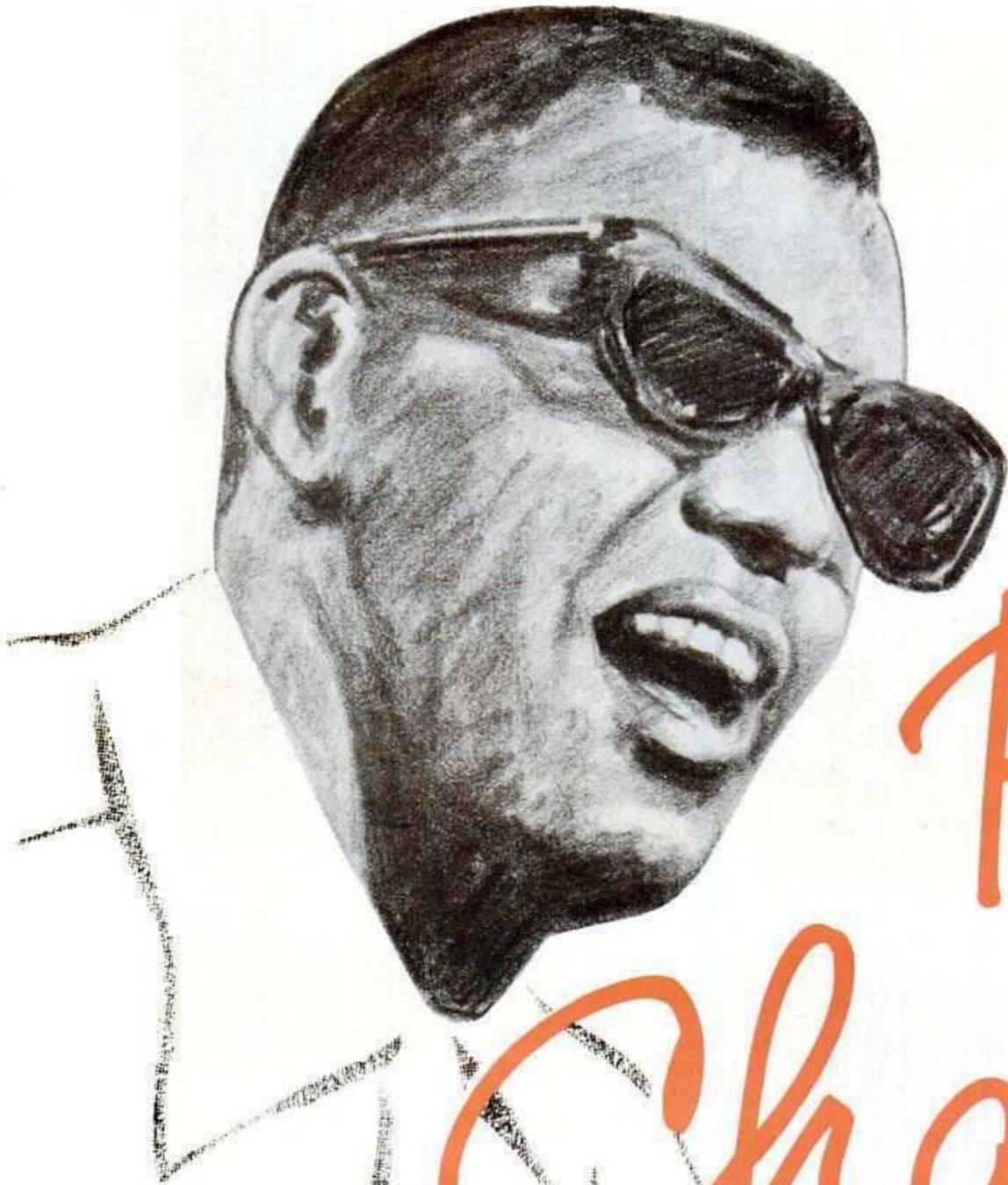
CHESS #1869

CHESS

PRODUCING CORP.

2170 S. Michigan Chicago 16, Ill.

ABC-PARAMOUNT



*takes
great
pride
in
introducing
an important
new album by
the inimitable*

Ray Charles

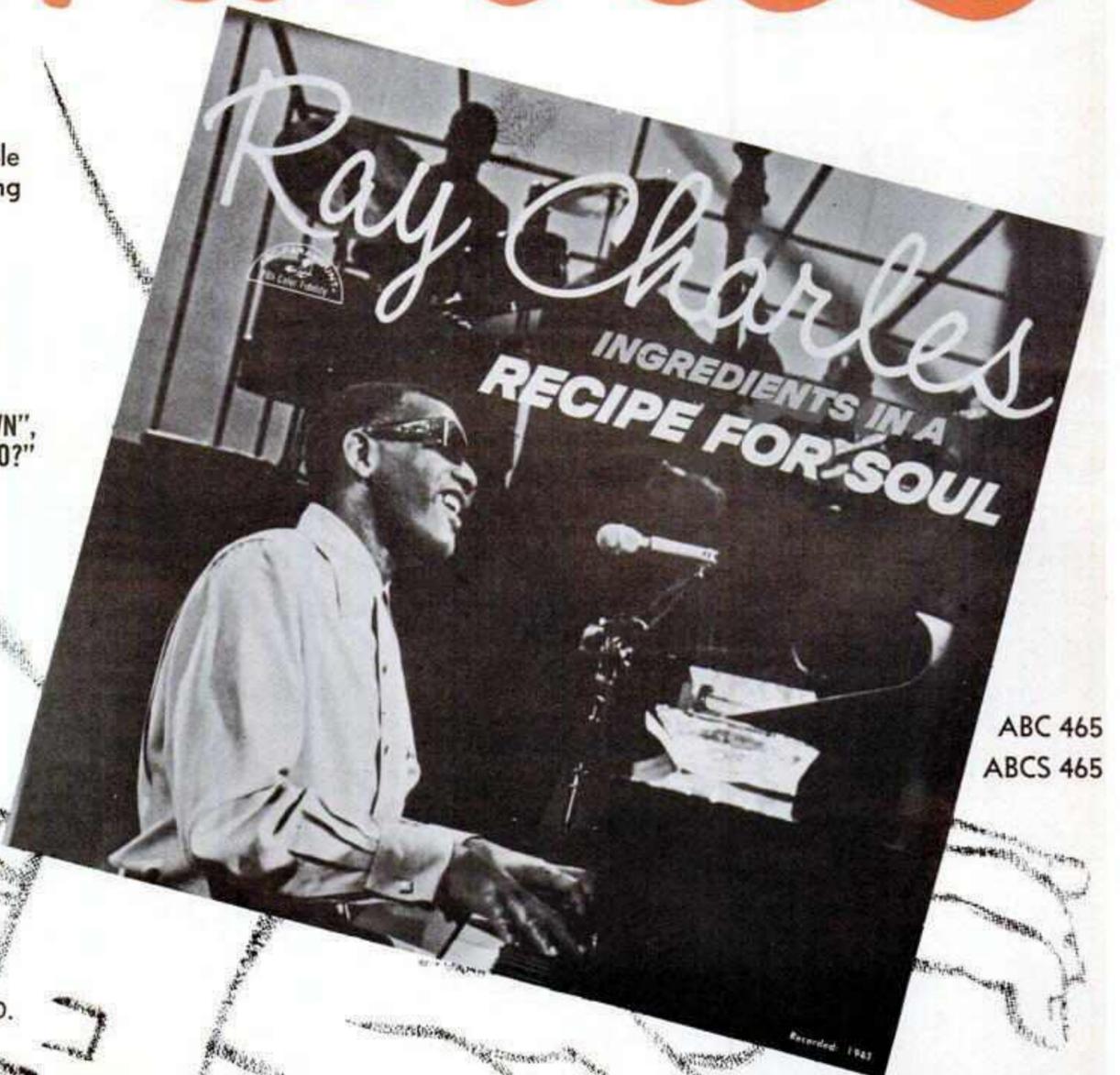
From the moment of its inception, this incomparable recording has been destined to take its place among the "classics" of our time.

Here are unforgettable Ray Charles portraits of "OL' MAN RIVER", "THAT LUCKY OLD SUN", "BUSTED", "OVER THE RAINBOW" and "YOU'LL NEVER WALK ALONE",

together with equally memorable versions of "BORN TO BE BLUE", "IN THE EVENIN' WHEN THE SUN GOES DOWN", "STRANGER IN TOWN", "OL' MAN TIME", and "WHERE CAN I GO?"

**MR. DEALER—
MR. RACK JOBBER—
MR. ONE-STOP—**

Stock up fast on "Ingredients in a Recipe for Soul" ... It contains all the right ingredients for YOUR most successful recipe for sales.



ABC 465
ABCS 465



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

ALBUM REVIEWS

Billboard



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



**POP SPOTLIGHT
BIGGEST HITS**

Dee Dee Sharp, Cameo C-1062 (M)

This one can only be regarded as smash material. Young Dee Dee Sharp has been a consistent seller since first breaking the chart barrier and here she offers the biggest hits she's turned out, plus a sampling of other artist's hits which seem well suited to her style. Her own big ones: "Mashed Potato Time," "Rock Me in the Cradle of Love," "Ride" and "Gravy (for My Mashed Potatoes)."



**POP SPOTLIGHT
GOLDEN HITS**

Chubby Checker/Bobby Rydell, Cameo C-1063 (M)

Checker and Rydell are among the most long-term sellers in the Cameo-Parkway stable, and they've even done pretty well, on occasion, with duets. There is none of that here, but there are six solid sides from each of the boys; for Chubby, "Limbo Rock," "Pony Time," "Slow Twistin'," etc., and for Bobby, "Volare," "Wild One," "Wildwood Days," etc. Should be a real ball for fans of both.



**POP SPOTLIGHT
ALL THE STARS BIGGEST HITS, VOLS. I AND II**

Various Artists, Parkway P-7033 (M); P-7034 (M)

Here are two natural spotlight winners, each of which takes portions of the cream of the Cameo-Parkway catalog and packages them in sparkling sets. Each has the extra merchandising factor of "pull-off" "paste-on" color photos of each artist. Volume I has Checker, Rydell, Sharp, the Orlons, Dovells and Tymes, and Vol. II has each of these except the latter named.



**POP SPOTLIGHT
GOLDEN HITS**

The Orlons/The Dovells, Cameo C-1067 (M)

A powerful talent coupling here which should quickly bubble up with sales. Both these groups have been hefty, sustained sellers of singles and for each a half dozen hits are included. For the Orlons: "South Street," "Wah Watusi," "He's a Rebel," "Don't Hang Up," etc. For the Dovells: "Bristol Stomp," "Hully Gully Baby," "You Can't Sit Down," etc.



**POP SPOTLIGHT
TILL THEN**

Ruby and the Romantics
Kapp KL 1341 (M); KS 3341 (S)

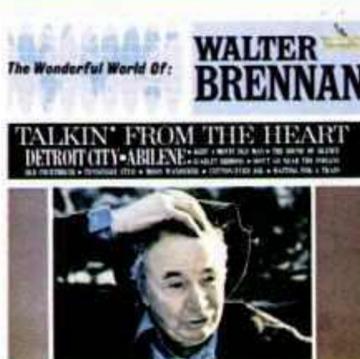
Thrush Ruby Nash has a better than average sound and she proved her hit-making power with the smash, "Our Day Will Come," a few months back. Though the group does not have a current single hit, they still have the class and the touch to become important in the album derby. Tunes here are romantic and in the standard groove and include "Dream," "Till Then," "Moon Glow" and others of that ilk.



**POP SPOTLIGHT
HUD**

Joe Harnell & His Ork
Kapp KL 1339 (M)

Joe Harnell has come up with a bright and sophisticated collection of current pop standards and motion picture tunes. The treatment is full ork all the way, laced with the Harnell piano. A few of the top offerings are "Hud," "Dancing in the Dark," "In the Still of the Night," "Sukiyaki." Lots of spins indicated here.



**POP SPOTLIGHT
TALKIN' FROM THE HEART**

Walter Brennan, Liberty LRP 3317 (M); LST 7317 (S)

There's pathos and warmth in these talk-along recordings by Walter Brennan of new and old pop hits. A few words from Brennan about the lonesome lad in "Detroit City" and a lot of listeners will have wet eyes. And the same holds true for his talk versions of "Scarlet Ribbons," "Don't Go Near the Indians" and "Tennessee Stud." Nostalgic, sentimental and mighty effective stuff here.



**POP SPOTLIGHT
LAWRENCE WELK PRESENTS MYRON FLOREN POLKAS**

Dot DLP 3536 (M); DLP 25536 (S)

Welk has had singular success with his recent albums. Recently he has scored with current pop hits; here, with Floren's accordion, he turns to the polka repertoire on some of the better-known ditties. "Beer Barrel Polka," "Pennsylvania Polka," "Strip Polka," "Little Brown Jug" and "Skip to My Lou" are all included. Solid wax.



**POP SPOTLIGHT
THE BEST OF CHAD MITCHELL TRIO**

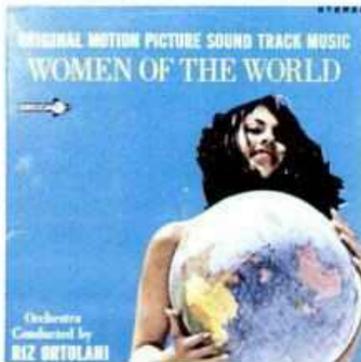
Kapp KL 1334 (M)

The clown princes of the pop-folk groups, the Chad Mitchell Trio, offer a rack of their most popular recordings. Performed in a live hootenanny setting for extra excitement. The talented group level their musical barbs at "Billie Sol," "The John Birch Society" and "Lizzie Borden." On the serious side, the trio offers charming renditions of "Green Grow the Lilacs" and "Hello, Susan Brown."

**POP SPOTLIGHT
WOMEN OF THE WORLD**

Sound Track, Decca DL 9112 (M); DL 79112 (S)

This movie has turned into a popular success, which means that the sound track has a chance to turn into a smash seller as well. The captivating score was penned by Riz Ortolani and Nino Oliviero, with the former conducting the orchestra. Unlike many picture scores, the music makes for listening enjoyment even without the flick. An attractive set with sock potential.



**POP SPOTLIGHT
GOLDEN HITS OF THE 4 SEASONS**

Vee Jay LP 1065 (M); SR 1065 (S)

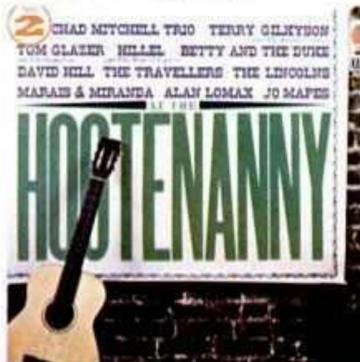
These lads have never really cooled off after their first smash, "Sherry," last year, and they've done well with past albums. Here are all the big hits since (and including) "Sherry," like their current "Candy Girl," "Walk Like a Man," "Big Girls Don't Cry" and some other lesser-known items. Set should be a fast mover.



**POP SPOTLIGHT
HOOTENANNY NO. 2**

Various Artists, Kapp KL 1343 (M); KS 3343 (S)

This collection of 13 folk songs performed by such toppers as Chad Mitchell Trio, Marais and Miranda, Alan Lomax, Jo March, the Lincolns, Betty and the Duke, the Samplers, David Hill, and Hillel, has been recorded with crowd reaction running between tracks to maintain the effect of a continuous live hootenanny. The excellent coupling of artists and songs should find favor with hootenannics.



**POP SPOTLIGHT
SHE LOVES ME**

Jack Jones, Kapp KL 1337 (M)

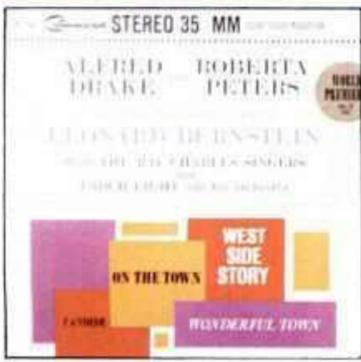
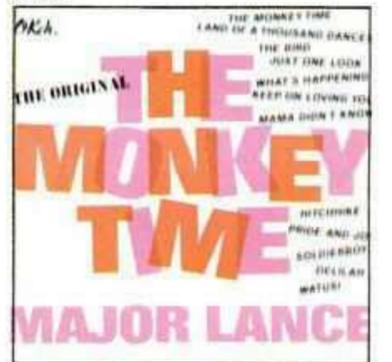
Jack Jones has won a large following with his last few single records ("Lollipop and Roses," "Call Me Irresponsible") and he should gain many more with his fine performances here. The tunes include "She Loves Me," "I Believe in You," "Real, Live Girl" and other songs from recent Broadway musicals. Should rack up steady sales.



**POP SPOTLIGHT
THE MONKEY TIME**

Major Lance
Okeh OKM 12105 (M)

Another smash dance is here, thanks to Lance's big hit single of "Monkey Time," now well up the charts. Here's the obvious follow-up, an album packed with infectious youth-based dance sides. The lad rocks out solid outings of "The Watusi," "The Bird," "Land of a Thousand Dances," and another recent hit, "Just One Lock." Watch this set, it could be a winner.



**POP SPOTLIGHT
ALFRED DRAKE AND ROBERTA PETERS SING THE POPULAR MUSIC OF LEONARD BERNSTEIN**

Command RS 855 (M); RS 855 SD (S)

One of the most powerful albums to be released during the fall season. The big names are Alfred Drake and Roberta Peters, the music is from the shows of Leonard Bernstein, and the ork is Enoch Light's with the voices of the Ray Charles chorale.



**POP SPOTLIGHT
EVERYBODY'S GOIN' SURFIN'**

Various Artists, Parkway 7035

Here's an album that cleverly cashes in on a current trend, namely, surfing, and ties that in with a flock of top artists. True, the artists, which include Bobby Rydell, Chubby Checker, Dee Dee Sharp, the Dovells, the Orlons and the Tymes, don't do their own big hits (with the exception of Rydell who does his own "Steel Pier"), but they're all in fine form in such numbers as "Surfin' Safari," "Surf City," "Surfin' USA," etc.



**POP SPOTLIGHT
FOR YOU**

Roger Williams
Kapp KL 1336 (M)

Wonderful songs performed in lilting fashion by Roger Williams make this a powerful new release for the pianist. The tunes include "I Left My Heart in San Francisco," "Liza," "My Coloring Book," "Danke Schoen" and "On the Trail." Fine wax.



**POP SPOTLIGHT
MORE**

Steve Allen, Dot DLP 3538 (M); DLP 25538 (S)

Steve Allen has experienced good air play and encouraging sales on his recent "Gravy Waltz" single. Adding the impact of this to a proved album sales concept, that of packaging a flock of readily identifiable recent hits, could result in lots of action for this new Allen LP. Lead item is "More," a current smash for Kai Winding, plus "Danke Schoen," "Memphis," "Ring of Fire," "Wipeout" and others.



**POP SPOTLIGHT
BIGGEST HITS**

The Orlons, Cameo C-1061 (M)

The Orlons are available in several other new album packages this week, put out by Cameo-Parkway, and including various other hit artists. Here they are, all by themselves, in a smartly turned-out package just for their own fans. Big ones included here are the likes of "Wah Watusi," "He's a Rebel," "South Street" and "Met Him on a Sunday," among others. Another C-P offering with solid potential.

TOP LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	5	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	3
2	2	TRINI LOPEZ AT PJ'S Reprise R 6093 (M); R9-6093 (S)	7
3	1	LITTLE STEVIE WONDER THE 12-YEAR-OLD GENIUS Tamla 240 (M); (no Stereo)	8
4	4	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	33
5	3	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	20
6	6	WEST SIDE STORY Sound Track, Columbia OL 5670 (M); OS 2070 (S)	97
7	10	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	71
8	9	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	19
9	7	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	8
10	13	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	11
11	14	SURFIN' U.S.A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	18
12	8	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	10
13	12	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	12
14	15	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	21
15	19	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	69
16	22	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	45
17	17	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SEP 514 (S)	27
18	20	HOBO FLATS Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	16
19	23	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	10
20	38	SO MUCH IN LOVE Tymes, Parkway P 7032 (M); (no Stereo)	5
21	31	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound 5007 (M); 8855 (S)	14
22	18	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 15E5 (S)	20
23	25	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	193
24	24	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805 (M); SR 60805 (S)	8
25	48	SUNNY SIDE! Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	3
26	16	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	11
27	33	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAL 3290 (M); UAS 6290 (S)	10
28	26	I WANNA BE AROUND Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	22
29	30	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	9
30	11	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	8
31	35	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic LN 24053 (M); BN 26053 (S)	5
32	21	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	22
33	32	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	30
34	46	KINGSTON TRIO #16 Capitol T 1871 (M); ST 1871 (S)	23
35	39	SINCERELY YOURS Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	35
36	49	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	20
37	56	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	4
38	40	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	151
39	41	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	19
40	50	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	51
41	44	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	44
42	27	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	61
43	36	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	278
44	60	BLUE ON BLUE Bobby Vinton, Epic LN 24068 (M); BN 24068 (S)	4
45	43	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	92
46	71	WIPE OUT Surfaris, Dot DLP 3535 (M); DLP 25535 (S)	4
47	55	SURFIN' SAFARI Beach Boys, Capitol T 1808 (M); ST 1808 (S)	28
48	45	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697 (M); LSP 2697 (S)	20
49	29	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349 (M); DT 10349 (S)	12
50	89	IN DREAMS Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)	3
51	47	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	136

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	53	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	7
53	51	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	11
54	73	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	79
55	68	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 3005 (S)	5
56	61	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 55001 (M); AMS 88001 (S)	41
57	58	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S Count Basie, Reprise R 6070 (M); R9-6070 (S)	7
58	34	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295 (M); PS 295 (S)	14
59	80	LAWRENCE WALK, DOT DLP 3528 (M); DLP 25528 (S)	4
60	37	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1175 (M); WS 1175 (S)	44
61	70	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2760 (M); LSP 2760 (S)	5
62	109	JOHNNY MATHIS, COLUMBIA CL 2044 (M); CS 8844 (S)	2
63	28	LITTLE TOWN FLIRT Del Shannon, Big Top 1308 (M); LPS 1308 (S)	11
64	65	TOVARICH Original Cast, Capitol TAO 1940 (M); STAO 1940 (S)	6
65	85	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	65
66	52	RICHARD CHAMBERLAIN SINGS MGM E 4088 (M); SE 4088 (S)	31
67	64	PEGGY LEE MINK JAZZ Capitol T 1850 (M); ST 1850 (S)	6
68	76	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	72
69	75	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	50
70	72	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	6
71	63	THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Vee Jay 1059 (M); S 1059 (S)	8
72	59	SURFING Ventures, Dolton BLP 2022 (M); BST 8022 (S)	18
73	54	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	53
74	57	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515 (M); DLP 25515 (S)	19
75	69	MURRAY THE K'S 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 510 (M); (no Stereo)	7
76	42	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	11
77	66	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	22
78	67	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523 (M); DLP 25523 (S)	12
79	105	BABY WORKOUT Jackie Wilson, Brunswick BL 54110 (M); BL 754110 (S)	19
80	103	FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	2
81	79	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638 (M); LSP 2638 (S)	23
82	88	JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY Capitol W 1877 (M); SW 1877 (S)	4
83	101	SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	4
84	82	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060 (M); CLP 25060 (S)	38
85	78	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 4082 (M); R9-4082 (S)	15
86	74	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	44
87	93	THE BEST OF JOLSON Al Jolson, Decca DKA 169 (M); (no Stereo)	41
88	104	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	33
89	113	RAMBLIN' NEW CHRISTY MINSTRELS, COLUMBIA CL 2055 (M); CS 8855 (S)	2
90	96	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017 (M); CS 8817 (S)	15
91	102	ALL ALONE AM I Brenda Lee, Decca DL 4370 (M); DL 74370 (S)	26
92	83	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444 (M); SCP 444 (S)	17
93	77	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 3065 (M); CLP 25065 (S)	15
94	120	THIS IS ALL I ASK Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	2
95	62	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	9
96	106	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510 (M); DLP 25510 (S)	22
97	98	MORE (Soul Surfin') Kai Winding, Verve V 8551 (M); V6-8551 (S)	4
98	84	SHIRELLES GREATEST HITS Scepter 507 (M); (no Stereo)	32
99	108	WE GO TOGETHER Paul & Paula, Philips PHM 200-089 (M); PMS 600-089 (S)	4

This Week	Last Week	Title, Artist, Label	Wks. on Chart
100	111	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419 (M); DL 74419 (S)	13
101	86	SHE LOVES ME Original Cast, MGM E 4118 (M); SE 4118 (S)	11
102	91	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497 (M); DLP 25497 (S)	28
103	90	BEACH PARTY Chubby Checker, Parkway P 7030 (M); (no Stereo)	4
104	147	CHUCK BERRY ON STAGE Chess LP 1408 (M); (no Stereo)	2
105	122	18 YELLOW ROSES & 11 OTHER HITS Bobby Darin, Capitol T 1942 (M); ST 1942 (S)	2
106	112	I GOT SOMETHING TO TELL YOU Mama Mabley, Chess LP 1479 (M); (no Stereo)	10
107	121	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661 (M); LSC 2661 (S)	21
108	92	PIPELINE Chantays, Dot DLP 3516 (M); DLP 25516 (S)	16
109	115	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	29
110	123	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LM 2670 (M); LSC 2670 (S)	11
111	95	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2 (M); PMS 2 (S)	7
112	114	WALTZ TIME Lawrence Welk, Dot DLP 3499 (M); DLP 25499 (S)	17
113	94	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019 (M); BST 8019 (S)	35
114	125	FROM THE HUNGRY I Kingston Trio, Capitol T 1107 (M); ST 1107 (S)	173
115	128	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	9
116	129	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4274 (M); DL 74274 (S)	9
117	—	THE PATSY CLINE STORY Decca DKB 176 (M); DXSB 7176 (S)	1
118	133	ETTA JAMES TOP TEN Argo LP 4025 (M); SP 4025 (S)	2
119	97	MUSIC MAN Sound Track, Warner Bros. B 1459 (M); BS 1459 (S)	51
120	—	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	1
121	144	ON TOP OF SPAGHETTI Tom Glazer & the Do-Re-Mi Children's Chorus, Kapp KL 1351 (M); KS 3331 (S)	6
122	87	DR. NO Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)	6
123	—	THE LETTERMEN IN CONCERT Capitol T 1936 (M); ST 1936 (S)	1
124	118	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	8
125	131	GOLDEN GOODIES, VOL. I Various Artists, Roulette R 25207 (M); (no Stereo)	6
126	—	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8672 (S)	40
127	126	I'M A WOMAN Peggy Lee, Capitol T 1857 (M); ST 1857 (S)	26
128	100	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008 (M); R9-1008 (S)	31
129	107	HEAVENLY Johnny Mathis, Columbia CL 1361 (M); CS 8152 (S)	106
130	—	LET'S GO Ventures, Dolton BLP 2024 (M); BST 8024 (S)	1
131	150	LOU CHRISTIE Roulette R 25208 (M); SR 25208 (S)	2
132	116	TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	137
133	134	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	37
134	—	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415 (M); ABCS 415 (S)	43
135	127	BLAME IT ON THE BOSSA NOVA Eddie Gomez, Columbia CL 2012 (M); CS 8812 (S)	22
136	136	ENCORE WOODY HERMAN 1963 Philips PHM 200-092 (M); PMS 600-092 (S)	3
137	117	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289 (M); LST 7289 (S)	8
138	—	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	1
139	81	BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	138
140	—	HOOTENANNY Various Artists, Crestview CRV 806 (M); CRS 7806 (S)	1
141	146	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061 (M); CLP 25061 (S)	34
142	138	KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	147
143	135	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318 (M); KS 3318 (S)	32
144	99	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444 (M); RS 9444 (S)	23
145	137	FILM SPECTACULAR London Festival Ork (Black), London LL 3313 (M); SP 44025 (S)	4
146	119	EASIER SAID THAN DONE Essex, Roulette R 25234 (M); SR 25234 (S)	5
147	110	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609 (M); (no Stereo)	13
148	142	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023 (M); BST 8023 (S)	13
149	139	I WILL FOLLOW HIM Little Peggy March, RCA Victor LPM 2732 (M); LSP 2732 (S)	3
150	146	TWO OF US Robert Goulet, Columbia CL 1826 (M); CS 8626 (S)	53

...and still more

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DECCA®

**BERT
KAEMPFERT**
AND HIS ORCHESTRA

play

**THE BASS
WALKS**

c/w

**DON'T TALK
TO ME**

#31532

**VINCENT
EDWARDS**

sings

THIS TRAIN

c/w

**LOOKING FOR
SOMEONE**

Vejae Music Publishing Co.

#31534

HOT 100

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'MY BOYFRIEND'S BACK', 'HELLO MUDDUH, HELLO FADDUH', 'FINGERTIPS (Part II)'.

Table with columns: 43, 62, 81, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'MARTIAN HOP', 'THE KIND OF BOY YOU CAN'T FORGET', 'WONDERFUL! WONDERFUL!'.

Table with columns: 90, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'A WALKIN' MIRACLE', 'THIS IS ALL I ASK', 'LUCKY LIPS'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and artists under 'HOT 100—A TO Z'. Includes 'Abilene (A-Cuff-Rose)', 'Be My Baby (Mother Bertha-Trio, BMI)', 'Birthday Party (Dandelion-Merjoda, BMI)'.

Table listing songs and artists under 'HOT 100—A TO Z'. Includes 'I (Who Have Nothing) (Milky Way-Trio, BMI)', 'I Wonder (Leeds, ASCAP)', 'If I Had a Hammer (Ludlow, BMI)'.

Table listing songs and artists under 'BUBBLING UNDER THE HOT 100'. Includes '101. I CALL IT PRETTY MUSIC (Little Stevie Wonder, Tamla 54061)', '102. YOUR BABY'S GONE SURFIN' (Duane Eddy, RCA Victor 8214)'.

Dot[®] the nation's best selling records

BEST-SELLING SINGLES

- #16479 WIPE OUT / SURFER JOE The Surfaris
- #16488 BREAKWATER / SCARLETT O'HARA Lawrence Welk
- #16487 SUGAR SHACK Jimmy Gilmer & The Fireballs
- #16507 CUANDO CALIENTA EL SOL (When The Sun Is Hot) / LEAVE IT TO ME Steve Allen
- #16509 PRETTY GIRLS EVERYWHERE / BABY BABY Arthur Alexander
- #16493 TORQUAY TWO / PEG LEG The Fireballs
- #16468 FIREBALL / GOOD & BAD Jim Doval & The Gauchos

NEW RELEASES

- #16522 RAG MOP / I'M SORRY Billy Vaughn
- #16523 OUR SURFER BOYS / SURF BUNNY BEACH The Surf Bunnies
- #16521 IT'S A GAS / TOOTNANNY The Rumlbers

BEST-SELLING ALBUMS



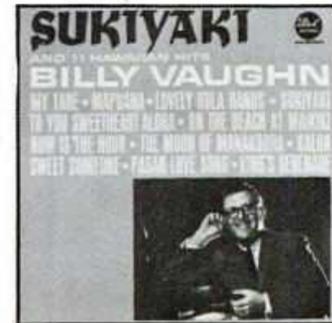
SCARLETT O'HARA • Lawrence Welk
DLP 3528



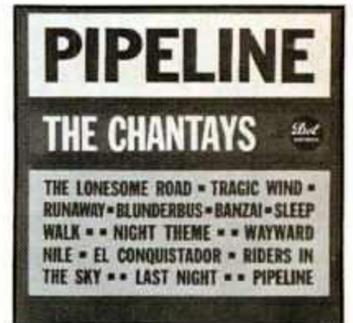
WIPE OUT • The Surfaris
DLP 3535



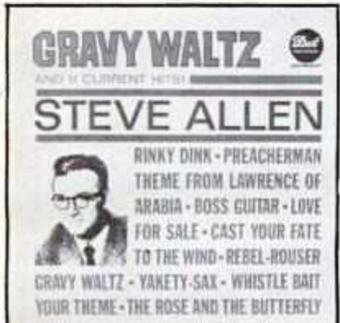
MORE • Steve Allen
DLP 3538



SUKIYAKI • Billy Vaughn
DLP 3523



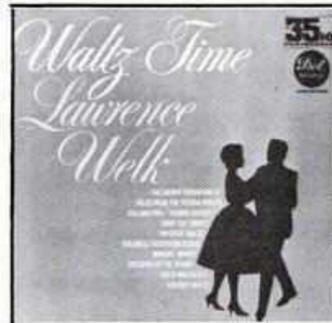
PIPELINE • The Chantays
DLP 3516



GRAVY WALTZ • Steve Allen
DLP 3515



HOT PASTRAMI • The Dartells
DLP 3522



WALTZ TIME • Lawrence Welk
DLP 3499



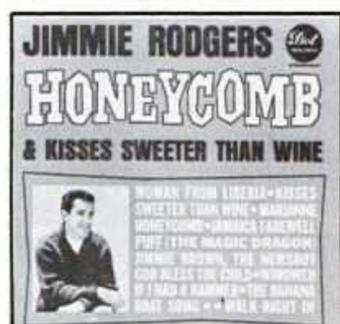
1962's GREATEST HITS
Billy Vaughn
DLP 3497



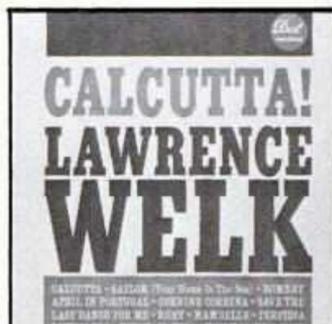
1963's EARLY HITS • Lawrence Welk
DLP 3510



TIE ME KANGAROO DOWN, SPORT
Pat Boone
DLP 3534



HONEYCOMB & KISSES SWEETER THAN
WINE • Jimmie Rodgers
DLP 3525



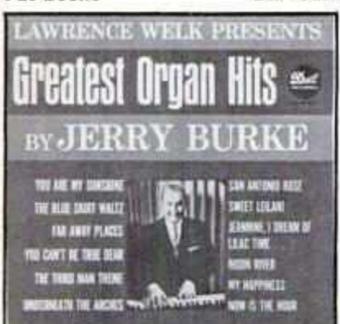
CALCUTTA • Lawrence Welk
DLP 3359



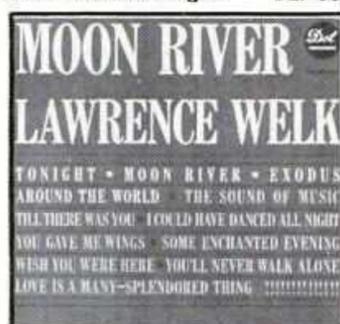
A SWINGIN' SAFARI • Billy Vaughn
DLP 3458



BABY ELEPHANT WALK
Lawrence Welk
DLP 3457



GREATEST ORGAN HITS • Jerry Burke
DLP 3450



MOON RIVER • Lawrence Welk
DLP 3412



ORANGE BLOSSOM SPECIAL &
WHEELS • Billy Vaughn
DLP 3366



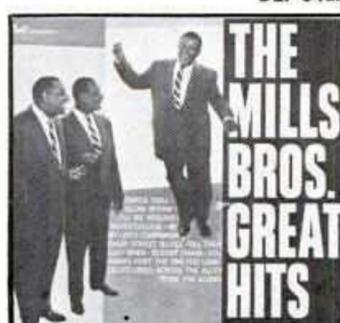
BEST-LOVED CATHOLIC HYMNS
The Lennon Sisters
DLP 3250



RAGTIME PIANO GAL • Jo Ann Castle
DLP 3249



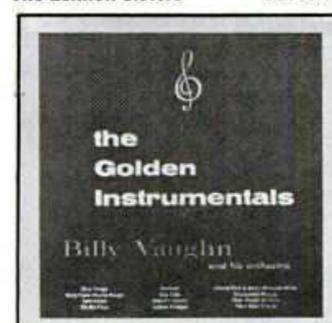
BLUE HAWAII • Billy Vaughn
DLP 3165



THE MILLS BROTHERS' GREAT HITS
DLP 3157



SAIL ALONG, SILV'RY MOON
Billy Vaughn
DLP 3100



THE GOLDEN INSTRUMENTALS
Billy Vaughn
DLP 3016



PAT BOONE SINGS GUESS WHO?
DLP 3501

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SALLY, GO 'ROUND THE ROSES

Jaynetts, Tuff 369

★ 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.

SEPTEMBER SONG . . .

Jimmy Durante, Warner Bros. 5382 (De Sylva, Brown & Henderson, ASCAP) (New York)

DOWN THE AISLE . . .

Patty LaBelle & the Blue Belles, King 5777 (Sixty-Six, BMI) (Washington)

SOONER OR LATER . . .

Johnny Mathis, Columbia 42835 (Elm Drive, ASCAP) (Pittsburgh)

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 SHIRELLES

WHAT DOES A GIRL DO

(Damic, BMI) (2:30)—Scepter 1259

A first-rate piece of wax by the Shirelles should have the girls back at the top of the charts in short order. The song is a fine ballad for their many teen fans, with a lyric aimed at the femmes. They sing it with fervor and the backing adds a lot of warmth. Flip is "Don't Let It Happen to Us" (U. S. Songs, ASCAP) (2:43).

POP SPOTLIGHT

BROOK BENTON

TWO TICKETS TO PARADISE

(Benday, BMI) (2:38)

DON'T HATE ME

(Benjamin, Day-Ben, ASCAP) (3:39)—Mercury 72177

A bright, swinging side is handed a most compelling reading by Benton over first-rate, modern backing by the Malcolm Dodds ork. It has a lot of the spirit of his early rhythm hits. And Benton comes through with one of his usual fine readings on the ballad flip, with backing by the Ray Ellis crew. Two attractive Benton sides that should rack up sales.

POP SPOTLIGHT

ROY ORBISON

MEAN WOMAN BLUES

(Gladys, ASCAP) (2:23)

BLUE BAYOU

(Acuff-Rose, BMI) (2:29)—Monument 824

Two of the best sides to come along in many months are these sock performances by Roy Orbison. Topper is a powerful rocker which Orbison sings with excitement over swinging backing. Side II is a tender ballad in the "Only the Lonely" tradition and it is as strong as the first side. Both are headed for chartsville.

POP SPOTLIGHT

JAN & DEAN

HONOLULU LULU

(Screen Gems-Columbia, BMI) (2:11)—Liberty 55613

The "Surf City" lads are still on the surf kick as they explain about a Hawaiian lass who can shoot the curls with the best of them. It's a bright and cheery side with a beat that should have the teen set dancing from the Oahu beaches to the New Jersey shore. Flip is "Someday" (Screen Gems-Columbia, BMI) (2:18)

POP SPOTLIGHT

THE DRIFTERS

I'LL TAKE YOU HOME

(Screen Gems-Columbia, BMI) (2:41)

I FEEL GOOD ALL OVER

(Roosevelt, BMI) (2:08)—Atlantic 2201

The Drifters are back with two winning items both in their usual soul style. Topper spotlights the lads on a teen-styled message song, on the order of their smash "Save the Last Dance for Me." It has a touch of folk-calypto, too. Side II is a catchy rhythm ditty with a strong lead handling the ballad with warmth. Two goodies.

POP SPOTLIGHT

DION DI MUCI

YOU'RE MINE

(Disal, ASCAP) (2:10)

DONNA THE PRIMA DONNA

(Disal, ASCAP) (2:47)—Columbia 42852

Dion is now known by his full name, Dion Di Muci, but he's still the same exciting singer. Here he is with a powerful piece of material on the top side that shows off his emotional style and some driving backing. Flip is a first-rate hand-clapper that mounts in excitement and has that rocking Dion beat. Solid sales are in store.

POP SPOTLIGHT

THE CHIFFONS

A LOVE SO FINE

(Jobete, BMI) (1:53)—Laurie 3195

What more, is there to say except that the Chiffons have a new one with the word "fine" in the title? It follows their "He's So Fine" and "One Fine Day" pattern and they sing it with feeling over intriguing ork support. Fine, fine, fine! Flip is "Only My Friend" (Bright Tunes, BMI) (2:15).

POP SPOTLIGHT

ROLF HARRIS

NICK TEEN AND AL. K. HALL

(Beechwood, BMI) (3:06)—Epic 9615

Rolf Harris' follow-up to "Kangaroo" is not as strong as his first hit but it's cute enough to grab spins and sales. Chanter turns in a good reading of the novelty, with his Australian accent shining through and the wobble board adding a familiar touch, too. Flip is "I Know a Man" (Miller, ASCAP) (2:25).

POP SPOTLIGHT

THE GLENCOVES

DON'T KNOCK

(Joy, ASCAP) (2:04)—Select 726

The Glencoves had a hit in the folk groove with "Hootenanny" and they stay in the folk idiom with this driving effort that spotlights striking guitar work as well as exciting singing by the group. It's in the "Walk Right In" tradition, which is good. Flip is "Ginny's Come Home" (Joy, ASCAP) (1:53).

POP SPOTLIGHT

RUSTY DRAPER

NIGHT LIFE

(Pamper, BMI) (2:26)—Monument 823

One of the strongest sides for Draper in many moons. It's a nice, easy-going torchy ditty by Willie Nelson, done to a strong, ever-building pop arrangement that's reminiscent of recent Tony Bennett hit material. It could go big. Flip is "That's Why I Love You Like I Do" (Tree, BMI) (2:13).

POP SPOTLIGHT

DICKY LEE

THE DAY THE SAWMILL CLOSED DOWN

(Hall-Clement, BMI) (2:38)—Smash 1844

Here's a strong tune that has much of the flavor of an earlier Lee hit, "Patches." It has a tragedy message, a good vocal performance and solid fem chorus backing. Has a real chance. Flip is "She Wants to Be Bobby's Girl" (Jack, BMI) (2:00).

POP SPOTLIGHT

VINCE EVERETT

BABY LET'S PLAY HOUSE

(Excelsior, BMI) (2:14)—ABC-Paramount 10472

Everett has a close resemblance to the Presley style here, the older more down-home rockin' Presley, and the material is also in that groove. A well-made side with solid beat and arrangement and a performance to match. A new chanter who could go up fast. Flip is "Livin' High" (Ampoo, ASCAP) (1:59).

POP SPOTLIGHT

ANTHONY AND THE SOPHOMORES

SWINGIN' AT THE CHARIOT

(Merjoda, BMI) (2:14)—Mercury 72168

A wild group sound here, anchored solidly in the pop-gospel groove, complete with tambourines and crowd shouting and stomping. Just enough here to get the rock fans going and one that could help establish gospel in the pop image. Flip is "Better Late Than Never" (Merjoda, BMI) (2:21).

SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING

ARTHUR PRYSOCK

MY WISH

(Frank-Rinimer, ASCAP) (2:45)

STELLA BY STARLIGHT

(Famous, ASCAP) (2:29)—Old Town 1146

Prysock has two fine sides here and these might be the two to get him on charts. First up is a warm ballad from the upcoming Meredith Willson show, "Here's Love," that's delivered with tenderness and feeling. Ditto the flip, the fine old Victor Young, Ned Washington standard. Jocks can take their pick.



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

DANNY HARRISON AND THE COUNT VICTORS

★★★★ Two Hearts on a Chain Hintz, ASCAP) (2:26)—★★★★ It Was a Nightmare (Village, BMI) (2:00). CORAL 62375

TREN-DELLS

★★★★ Mr. Doughnut Man (Tree, BMI) (2:38) —★★★★ Ain't That Funny (Tree, BMI) (2:10). SOUND STAGE 7 2508

HANK BALLARD AND THE MIDNIGHTERS

★★★★ It's Love Baby (24 Hours a Day) (Excellorec, BMI) (2:58)—★★★★ Those Lonely Lonely Feelings (Ace, BMI) (2:16). KING 5798

ANNETTE

★★★★ Promise Me Anything (Dijon, BMI) (2:49)—★★★★ Treat Him Nicely (Dijon, BMI) (2:17). VISTA 427

POOKIE HUDSON

★★★★ Miracles (Lloyd & Logan, BMI) (2:27)—★★★★ I Love You for Sentimental Reasons (Duchess, BMI) (2:00). DOUBLE L 720

ANITA BRYANT

★★★★ Hey, Good Looking (Fred Rose, BMI) (1:57) —★★★★ Bonaparte's Retreat (Acuff-Rose, BMI) (2:05). COLUMBIA 42847

STEVE ALAIMO

★★★★ Michael (Parts I & II) (Sherlyn, BMI) (2:20, 2:05). CHECKER 1054

ERMA FRANKLIN

★★★★ Abracadabra (Trio, BMI) (2:08)—★★★★ Love Is Blind (Metric, BMI) (2:53). EPIC 9610

JUNE VALLI

★★★★ Silly Girl (United Artists, ASCAP) (2:45)—★★★★ I Catch Myself Crying (Tree, ASCAP) (1:58) ABC-PARAMOUNT 10467

BOBBY FREEMAN

★★★★ Let's Surf Again (Kalmann, ASCAP) (2:20)—★★★★ Come to Me (Taracrest, BMI) (2:58). AUTUMN 1

EVIE SANDS

★★★★ The Roll (Unbelievable, BMI) (2:20)—★★★★ My Dog (Unbelievable, BMI) (2:58). ABC-PARAMOUNT 10458

BILLY BUTLER AND THE FOUR ENCHANTERS

★★★★ Lady Love (Curton, BMI) (2:20)—★★★★ Found True Love (Curton-Palirro, BMI) (2:30). OKEH 7178

THE DARDENELLES

★★★★ Baby, Do the Frog (Cameo-Parkway, BMI) (2:24) —★★★★ Alright (Cameo-Parkway, BMI) (2:24). CAMEO 271

WAYNE CARSON

★★★★ The Traveler (Barton, BMI) (2:11)—★★★★ There's No In-Between (Barton, BMI) (2:55). DECCA 31531

JOHNNIE RAY

★★★★ Lonely Wine (Rosarita, ASCAP) (2:47)—★★★★ I Can't Stop Crying for You (Time, BMI) (2:32). DECCA 31507

VOICES OF PAUL KANE

★★★★ He Was My Brother (Marks BMI) (2:56)—★★★★ Carols Dominguez (Marks, BMI) (2:44). TRIBUTE 128

FLIP BACK

★★★★ Dreams of a Fool (Cub, BMI) (2:13) —★★★★ My Book of Memories (Panthers, ASCAP) (2:40). JUBILEE 5458

THE BUTTONDOWNS

★★★★ Fink (Screen Gems-Columbia, BMI) (1:56)—★★★★ That's What Love's All About (Screen Gems-Columbia, BMI) (1:40). DOT 16513

DENNIS VOLE

★★★★ The House Where Johnny Lives (Columbia, ASCAP) (2:22)—★★★★ Before You (Taylor, ASCAP) (2:20). RCA VICTOR 8277

PATTI KOGIN

★★★★ Bless 'Em All (Fox, ASCAP) (2:25)—★★★★ Mr. Moon, Mr. Cupid and I (January, BMI) (2:19). MGM 13164

LITTLE WILLIE JOHN

★★★★ Talk to Me (Talk to Me) (J & C, BMI) (2:39)—★★★★ Let Them Talk (J & C-BIG Star, BMI) (2:35). KING 5799

FIVE DU-TONES

★★★★ Monkey See-Monkey Do (Vapac, BMI) (2:25) —★★★★ The Gouster (Vapac, BMI) (2:30). ONE-DERFUL 4818

BERT KAEMPFFERT AND ORK

★★★★ The Bass Walks (Roosevelt, BMI) (2:31)—★★★★ Don't Talk to Me (Brown, BMI) (2:42). DECCA 31532

COUNTRY

FARON YOUNG

★★★★ Think About the Old Days (Pocono, BMI) (2:35) —★★★★ We've Got Something in Common (Sure-Fire, BMI) (2:26). MERCURY 72167

(LITTLE) JIMMY DICKENS

★★★★ Another Bridge to Burn (Pamper, BMI) (2:54) —★★★★ I Ain't Comin' Home Tonight (Tree, BMI) (1:47). COLUMBIA 42845

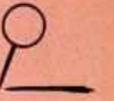
DOTTIE WEST

★★★★ Let Me Off at the Corner (GI, BMI) (2:45)—★★★★ I Wish You Wouldn't Do That (Tree, BMI) (2:10). RCA VICTOR 8225

DON DEAL

★★★★ You'll Get Used to Being Lonely (Pamper, BMI) (2:15)—★★★★ A-11 (Pamper, BMI) (2:25). CAPITOL 5028

(Continued on page 39)



IMPORTANT ANNOUNCEMENT

about a significant new single from

Mercury

72177

this is the number that marks the new release by

BROOK BENTON

“Two Tickets to Paradise”



Billboard

HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	BOMBORA	The Atlantics (CBS)—Southern
2	1	55 DAYS AT PEKING	Rob E. G. (Festival)—Essex
3	2	WIPEOUT	The Surfaries (London)—Pincus Gil
4	4	SURF CITY	Jan and Dean (Liberty)—TuCon
5	6	MOVE BABY MOVE	Johnny O'Keefe (Leedon)—Davis
6	—	EASIER SAID THAN DONE	The Essex (Roulette)—Chappell
7	5	SUKIYAKI	Kyu Sakamoto (HMV)—Castle
8	11	I WHO HAVE NOTHING	Ben E. King (Festival)—not published
9	7	I LOVE YOU BECAUSE	Al Martino (Capitol)—Allans
10	10	GREEN, GREEN	Christy Minstrels (CBS)—Chappell
11	8	AVALON STOMP	The Denvermen (HMV)—Johnny Devlin
12	14	BLUE ON BLUE	Bobby Vinton (Epic)—Chappell
13	9	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
14	12	RING OF FIRE	Johnny Cash (CBS)—Chappell
15	13	FALLING	Roy Orbison (Lodon)—Acuff-Rose

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	SWEETS FOR MY SWEET	Searchers (Pye)—Hill & Range
2	7	BAD TO ME	Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
3	2	I'M CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
4	4	TWIST AND SHOUT (EP)	Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.
5	8	IN SUMMER	Billy Fury (Decca)—Skidmore Music
6	5	TWIST AND SHOUT	Brian Poole and the Tremeloes (Decca)—Sherwin Music
7	3	DEVIL IN DISGUISE	Elvis Presley (RCA)—West One Music
8	26	I'M TELLIN' YOU NOW	Freddie and the Dreamers (Columbia)—Feldman Music
9	12	THE LEGION'S LAST PATROL	Ken Thorne (HMV)—Filmusic
10	6	DA DOO RON RON	Crystals (London)—Aberbach
11	10	WIPE OUT	Surfaries (London)—Ambassador
12	9	SUKIYAKI	Kyu Sakamoto (HMV)—Welbeck/Benz
13	17	I'LL NEVER GET OVER YOU	Johnny Kidd (HMV)—Leeds Music
14	14	YOU CAN NEVER STOP ME LOVING YOU	Kenny Lynch (HMV)—Klynch Music
15	18	WELCOME TO MY WORLD	Jim Reeves (RCA)—One Four Two Music
16	22	YOU DON'T HAVE TO BE A BABY TO CRY	Caravellas (Decca-Ritz)—Frank Music
17	11	ATLANTIS	Shadows (Columbia)—Francis, Day & Hunter
18	23	JUST LIKE EDDIE	Heinz (Decca)—Meridian Music
19	13	I LIKE IT	Gerri and the Pacemakers (Columbia)—Jaep Music
19	15	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
21	16	IT'S MY PARTY	Lesley Gore (Mercury)—A. Schroeder
22	24	THE CRUEL SEA	Dakotas (Parlophone)—Jaep Music
23	21	SO MUCH IN LOVE	Tymes (Cameo-Parkway)—Leeds Music
24	27	COME ON	Rolling Stones (Decca)—Jewel Music
25	19	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly
26	20	I WONDER	Brenda Lee (Brunswick)—Leeds Music
27	—	ACAPULCO 1922	Kenny Ball (Pye Jazz)—Burlington Music

28	30	ONLY THE HEARTACHES	Houston Wells (Parlophone)—Southern Music
29	28	BY THE WAY	Big Three (Decca)—Jaep Music
30	—	SURF CITY	Jan & Dean (Liberty)—Aldon Music

DENMARK

(Courtesy Quan, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
2	—	OPAD ELLER NEHAD	Osvald Helmuth (Phillips)—Multitone
2	2	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
4	5	ICH KAUF MIR LIEBER EINEN TIROLERHUT	Billy Mo (Decca)—Multitone
5	6	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	En aerlig, kaerlig, saerlig, herlig sommer—Nat King Cole (Capitol)—Bens Music
5	7	LITTLE BAND OF GOLD	Den lille Gyldne Ring—James Gilreath (Sonet); Gustav Winckler (Sonet)—Winckler Music
7	8	SAY WONDERFUL THINGS TO ME	Sig dejlige ting—Ronnie Carrol (Phillips)
8	4	KOM NED PA PORDEN IGEN	Gitte Haenning (HMV)—Imudico
9	—	THERE GOES MY HEART AGAIN	Fats Domino (Karusell)
10	—	SUKIYAKI	Kyu Sakamoto (HMV)—Imudico

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—West One Music
2	2	I'M CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
3	5	SWEETS FOR MY SWEET	The Searchers (Pye)—Hill & Range
4	3	ATLANTIS	The Shadows (Columbia)—Francis, Day & Hunter
5	7	I LIKE IT	Gerri and the Pacemakers (Parlophone)—Dick James
6	—	TWIST AND SHOUT	Brian Poole & the Tremeloes (Decca)—Sherwin
7	8	FORGET HIM	Bobby Rydell (Cameo-Parkway)—Welbeck
8	4	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
9	6	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly
10	9	WELCOME TO MY WORLD	Jim Reeves (RCA)—142 Music

FINLAND

(Courtesy Iita-Sanomat, Helsinki)

This Week	Last Week	Title	Artist
1	1	CRYING IN THE WIND	Paul Anka (RCA)
2	3	TANGO MERELLA	Taisto Tammi (Decca)
3	7	BE-BOP-A-LULA	Gene Vincent (Capitol)
4	—	SUURET STETELIT	Four Cats (Scandia)
5	9	GREENBACK DOLLAR	The Kingston Trio (Capitol)
6	6	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)
7	—	LUCKY LIPS	Cliff Richard (Columbia)
8	2	EMMA	The Sounds (Fontana)
9	4	KOLME KITARAA	The Strangers (Scandia)
10	8	SUMMER HOLIDAY	Cliff Richard (Columbia)

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	—	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda Music
2	10	JE LIEGT	Will Tura (Palette)—World
3	7	WAAR EN WANNEER	Bob Benny (Polydor)—Ideal
4	2	LUCKY LIPS	Cliff Richard (Columbia)—Belinda Music
5	1	SANS TOI, MAMIE	Adamo (Pathe)—Rudo
6	3	KISS ME QUICK	Elvis Presley (RCA)—Belinda Music

7	4	DONNE-MOI MA CHANCE	Richard Anthony (Columbia)
8	6	IN DREAMS	Roy Orbison (London)—Acuff-Rose
9	9	AMOUR PERDU	Adamo (Pathe)—Ardmore & Beechwood
10	8	FROM A JACK TO A KING	Ned Miller (Fly)—Bens

HOLLAND

(Courtesy Platennieuws, Amersfoort)

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

HONG KONG

This Week	Last Week	Title	Artist
1	1	HEARTACHES	The String-A-Longs (Dot)
2	3	DEVIL IN DISGUISE	Elvis Presley (RCA)
3	7	LONE STAR STOMP	The Cornells (UA)
4	4	LUCKY LIPS	Cliff Richard (Columbia)
5	—	TWIST IT UP	Chubby Checker (Parkway)
6	6	SUKIYAKI	Kyu Sakamoto (Capitol)
7	8	I WILL FOLLOW HIM	Little Peggy March (RCA)
8	—	I WILL LOVE YOU	Richard Chamberlain (MGM)
9	10	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	Nat King Cole (Capitol)
10	—	SCARLETT O'HARA	Lawrence Welk (Dot)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUKIYAKI	Kyu Sakamoto (HMV)—Bens Music-Welbeck Music
2	3	CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
3	5	DON'T YOU FORGET	Perry Como (RCA Victor)—Northridge, ASCAP
4	4	HORA OF LOVE	The Roosters (Kol Israel)—ACUM
5	2	HELLO STRANGER	Barbara Lewis (Atlantic)—McLaughlin
6	7	ATLANTIS	The Shadows (Columbia)—Francis, Day & Hunter
7	8	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA Victor)—Kags Music
8	10	WHEN YOU SAY 'NO'	The Roosters (Kol Israel)—ACUM
9	—	BLUE ON BLUE	Bobby Vinton (Epic)—Famous, ASCAP
10	—	IL BALLO DEL MATONE	Rita Pavone (RCA Italy)

ITALY

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

This Week	Last Week	Title	Artist
1	1	CUORE	Rita Pavone (RCA)
2	2	SAPORE DI SALE	Gino Paoli (RCA)
3	3	QUELLI DELLA MIA ETA'	Francoise Hardy (Vogue)
4	4	STESSA SPIAGGIA, STESSO MARE	Piero Focaccia (CGD)
5	6	HEY PAULA	Paul & Paula (Phillips)
6	7	GRAZIE PREGO SCUSI/IL TANGACCIO	A. Celentano (Clan)

7	5	ABBRONZATISSIMA	Edoardo Vianello (RCA)
8	8	NON TI CREDO	Peppino di Capri (Carisch)
9	10	ERI UN'ABITUDINE	Andy Williams (CBS)
10	11	PER QUESTA VOLTA	Richard Anthony (Columbia)
11	9	A NEW ORLEANS	Adriano Celentano (Jolly)
12	13	I WATUSSI	E. Vianello e i Flippers (RCA)
13	14	I TUOI CAPRICCI	Neil Sedaka (RCA)
14	12	CUANDO BRILLA LA LUNA	Marcellos Ferial (Durium)
15	—	PRIMA DI TE, DOPO DI TE	Catherine Spaak (Ricordi)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
2	2	DE TUSEN SJOARS LAND	Ray Adams (Manu)—Musikk-Huset
3	3	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
4	5	WELCOME TO MY WORLD	Jim Reeves (RCA)
5	6	SINGEL OG SAND	Okabilamo (Phillips)—Edition Lyche
6	4	ATLANTIS	Shadows (Columbia)—Sweden Music
7	8	SER DU JAN SA HILS FRA MEG	Ase Thoresen (Triola)—Sweden Music
8	8	SUKIYAKI	Kyu Sakamoto (HMV)—Carl M. Iversen
9	8	EI SNERTEN SNELLE	Wenche Myhre (Triola)—Egill Monn Iversen
9	7	I'M CONFESSIN'	Frank Ifield (Columbia)

PERU

(Courtesy La Prensa, Lima)

This Week	Last Week	Title	Artist
1	1	LA PERA MADURA	Pepe Miranda (Virrey)
2	2	LA TERZA LUNA	Neil Sedaka (RCA)
3	4	EL LADRON	Sonia Lopez (Columbia)
4	3	TEMA DEL DR. NO	Al Caiola (United Artists)
5	5	TE SEGUIRE	Carmita Jimenez (Sono Radio)
6	6	ACEPTARE	Anamelba (Virrey)
7	7	ENSENANDO BOSSA NOVA	Blame It on the Bossa Nova—Eydie Gorme (Columbia)
8	8	EL CIGARRON	Hugo Blanco (Polydor)
9	9	PORQUE ME DEJAS	Donna Bell (Virrey)
10	10	FOLLOW THE BOYS	Connie Francis (MGM)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	KISS ME QUICK	Elvis Presley (RCA)—Filipinas
2	4	THE END OF THE WORLD	Skeeter Davis (RCA)—Filipinas
3	2	ONE MORE BLESSING	Jerry Vale (Columbia)—Mareco
4	10	A MILLION THANKS TO YOU	Pilita Corrales (Villar)—Mareco

5	3	(I Love You) DON'T YOU FORGET IT	Perry Como (RCA)—Filipinas Record Corp.
6	9	CRAZY	Faye Tucker (Sonodor)—Federal
7	8	WIPE OUT	The Surfaries (Dot)—Mareco
8	6	DOMINO	Doris Day (Columbia)—Mareco
9	—	GREAT ESCAPE	Mitch Miller with the Sing Along Gang (Columbia)—Mareco
10	5	DEAR HEART	Teddy Randazzo (Colpix)—Federal

SOUTH AFRICA

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

This Week	Last Week	Title	Artist
1	1	LUCKY LIPS	Cliff Richard (Columbia)—Cromwell Music
2	2	DEVIL IN DISGUISE	Elvis Presley (RCA)—Elvis Presley Music
3	5	BLUE TRAIN	John D. Loudermilk (RCA)—Acuff-Rose
4	3	SUKIYAKI	Kyu Sakamoto (SAB)—Ardmore-Beechwood
5	7	I WALK THE LINE	Dean Martin (Reprise)—Belinda Music
6	6	YOU BELONG TO MY HEART	Ned Miller (Renown)—Southern Music
7	10	HAPPY BIRTHDAY MY DARLING	Bob Gallion (Continental)—Acuff-Rose
8	4	ATLANTIS	The Shadows (Columbia)—Francis Day
9	8	YOUNG LOVERS	Paul & Paula (Phillips)—Copyright Control
9	9	CU-CU-RRU-CU-CU PALOMA	(Liberty)—Southern Music

SWEDEN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
2	3	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
3	4	SUKIYAKI	Kyu Sakamoto (HMV)
4	2	LITTLE BAND OF GOLD	James Gilreath (Sonet)—Gehrmans
5	6	SPEL OLLES GANGLAT	Trio Me Bumba
6	7	ATLANTIS	Shadows (Columbia)—Bens Music
7	5	I WILL FOLLOW HIM	Little Peggy March (RCA)
8	8	JUST LISTEN TO MY HEART	Spotnicks (Karusell)
9	—	DA DOO RON RON	Crystals (RCA)—Belinda
10	9	REMEMBER DIANA	Paul Anka (RCA)

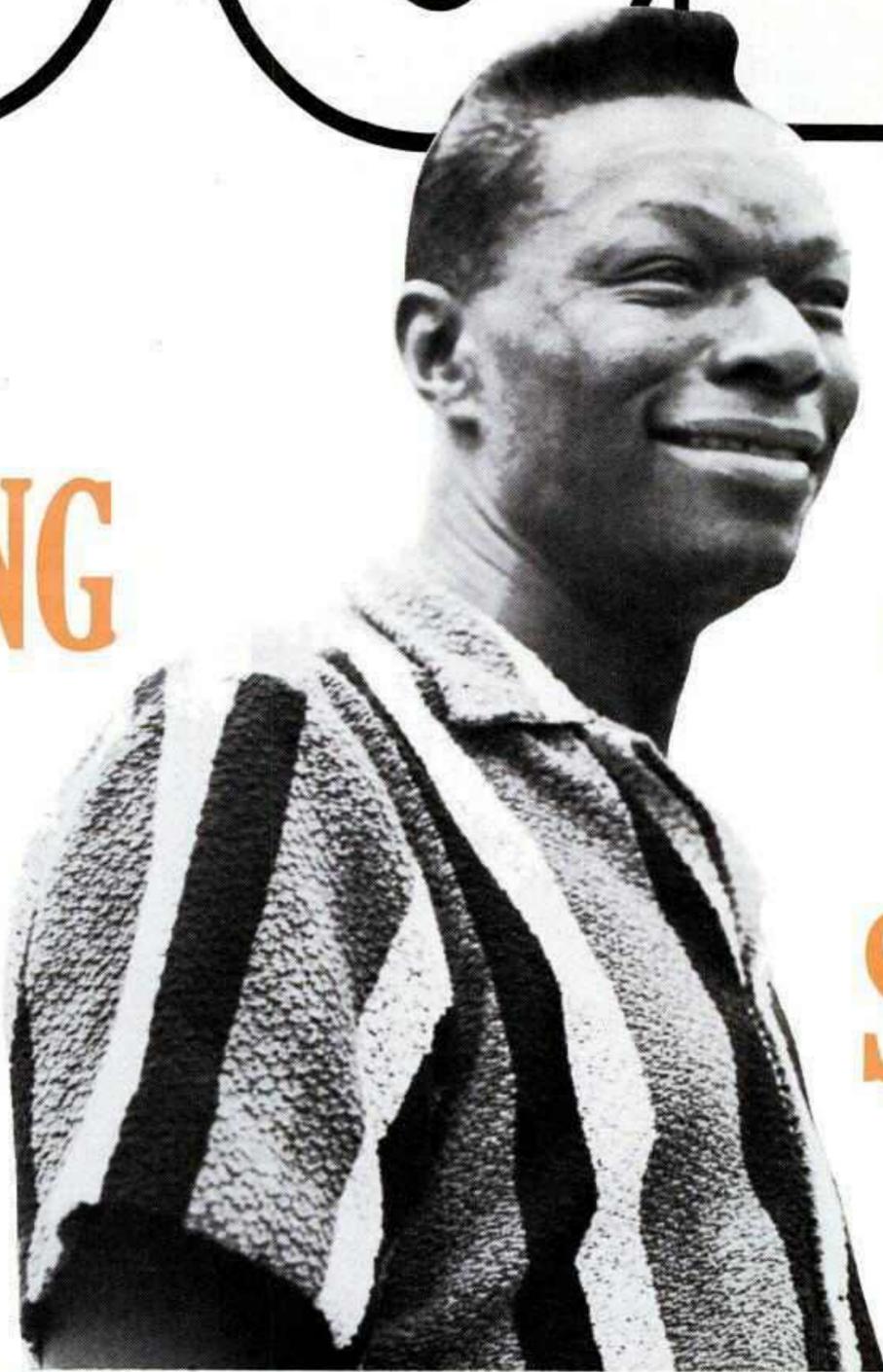
GERMANY

NATurally a smash!

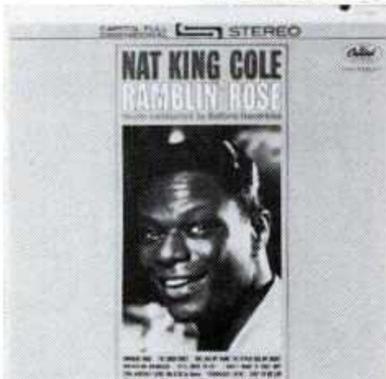
GOING

MR.
WISHING
WELL
#5027

THAT
SUNDAY,
THAT
SUMMER



NAT'S
CURRENT
BEST-
SELLING
ALBUMS



(S)T-1793



(S)W-1929



(S)W-1859



(S)T-1838

International NEWS REPORTS



PROSITI: EMI board chairman Sir Joseph Lockwood (center) raises his glass to salute long-service members of the Electrola Company, German members of the EMI fraternity in Cologne. Standing around the table from left to right are C. W. Burt, assistant to Lockwood; Franz Heinrich one of those being honored for his 56 years as chief accountant for the label; L. T. Dines, supervisor of the German companies; Mrs. Rudi Thalheim; Lockwood; Dr. Rudi Thalheim, another of the specially honored for his 36 years and director of Electrola's legal department; Dr. Veder; and Miss Thalheim. Also honored but not shown was Max Ittenbach director of a.&r. and 37 years with the company. All the specially honored were awarded gold watches for their service.

ELECTROLA & TELDEC TIE WITH HORZU MAG

HAMBURG—The largest European radio and television consumer magazine, Horzu, has entered into an agreement with the Electrola and Teldec labels for the production of three LP's per month under a label carrying the name of the magazine.

Horzu has a readership estimated at 13 million and Electrola and Teldec represent a variety of important world-wide labels (among them RCA, Decca, London, Capitol, Telefunken, His Master's Voice, etc.) and material for these LP's will be made available for the Horzu albums. The Electrola and Teldec firms will also take care of distribution of the sets. The LP's will also be sold by mail-order with the price going at 18 marks (around \$4.60).

Artists in the albums being debuted in the series are Maria Callas, Herbert von Karajan and the Vienna Philharmonic, and a pop LP made up of 14 different acts from five countries. The disclosure of the new disk-publishing tie has really been a bombshell here, and it is believed generally that other record firms are looking for ways in which to emulate the tie up with deals of their own with important newspapers.

Everybody's Going In '64 San Remo

By SAM'L STEINMAN

ROME—San Remo can look forward to its biggest splurge of names in the 1964 Song Festival January 30-31 and February 1 with the announcement that all publishers accredited by the Italian Society of Editors and Composers can participate instead of only those of five years standing. For one thing, it means the return of the formidable RCA lineup which withdrew in protest because its publishing house was too "young" under the old rules. With the return of this group of singers will also be the addition of foreign name singers who will share the rendition of

the entries with Italian names. From all indications it will be bigger 'n' better than ever.

Three important changes have also been announced for the 14th San Remo Song Festival. Selection commission of music experts has been eliminated and the festival organization will take sole responsibility for the 20 songs in competition. The 10 finalists will be the numbers with the highest number of votes in the two preliminary evenings and not necessarily the highest five of each evening as in the past. Only one winner will be proclaimed and the other nine finalists will be listed as equal runners-up.

IN HONG KONG

Pirates Capturing Business

By CARL MYATT

Hong Kong's police are carrying the war to the pirates and record smugglers in this teeming city. In the biggest organized campaign to date, officers of the Commercial Crimes Department swooped on 13 stalls and shops during one night last week, arrested six persons and confiscated 1,000 LP records.

This figure, however, is but a drop when compared to the 150,000 LP's which it is estimated leave Taiwan every month. This was the figure mentioned by Keith Bruce, EMI's Hong Kong representative, who returned yesterday after an extensive tour which covered Singapore, Malaya and Taiwan.

According to Bruce—and his statements were corroborated by several of Hong Kong's widely traveled record industry executives—the piracy question has grown to alarming proportions. The general consensus of opinion is that the problem is far more acute now than it was at the same time last year. The number of records leaving Taiwan would at the legitimate wholesale prices amount to approximately \$2,250,000 in Hong Kong dollars. A substantial number of these disks are of U. S. origin, with a proportion of Chinese records making up the difference.

Dealer shops in Taiwan are stocking nothing but pirated records in vast quantities, and the majority of these establishments, in order to facilitate the customer, are selling special record-carrying cases which enable the buyer to take the disks out of the country in bulk. So many of these illegal disks are being pressed that the price of a 10-inch LP has dropped from \$4 to \$3.50 each in Hong Kong currency.

In addition, these plants have begun flooding the market with EP's of a far superior quality to the LP's in production. This is the opinion of several knowledgeable executives just back from touring the area. Said Bruce: "While in Taiwan, I saw one such EP with hit tunes by Connie Francis and Johnny Tillotson, among others. The finished product was far superior to anything yet manufactured." This improvement is attributed to the fact that these illegal manufacturers are now getting the latest hit records direct from a U. S. source or sources, whereas previously tunes were recorded off radio shows and then pressed.

All this activity points to one very pertinent fact: the masterminds behind this illegal trade are getting better organized than

DGG SPINS IN KARUSELL BUY

STOCKHOLM — Deutsche Grammaphone bought the independent Karusell label as well as its subsidiary Joker ensign here. As of the beginning of September, both companies will be headquartered in the same building at Solna, Stockholm. Simon Brehm will stay with the firm, while former Karusell President, Karl Niren and executive Lennart Schlemowitz will leave. Among the international stars on the label are Lil-Babs, Little Gerhard and Tina and Maria. In Sweden, Karusell is represented for ABC-President, Reprise, Swan and Vee Jay.

ever before. Their tentacles are spreading throughout Southeast Asia and if nothing is done to stop them they will soon ruin the market.

As it is, dealers here claim that the singles trade has been completely wrecked and estimate that there has been a 70 per cent drop in the volume of sales, which with the cost of production is a much greater drop in profits.

The ARI appears to be in the best position to help, but it must concentrate more at the import level and at the source if results are to be achieved. What is also needed, trade sources say, is for other Southeast Asian countries to take strong action against the import of pirate records. It is essential at this time, says the industry, for Taiwan to become a signatory to the International Copyright Convention.

Ember Lands Rights To Newley Satire LP

LONDON—A.&r. chief John Barry has clinched a deal for the release of the much-discussed "Fool Britannia" album for the Ember label. The disk, which was cut in the U.S. with Anthony Newley, Joan Collins, Peter Sellers and Leslie Bricusse

will be rushed into shops in the next week.

Because of the harshness of the satirization of the Royal Family, the Porfumo scandal and other topical events, British Decca, for whom Newley records, declined to issue the disk. Newley has since set up his own firm, Acapella, in the U. S. which will handle the disk there and made the deal with Barry and Ember. It is also believed that this deal with Ember could possibly be the beginning of some sort of working agreement between Ember and the newly formed Newley label.

AUSTRALIA

CBS Records 17 Local Acts

By GEORGE HILDER

19 Todman Ave.,
Kensington, Sydney, N.S.W.

Sven Liebeck has signed 17 artists to the CBS roster.

Chappell received news that the Warner Bros. flick, "Gay Puree," is scheduled for release September and the WB album with the voice of Judy Garland from the sound track will hit stores to coincide with the opening of the picture. . . . With the upsurge in folk music in Australia, Decca Records of England has announced that Johnny Dennis and Nelta Rogers have been booked for a 10-week season in Australia. EMI is rushing out their album "Folk Hits of the '60's" from Crescendo Records on Vogue to coincide with their opening Spetember 24. London Records' Aussie representative Bill Robinson has made a single deal with Phyllis Records for the release of "Wait Till My Bobby Gets Home" by Darlene Love. . . . EMI signed Melbourne TV singer Al Lane to record for their HMV label.

Chequers night club has announced that the following artists have been booked to appear at the club between now and December: Shelley Berman, Nelson Eddy and Gail Sherwood, Diana Dors and Shirley Bassey. . . . Rob E.G., whose twin hits "Jezebel" and "55 Days at Peking," are currently riding high on the charts in all States, is to release his second album "Jezebel and 11 Others" on the Festival label.

. . . Due to the success of "The Jackie Gleason Show" now being televised in Australia, ABC-Paramount is releasing on their Ampar label "Songs I Sing on the Jackie Gleason Show" sung by Frank Fontaine. The album will be promoted with a tie-up with ATN Sydney.

Festival found it profitable to re-release the album "Young Sydneysider." Gary Shearston has made his record debut on the Leedon label with an extended play recording titled "The Man From Snowy River." Brother John Sellers, visiting American gospel singer, has praised Shearston as one of the most promising folk singers and

guitarists in Australia today. . . . Disk jockey Lylal Richardson has taken over the management of Sydney's Playboy Club and since his appointment has concentrated on engaging local recording stars. Already in his seven weeks' tenure he has used Johnny Devlin (Festival), Robyn Alvarez (Columbia), and Lonnie Lee (Leedon).

New a.&r. manager at RCA, Johnny Devlin, completed the first local disk for the company featuring a composition by Devlin titled "I'm Gonna Make You" backed with the oldie "Over the Rainbow," both numbers sung by Digger Revell. . . . At last the long-awaited movie "Kid Galahad" is to be released in Sydney August 24. RCA will be another promo on Elvis Presley's extended play which has been on the market over 12 months. . . . "Cleopatra" is due to open at Sydney's Mayfair Theater late October.

EMI is preparing schedule of Surf disks as spring comes to Australia and the surfing season officially opens in October. To be released on the London label will be two Del-Fi albums, "Surf Drums" and "Surf Rider," by the Lively Ones. In the single field Philips has a winner in the Johnny Caswell single "At the Shore." The Joye Boys have completed their latest albums for release through Festival entitled "Cookin' Up a Party."

On his return from the States, William Smith, managing director of the Australian Record Company, announced the appointment of Keith Anderson as manager of creative services for the company. Anderson was formerly advertising manager with Philips Records, New Zealand. . . . Next local recording by ARC on CBS will be another all-star effort featuring singer Johnny Rebb backed with vocal group, the Delltones, and instrumental group, the Atlantics, who have at the moment a chart topper in "Bombora." EMI signed a new instrumental group, the Echomen, to a long-term contract.

Belinda has acquired "Finger-
(Continued on page 37)

THE WORLD'S GREATEST ARTISTS IN HIS MASTER'S NEW VOICE... DYNAGROOVE



ANN-MARGRET

EDDY ARNOLD

CHET ATKINS

BOSTON POPS

BOSTON SYMPHONY

FRANKIE CARLE

CHICAGO SYMPHONY

VAN CLIBURN

PERRY COMO

SAM COOKE

FLOYD CRAMER

DUANE EDDY

ARTHUR FIEDLER

DON GIBSON

MARTY GOLD

AL HIRT

HUGO & LUIGI CHORUS

KITTY KALLEN

ERICH LEINSDORF

THE LIMELITERS

HANK LOCKLIN

HENRY MANCINI

PETER NERO

ODETTA

LEONARD PENNARIO

PEREZ PRADO

LEONTYNE PRICE

SID RAMIN

DELLA REESE

JIM REEVES

FRITZ REINER

ARTUR RUBINSTEIN

ROBERT SHAW

HANK SNOW

THE THREE SUNS

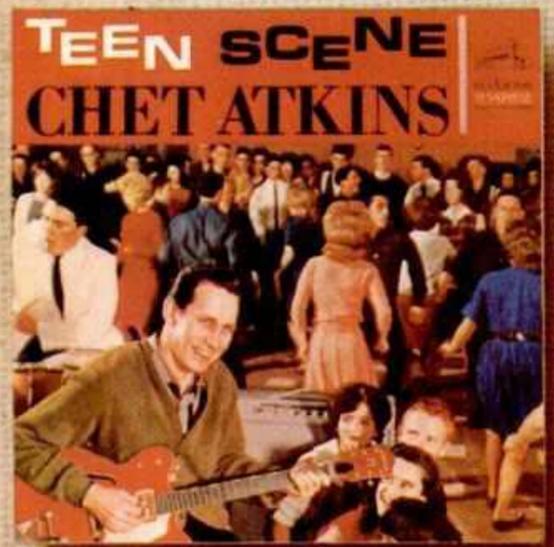
PORTER WAGONER

JOE WILLIAMS

RCA VICTOR RECORDS

By popular demand RCA Victor presents great new albums in **DYNAGROOVE**, today's new standard in recorded sound!

Pop artists! Red Seal artists! Brand new albums! All recorded in DYNAGROOVE—the exclusive new recording system developed by RCA Victor and hailed by the critics. It's the broadest selection of top talent ever assembled for you in one release! **RCA VICTOR** 



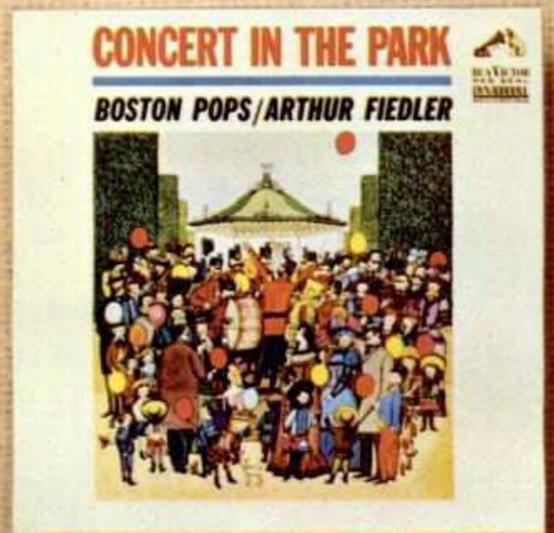
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THE NEW SOUND OF THE STARS
POP "HIGHLIGHTER" DYNAGROOVE
ALBUM



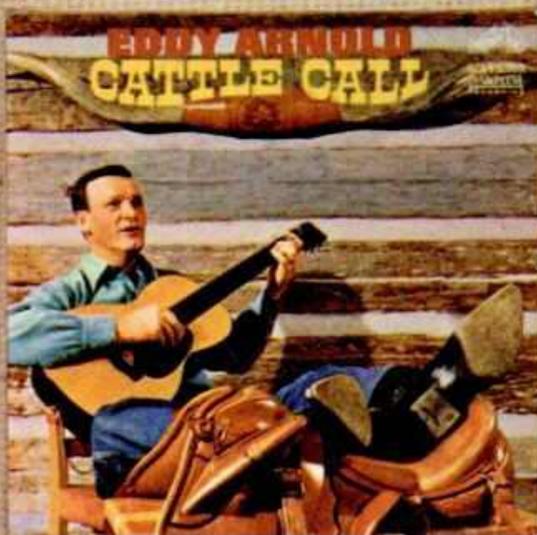
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THE NEW SOUND OF THE STARS
RED SEAL "HIGHLIGHTER" DYNAGROOVE
ALBUM



2



5

DYNAGROOVE

The DYNAGROOVE "Highlighters" feature selections from many great new DYNAGROOVE albums. They are a delightful way to hear RCA Victor's new DYNAGROOVE recording system which provides a spectacular improvement in sound quality. You will hear: 1. True brilliance and clarity. 2. Realistic presence. 3. No inner-groove distortion! 4. Full-bodied tone—even when you listen at low level.

- 1 Ann-Margret/Kallen/Reese: 3 Great Girls.** This three's a crowd of top vocal variety. Ann-Margret supplies the sweets. Kallen has the soothing selections. Reese sings the sultry. Each has 4 newly recorded. LPM/LSP-2724
- 2 Eddy Arnold: Cattle Call.** An extremely talented singer brings his easy, popular style to a great Western/Folk collection. The famous tunes include "Cattle Call," "Cowpoke," "Tumbling Tumbleweeds." LPM/LSP-2578

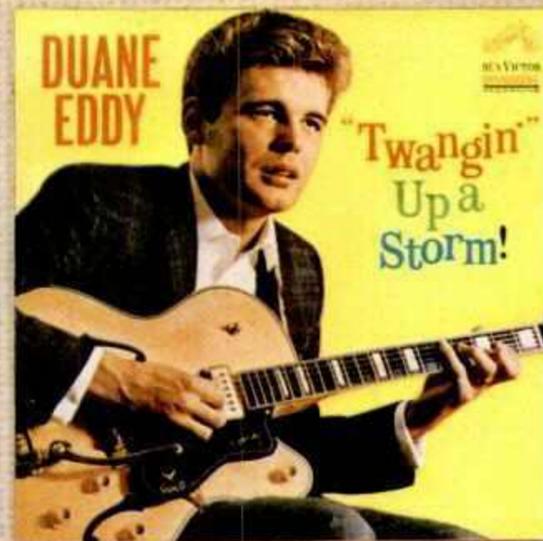
- 3 Chet Atkins: Teen Scene.** Chet storms into teen territory with a whirlwind of sound. A great sequel to his first teen-aged album, but still pure Chet. "Rumpus," "Walk Right In," et al, really swingin'! LPM/LSP-2719
- 4 Fiedler/Boston Pops: Concert in the Park.** The "Pops" sounds spectacular! Included are "Austrian Peasant Dances," "Victor Herbert Favorites," others and a specially arranged "Song Fest" medley. LM/LSC-2677
- 5 Leinsdorf, Boston Symphony: Mendelssohn, A Midsummer Night's Dream.** Incredibly beautiful! Features sopranos Arlene Saunders, Helen Vanni. Inga Swenson is narrator. Deluxe edition available. LM/LSC-2673



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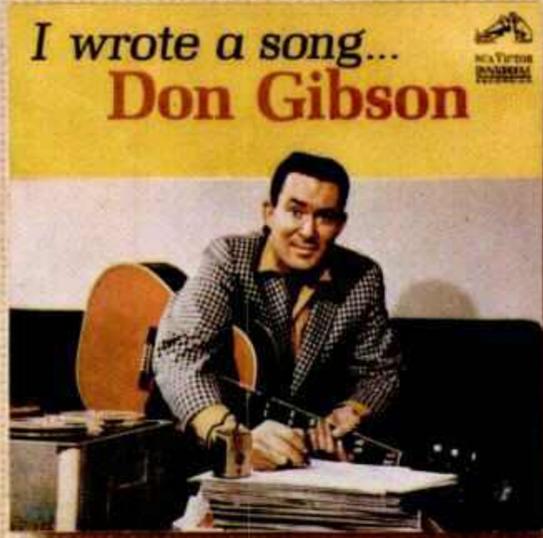
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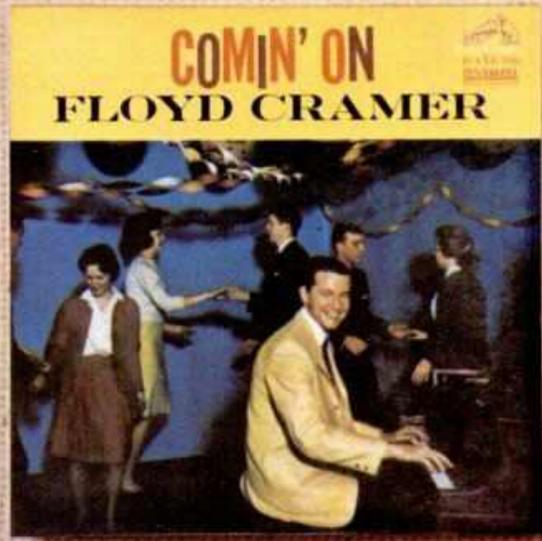
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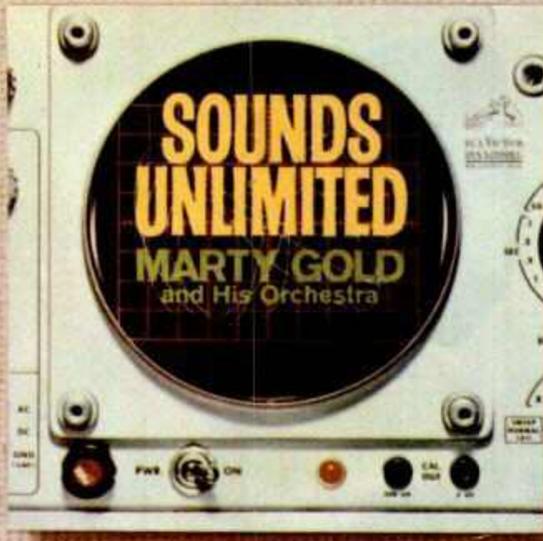
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6 **Leinsdorf/Boston Symphony:** Strauss/*Ein Heldenleben*. The work's astounding sonority is captured to perfection! A stunning showcase for Leinsdorf and the Orchestra in Dynagroove sound. LM/LSC-2641

7 **Carle/Cramer/Nero:** *3 Great Pianos*. Hail three keyboard kings. Carle rules the dance floor. Cramer sports a rock-tempo technique. Nero's genius conquers all! "Going Home," "My Ideal," "Lost Love." LPM/LSP-2721

8 **Cliburn/Reiner, Chicago Symphony:** Beethoven, *Concerto No. 4*. Cliburn's first Dynagroove album! With Reiner he reaches new heights of artistry. A great performance of a beloved Beethoven concerto. LM/LSC-2680

9 **Perry Como:** *The Songs I Love*. "Mr. C." recreates the relaxed and magical TV moments when he casually sings his current favorites. "Days of Wine and Roses," "Carnival," "My Coloring Book," and 9 more. LPM/LSP-2708

10 **Sam Cooke:** *Night Beat*. It's "Mr. Soul" in blue with small combo backing. An after-hours atmosphere of relaxed intimacy features "Mean Old World," "I Lost Everything," "You Gotta Move." LPM/LSP-2709

11 **Floyd Cramer:** *Comin' On*. Reaching a new high-point in the popular range, Cramer soars into the standards and comes on with rolling renditions of "Ol' Man River," "The Huckle Buckle" and others. LPM/LSP-2701

12 **Duane Eddy:** *Twangin' Up a Storm*. Lots of great twangin' backed with mighty fine sing-in'. The beat rocks, rolls, twists and surfs in dance tempo. "Walk Right In," "Guitar'd and Feathered," "Soul Twist." LPM/LSP-2700

13 **Don Gibson:** *I Wrote a Song*. And he can sing a song, too! This country-slanted album proves it! "I Can't Stop Loving You" is a stand-out selection! The Jordanares and the Lyell sisters accompany. LPM/LSP-2702

14 **Marty Gold and His Orchestra:** *Sounds Unlimited*. A big sound that features strings for ballads and big band swing for variety. Standards include "Don't Worry 'bout Me," "Skylark," "Ol' Man River." LPM/LSP-2714

RCA VICTOR BACKS 34 GREAT NEW DYNAGROOVE RECORDS WITH
POWERFUL ADVERTISING & PROMOTION

NATIONALLY



TELEVISION

The only record manufacturer on network TV, RCA Victor will feature the 34 new DYNAGROOVE albums in 60-second full-color commercials on the "Wonderful World of Color." Exciting four-page inserts and three-page inserts featuring a selection of DYNAGROOVE albums will appear in major national magazines through the months of Sept. and Oct.



MAGAZINES

RIGHT IN YOUR CITY



NEWSPAPER MAT ADS

A broad selection of newspaper mats is available for your use in local newspapers: full page, tabloid page, and 600 line mats with Pop and Red Seal albums; four, 280 line mats with Pop albums; one, 140 line mat featuring the two "Highlighter" DYNAGROOVE albums. Specially prepared radio scripts featuring both Pop and Red Seal albums are available.



RADIO SCRIPTS

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WINDOW OR IN-STORE STREAMER

There are all kinds of exciting new display materials to dress up your store. A special window display features the 34 new DYNAGROOVE

albums. Use the colorful counter display cards and streamers to build traffic for the biggest record selling season you've ever enjoyed!



WINDOW OR IN-STORE DISPLAY



COUNTER CARDS

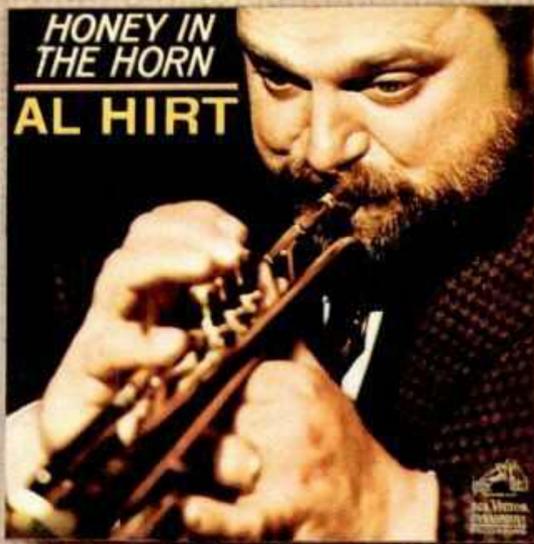


"HIGHLIGHTER" BROWSER BOXES

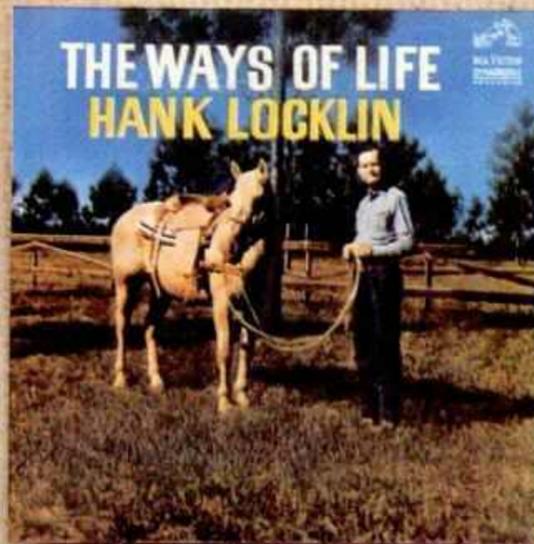
SEE YOUR DISTRIBUTOR NOW!

RCA VICTOR

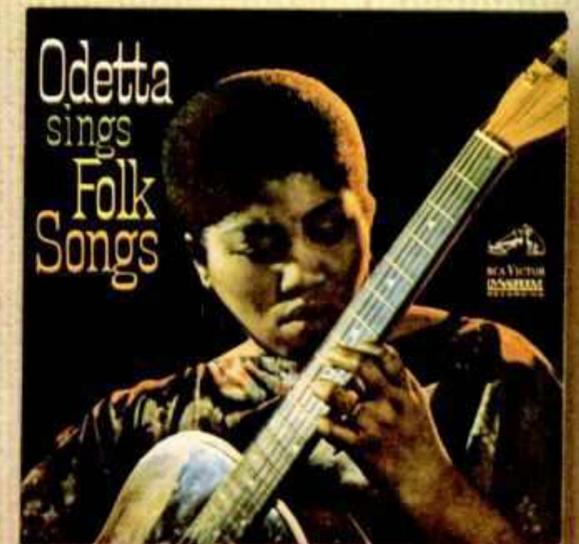
RCA The most trusted name in sound **RCA**



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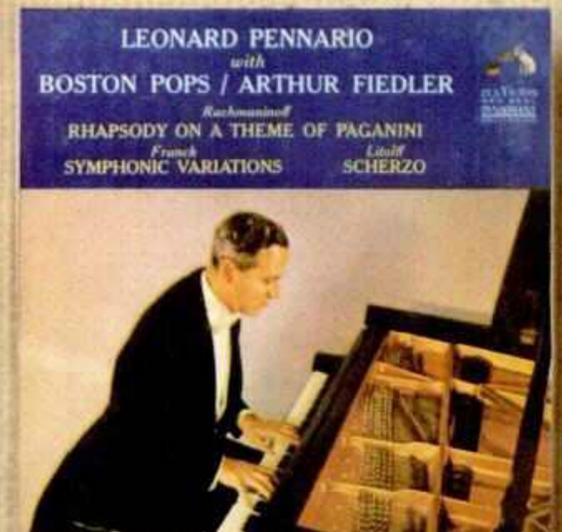
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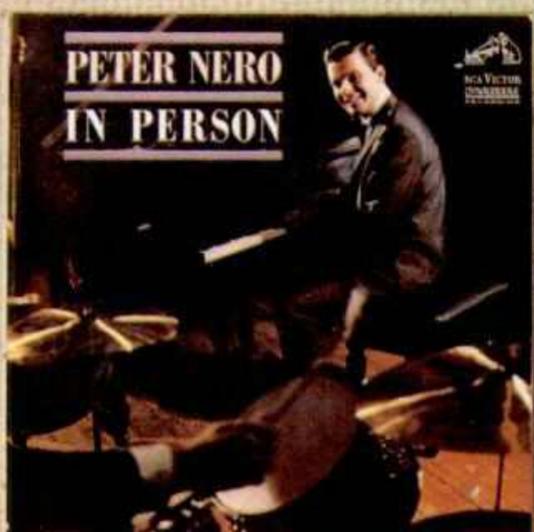
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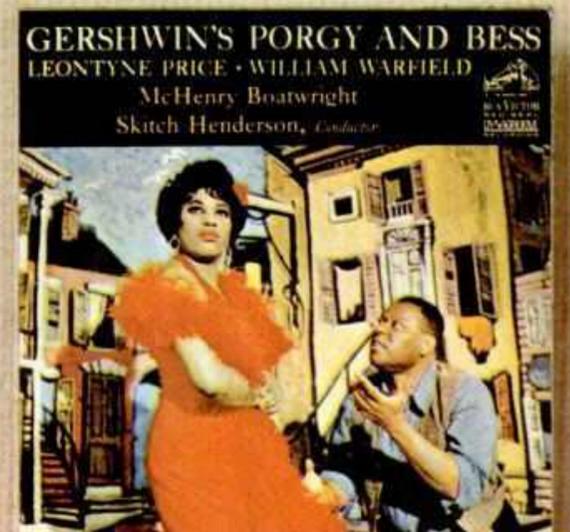
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5 **Al Hirt: Honey in the Horn.** With choral backing, Hirt serves up a sweet selection of favorite melodies played at their swingin' best. "I Can't Get Started," "Man with a Horn," "I'm Moving On," plus 9 others. LPM/LSP-2733

6 **The Cascading Voices of the Hugo and Luigi Chorus. Let's Fall in Love.** Romantic love songs in the lushest of settings. Features "Always," "Tenderly," "True Love," "I'm in the Mood for Love," etc. LPM/LSP-2717

7 **The Limelitters: Fourteen 14K Folk Songs.** Today's top trio shines a glittering new light on today's top folk tunes. The song treasury holds "John Riley," "The Midnight Special," plus 12 more genuine 14K! LPM/LSP-2671

18 **Hank Locklin: The Ways of Life.** With ideal Jordanaire accompaniment, big pop and country seller, Locklin sings more of the best in his winning ways. "We're Gonna Go Fishin'," "Bummin' Around." LPM/LSP-2680

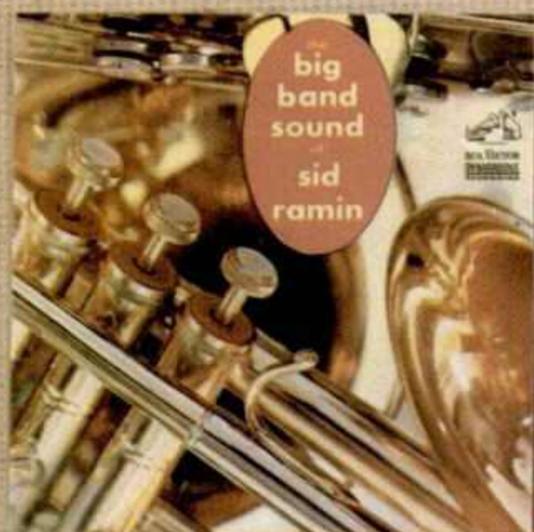
19 **Mancini/Hirt/Prado: 3 Great Bands.** The greatest revolving bandstand ever assembled! Mancini "Blusey." Hirt on "Blueberry Hill." Prado with "Caravan!" Each giant belts 4 newly recorded selections. LPM/LSP-2722

20 **Peter Nero: Peter Nero — In Person.** His first live "in concert" recording. Peter and combo with "Button Up Your Overcoat," "I Got Plenty o' Nuttin'," 5 more and a brilliant "West Side Story"—a medley highlight. LPM/LSP-2710

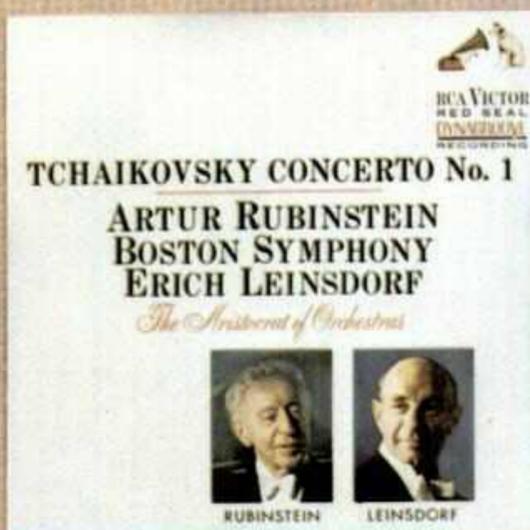
21 **Odetta: Odetta Sings Folk Songs.** A lyric and lovely voice on a sensitive stroll through the folk field. With bass and guitar only, she does "Shenandoah," "900 Miles," "Blowing in the Wind," "Yes I See." LPM/LSP-2643

22 **Pennario/Fiedler, Boston Pops: Rachmaninoff, Rhapsody on a Theme of Paganini; Franck, Symphonic Variations; Litoff, Scherzo.** A first collaboration! Here is a perfect pairing of piano and orchestra. LM/LSC-2678

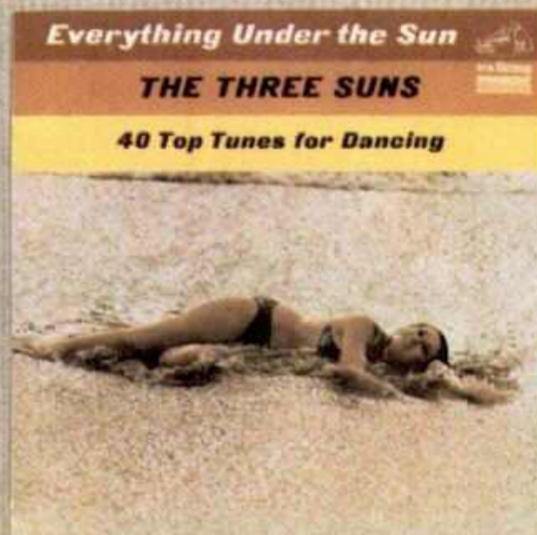
23 **Price/Warfield: Gershwin/Porgy and Bess.** The opera that made Leontyne Price and William Warfield famous. They're better than ever in these newly recorded great scenes of the ever-popular work. LM/LSC-2679



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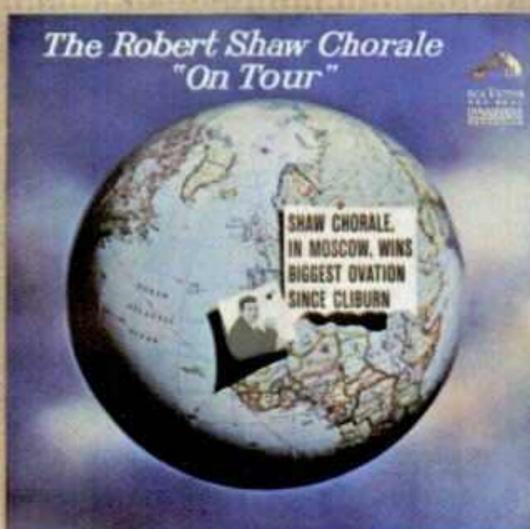
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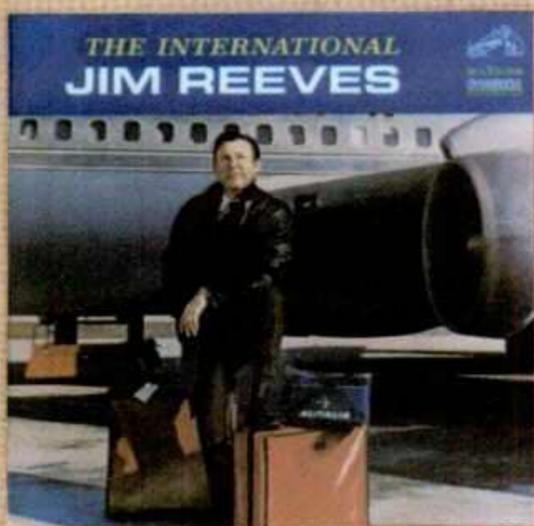
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24 Sid Ramin: The Big Band Sound of Sid Ramin. Dynamic, humorous and powerful versions of all-time favorites. In his great award-winning style, Sid offers "Blue Tango," "The River Kwai March," "Nola." LPM/LSP-2716

25 Della Reese: Waltz with Me, Della. As the liner states, "The Waltz—anybody can dance it, but who ever heard it sung like this? Nobody!" "Tenderly," "Fly Me to the Moon," "Wonderful One," 9 more. LPM/LSP-2711

26 Jim Reeves: The International Jim Reeves. A big voice in any country but especially right here at home. His melodic travel brochure includes "The White Cliffs of Dover," "Tahiti," "True," "Guilty." LPM/LSP-2704

27 Rubinstein/Leinsdorf, Boston Symphony: Tchaikovsky Concerto No. 1. The first time Rubinstein and Leinsdorf have recorded together! Also Rubinstein's first recording of this concerto in stereo. LM/LSC-2681

28 Robert Shaw Chorale: On Tour. A collection of works sung by the chorale on tour in Russia and around the world. Included is the encore most requested in Russia: "Sometime I Feel Like a Moanin' Dove." LM/LSC-2676

29 Hank Snow: Railroad Man. A whole lot of train travelling music! Snow, on the right track, engineers a carload of fun on "The Chattanooga Choo Choo," "The Streamline Cannon Ball," plus 10 more train songs. LPM/LSP-2705

30 The Three Suns: Everything Under the Sun. A real entertainment value for every dance fan! Here are forty tunes in medley form. Starts with "When You're Smiling" through to "Lambeth Walk." LPM/LSP-2715

31 Locklin/Snow/Wagoner: 3 Country Gentlemen. Variety spices this collection with country favorites each singing 4 country classics. "Ivory Tower," "Laredo," "False True Lover" plus 9 more. LPM/LSP-2723

32 Joe Williams: Jump for Joy. A towering jazz-vocal talent makes his RCA Victor album debut accompanied by a group of major jazz musicians. Things swing on "A Good Thing," "It's a Wonderful World." LPM/LSP-2713

International News

• Continued from page 30

tips" and EMI has made a single deal to release the Tamla disk by **Little Stevie Wonder** on the HMV label in Australia.

Sammy Davis Jr. will give two concerts at Sydney Stadium September 13 and 14 and Melbourne September 16 and 17. The Davis show is under the direction of **Harry Miller**, New Zealand show promoter, and **Denis Wong**, Chequers night club, Sydney.

Tivoli Theaters General Manager **Lloyd Martin** has returned to Sydney after a 10-week show-shopping spree abroad. His buys include "Stop the World — I Want to Get Off" and "The Wizard of Oz," the Paris Lido show.

BRITAIN

RCA Disk Execs Talk Dynagroove

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

Britain will get its first release in Dynagroove in October. That was the news brought to London by **Dario Soria**, vice-president of RCA Victor's international liaison and given to a meeting of RCA and Decca executives. The label will release an initial batch of 12 albums in Dynagroove, six popular and six classical. Also at the meeting—which got down to talks about the label's future policies hereabouts—were RCA comptroller **Norman Racusin**, the vice-president of RCA International Ltd. (Geneva) **Dr. Peter Baumberger**, the label's British manager **Mike Hawgood** and various Decca chiefs. Soria and Racusin—who had come in from Capetown—went on to Copenhagen for talks there.

A nostalgic tour is being set up by **Harold Davison**. He has inked **Frank Sinatra Jr.** to tour Britain in January accompanied by the band with which his father found fame, the **Tommy Dorsey Orchestra**. Also on the bill will be the **Pied Pipers** and **Helen Forrest**. . . . **Vic Lewis** has signed **Brook Benton** and **Lesley Gore** to head a 10-date package starting here October 19. It will be one of the heaviest ever U. S. bills by the time he has concluded negotiations with three other Americans currently under discussion for the trek.

Lionel Bart's musical "Blitz!" ends its London run in September and will be readied for a spectacular American production by **Arthur Lewis**. The show will start a U. S. nation-wide tour in Los Angeles next April prior to a Broadway opening to coincide with the New York World's Fair in September 1964. Bart currently has "Oliver!" on Broadway. . . . Columbia's hit-making instrumental group, the **Shadows**, makes its first-ever French tour in October. At that time **Cliff Richard** will be rehearsing on the film which he and the Shadows commence in November.

Visitors

MGM Records chief **Arnold Maxin** was in for talks with **Norman Newell** and **Cyril Ornadel** as a result of which the a.&r. chief and ork leader will travel to Denmark, Holland and Italy in the coming months to make a new series of "world

music" albums for world-wide distribution. Ornadel will record in New York next May under Maxim's personal supervision. . . . **Henry Mancini** was due in last week for an unspecified visit. . . . After two years in the Far East, based in Hong Kong, **John Finney** of EMI's overseas division has returned to head office. . . . **Brian Epstein**, the man who manages three Liverpool groups which keep bombarding the British charts with hits, is U. S.-bound in November. He will accompany one of his hit-makers, **Billy J. Kramer**, to New York for a 10-day visit from November 3. . . . BBC-TV is making a film documentary about another of Epstein's groups, the **Beatles**. Their record sales have been so high over the past few months that EMI is to make them special awards—a silver LP for 175,000-plus sales of their first LP, "Please Please Me," and a silver EP for quarter million sales of their "Twist and Shout" platter which comprises four tracks taken from the album.

Publishers Business

Still on the subject of Epstein, the music publishing companies which he shares with **Dick James**—Northern Songs and Jaep—get Australian representation through a deal set up by **Jack Argent** of Leeds PTY. The deal includes, of course, the Beatles smash hit compositions.

Harry Walters, who resigned his position as Cameo-Parkway's European representative last April, has been appointed general manager of **Stanley Barnett Music**.

EIRE

Beatles Cause EP Comeback

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

Not since **Elvis Presley's** chart entry with "Follow That Dream" have EP's sold so rapidly as the Beatles' "Twist and Shout" and local singer **Chuck Winter's** debut, "Just for You." Both are bubbling under the nation's hit parade this week. As reported recently, Gael-Linn's EP, "Mise Eire," sold at least 7,000 copies, but this was accomplished over a long period.

John Woods told Billboard that higher production and management costs, which caused prices to be increased in Britain recently, will not bring any immediate change to releases on labels in the Pye group.

Michael O'Duffy's album, "The Songs of Thomas Moore," is moving well, particularly to tourists. He flew from his London home to Dublin to begin a short tour and to record with the **Radio Eireann Light Orchestra**. In September he will appear at Carnegie Hall. . . . **Phil Donohue**, who for many years was manager of Dublin's Theater Royal, has become an artists' agent with offices at Parnell Square. He aims to groom talent for stage, radio, television and recording work. . . . The **Clancy Brothers** and **Tommy Makem**, whose disks are consistently in demand, will appear in public here for the first time August 25 when they will do a concert at the Olympia.

HOLLAND

German Disks Made by Imca

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

Imperial singer **Imca Marina**, recently recorded in Germany "Ueber Den Wolken Ist Sonnenschien," written for the occasion by Electrola producer **Heinz Gietz**. . . . Stateside label will release the original **Miss X's** "Christine" recording in Holland. In the meantime the company's Imperial label launched the Duo **Koos Huisman's** comic version of "Christine, Kiele, Kiele." . . . Bovema will also release the first couple of **Ray Charles** albums on its new Atlantic label this week.

Bovema's pianist **Vladimir Ashkenazy** visited Holland, appearing in Rachmaninoff and Beethoven concerts with director **Ferdinand Leitner**. . . . Gramophonehouse's **Warner Bros.** label rushed out **Peter, Paul and Mary's** version of "Blowin' in the Wind."

Bovema's recent "Kaag" talent contest, running for six consecutive weekends and organized by **Jaap van Praag** has been a huge success. Prize-winning competitors were the **Earlstown Jazz Society** and the **Noisemakers**. There was an honorable mention for **John Lobo and His Rhythm Kings**. The two first-mentioned will soon be put on record. The final round was broadcast by Dutch TV.

Gerrit v.d. Meent, head of the publicity department of C. N. Rood L.C., presented (in Scheveningen) the first golden record to singer **Gert Timmerman** for the topper, "Blume Von Tahiti."

The Hague pianist, **Pia Beck**, famous through her many records and AVRO broadcast performances, left Holland by air July 28 for a tour of the United States, during which she will play in night clubs in Las Vegas, Reno, Lake Tahoe and Mexico. A company will make records of her music while she is in Hollywood. . . . The winner of the 1963 "Reine Elisabeth" musical contest in Belgium, the 24-year-old Russian violinist, **Alexei Michlin**, was the soloist at concerts of the **Residentie Orchestra** under the baton of **Seiji Ozawa** from Japan.

HONG KONG

EMI & Barclay Sign Rep Deal

By **CARL MYATT**
A 27 Estroil Court

EMI and Barclay of France have come to terms on a deal in which the Hong Kong company will represent the French group in Southeast Asia—with the exception of Japan where King Records holds the agency. **Jacques Kerner**, export manager of Barclay, was in town this week for conferences with **Ted Insley**, head of the EMI group here. Kerner revealed **Marlene Dietrich** had recently been signed by the label, and her recordings, together with those of **Dalida** and **Eddie Barclay** and his orchestra, would now be available in the area. It is understood that the first Barclay releases will be on sale September 1.

EMI's Chinese artists went on a tour of Singapore and Malaya

and played before capacity houses last month. **Keith Bruce**, who organized and managed the tour, said a total of 22,000 watched the performances.

ITALY

Edebi Banks On a TV 'Dive'

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

Edebi, the most recent addition to the Phonogram stable of labels, is out with "Let's Dive," a TV show theme song, sung by 15-year-old **Didi Balboni**.

Ri-Fi is pushing **Iva Zanicchi** as "the most interesting voice of 1963." . . . The Cantagiroling, singing tour of Italy, is planning to transform itself into "Canta-Europa" and to become an all-European event. Director **Ezio Radaelli** is seeking to interest English, French, German, Spanish, Belgium, Dutch and Greek songsters in participating. . . . Nine European lands were represented in Pesaro's song event with each song sung in native tongue and repeated by an Italian singer in the lingo of the land. . . . **Peppino Di Capri** will present an Italian program at Carnegie Hall in New York.

Latest group promotion is "Happy Vacation" by Voce del Padrone with disks by **Tony Renis**, **Nicola Arigliano**, **Cliff Richard** and **Bruno Martino** orchestra. . . . While **Mina** sings for Italdisc in Italian her German disks are now coming back here via Polydor. . . . **Dick Savage**, former soloist for "Les Chats Sauvage" in France is now soloing in Italian and English for Pathe release. . . . **Gianni Meccia** is the latest of the RCA group to have his first LP which features a jacket prepared by French cartoonist **Raymond Peynaud**. Disk is called "Love Songs." . . . France's sensation, **Sheila**, is now being distributed in Italy for the first time.

Although there are rumors of the emergence of **Blue Shirt** as the name of a new label by **Domenico Modugno**, Fonit has come forth with a new LP entitled "Modugno Sings" with 12 of his top songs. . . . **Caterina Valente** is latest to make summer p.a. at Rome's Foro Italico. . . . Emergence of "Wini-Wini" as a top favorite here has brought a new summer recording from CGD by its top femme artist, **Betty Curtis**. . . . Bike champion **Gino Bartoli** has prepared a new series of Tuscan songs which **Narciso Parigi** has recorded on four EP's. . . . **Charles Aznavour** here to film "High Infidelity" will sing his songs in Italian and in French for different versions of the film and records as well as tape a TV special.

Three Italians and an American were prize winners at the Second International Competition of Rhythmic-Symphonic Music at Cava dei Tirreni. **Pietro Argento** was first with his "Modern Concerto" while **Ronald Herger**, U.S.A., finished second with "Movements for Orchestra." Italians in third and fourth places were **Giorgio Fabor** with "Blue Concerto" and **F. S. Mangieri** with "Rhapsody in F. Major." Best-known recording artist among the 20 composers in competition was **Luciano Fineschi** of Night Club disks with "Salt March."

Cetra has issued a special catalog for **Claudio Villa** listing nearly 500 different numbers which he has waxed. . . . **Carlo Cassola** and **Valentino Buchi**

have gone to London to supervise recording by **George Chakiris** of numbers for "Bebo's Girl" in Italian. . . . With "Heart" a long-time leader in its Italian translation by **Rita Pavone** here, Capitol has introduced **Wayne Newton's** original version for the first time.

JAPAN

Victor Links With Airline

By **J. FUKUNISHI**
108 Kakinokizaka,
Meguroku, Tokyo

In a tie-in promotion with BOAC, Nippon Victor is issuing September 5 a package of two stereos "World Tour with **Billy Vaughn**" and one album "Along the World With **Pat Boone**" with contest tie-in. Winners are to receive BOAC over-night bags, model planes, playing cards and 1964 calendars. In another tie-in, the firm consummated deals with furniture, stockings and gas lighter makers.

Nippon Grammophon is now preparing to release the first recording by **Rafael Kubelik** after he signed with Deutsche Grammophon. The label is also marketing the sound track of the Italian picture "Appuntament in Riviera."

Following the purchase of the Mercury label by Philips two years ago, the pressing rights to the label was switched from King Records to Nippon Victor which represents Philips here. Simultaneously the name of Mercury disappeared, and Nippon Victor has been releasing Mercury material through the Philips International series. Now this practice has been discontinued, and Mercury label is being revived starting with its October release.

Nippon Record Company commences operation in November and is now installing four pressing machines. The company intends to release four to five Japanese popular songs every month. **K. Inouye**, former chief of International Record Department of Teichiku Records, Decca's affiliate will take charge of the a.&r. department.

Kyu Sakamoto left for the States August 13 to appear on the "Steve Allen Show" and other events. A camera man of TBS station who is accompanying him will shoot all the singer's activities which will be edited into a one hour program to be televised in Japan.

On the heels of the previously announced visits by **John Lewis'** Dixie band, **Sammy Davis Jr.**, **Sonny Rollins** Quartet and **Eartha Kitt**, it is speculated that **Josephine Baker** will come in October for her second visit. Both **Paul Anka** (for the second time) and **Pat Boone** should be here by the year-end and much talked about **Connie Francis** is due next February.

NORWAY

Elvis Singles And LP Champ

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

Elvis Presley is still a double-topper in Norway. His single record, "Devil in Disguise," is No. 1 on the Top 10 and his "It Happened at the World's

(Continued on page 39)

Breaking Big

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TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING AUGUST 31				
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	9
2	2	HELLO MUDDUH, HELLO FADDUH!	By Sherman-Busch—Published by Curtain Call (BMI)	4
3	5	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gottcherer—Published by Blackwood (BMI)	4
4	4	BLOWIN' IN THE WIND	By Dylan—Published by Witmark (ASCAP)	7
5	3	CANDY GIRL	By Santos—Published by Saturday-Gavadima (ASCAP)	6
6	10	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)	4
7	6	JUDY'S TURN TO CRY	By Ross-Lewis—Published by Glamorous (ASCAP)	7
8	13	MOCKINGBIRD	By C. & I. Foxx—Published by Saturn (BMI)	5
9	9	MORE	By Ortolani-Oliviero—Published by Marks (BMI)	6
10	7	WIPE OUT	By Surfari—Published by Miraleste-Robin Hood (BMI)	9
11	8	(You're the) DEVIL IN DISGUISE	By Giant-Baum-Kaye—Published by Presley (BMI)	8
12	11	DENISE	By Levenson—Published by Bright-Tunes (BMI)	6
13	19	THE MONKEY TIME	By Mayfield—Published by Curtom-Poliro (BMI)	3
14	—	BLUE VELVET	By Wayne-Morris—Published by Vogue (BMI)	1
15	21	SURFER GIRL	By Wilson—Published by Guild (BMI)	3
16	17	HEY GIRL	By King-Goffin—Published by Screen Gems-Columbia (BMI)	3
17	14	DANKE SCHOEN	By Kaempfert-Liene—Published by Roosevelt (BMI)	4
18	22	HEAT WAVE	By Holland-Dozier-Holland—Published by Jobete (BMI)	2
19	25	FRANKIE AND JOHNNY	By Cooke—Published by Kags (BMI)	2
20	12	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	10
21	16	GREEN, GREEN	By McGuire-Sparks—Published by New Christy (BMI)	5
22	23	PAINTED, TAINTED ROSE	By Sawyer-DeAngelis—Published by Damian (ASCAP)	2
23	15	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	11
24	—	THEN HE KISSED ME	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	1
25	24	TRUE LOVE NEVER RUNS SMOOTH	By David-Bacharach—Published by Arch (ASCAP)	5
26	27	MAKE THE WORLD GO AWAY	By Cochran—Published by Pamper (BMI)	2
27	—	WAIT 'TIL MY BOBBY GETS HOME	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	1
28	30	I WANT TO STAY HERE	By Goffin-King—Published by Screen Gems-Columbia (BMI)	2
29	—	YOU CAN NEVER STOP ME LOVING YOU	By Slater-Samwell—Published by Ridge (BMI)	1
30	29	TWIST IT UP	By Mann-Appel—Published by Kalmann-C.C. (ASCAP)	2

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

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- FINGERTIPS (Part II)** — Little Stevie Wonder, Tamla 54080.
- HELLO MUDDUH, HELLO FADDUH!** — Allan Sherman, Warner Bros. 5378.
- MY BOYFRIEND'S BACK** — Angels, Smash 1834.
- BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368; Jerry Jackson, Kapp 543.
- CANDY GIRL**—4 Seasons, Vee Jay 539.
- IF I HAD A HAMMER**—Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202.
- JUDY'S TURN TO CRY**—Lesley Gore, Mercury 72143.
- MOCKINGBIRD** — Inez Foxx, Symbol 919.
- MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
- WIPE OUT** — Safaris, Dot 16479.
- (You're the) DEVIL IN DISGUISE**—Elvis Presley, RCA Victor 8188.
- DENISE**—Randy & the Rainbows, Rust 5059.
- THE MONKEY TIME** — Major Lance, Okeh 7175.
- BLUE VELVET**—Bobby Vinton, Epic 9614.
- SURFER GIRL** — Beach Boys, Capitol 5009.
- HEY GIRL**—Freddy Scott, Colpix 692.
- DANKE SCHOEN**—Craig Douglas, London 9611; Bert Kaempfert, Decca 31498; Wayne Newton, Capitol 4989; Roger Williams, Kapp 545.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022.
- FRANKIE AND JOHNNY**—Sam Cooke, RCA Victor 8215.
- SO MUCH IN LOVE**—Tymes, Parkway 781.
- GREEN, GREEN**—New Christy Minstrels, Columbia 42805.
- PAINTED, TAINTED ROSE**—Al Martino, Capitol 5000.
- SURF CITY** — Jan & Dean, Liberty 55580.
- THEN HE KISSED ME**—Crystals, Philles 115.
- TRUE LOVE NEVER RUNS SMOOTH**—Gene Pitney, Muscor 1032.
- MAKE THE WORLD GO AWAY** — Ray Price, Columbia 42827; Timi Yuro, Liberty 55587.
- WAIT 'TIL MY BOBBY GETS HOME** — Darlene Love, Philles 114.
- I WANT TO STAY HERE** — Steve & Eydie, Columbia 42815.
- YOU CAN NEVER STOP ME LOVING YOU**—Johnny Tillotson, Cadence 1437.
- TWIST IT UP**—Chubby Checker, Parkway 879.

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Say You Saw It in Billboard

International News

• Continued from page 37

Fair" (both on the RCA label) is No. 1 on the LP charts.

The sound track from the film "Summer Holiday," starring Cliff Richard and the Shadows on British Columbia, is LP runner-up, with the Philips sound track from "West Side Story" third.

Other best selling LP's include: "Norway in Song and Music," various artists, RCA; "Cliff's Hit Album," Cliff Richard; "Holiday in Norway," various artists, RCA; "South Pacific," sound track, RCA.

Thanks to his American disk success, Japanese pop artist Kyu Sakamoto is also becoming a hit in Norway. He visited Oslo last autumn, but his "Sukiyaki" only entered the Top 10 as a result of its No. 1 U. S. score.

Jorg.-Fr. Ellersten of Egil Monn Iverson A/S, is going to Sweden to secure new tunes for his publishing company. Iverson now has "Sukiyaki," Musikk-Huset has "Hey Mama" and "Come on Home," while Stig Anderson, of Sweden Music and Bens music has "Those Lazy-Hazy-Crazy Days of Summer," "Ser Du Jan Sa Hills Fra Meg," "Remember Diana" and "Walk Away." "Welcome to My World" and "I'm Confessin'" have not been licensed in Scandinavia.

Norsk Phonogram is launching American top vocalist Andy Williams with his CBS LP "Warm and Willing" and the single record "Hopeless." The diskery's first Eydie Gorme LP has also been issued, following the success of "Blame It on the Bossa Nova."

Hard on the heels of the successful Molde Jazz Festival here,

both Siemens Norge (Verve) and Nor-Disc have issued platters by Sonny Stitt and Dexter Gordon, the latter on Prestige.

POLAND

Elvis "Sender" Polish Topper

By ROMAN WASCHKO
Warszawa 22, Glogera 4

The Scouts Radio Station, particularly popular with teen-agers in this country, recently ran a poll among its listeners to find the "Pop of the Year." The Top 10 turned out to be:

1. Return to Sender — Elvis Presley
2. Alice in Wonderland — Neil Sedaka
3. From Me to You — The Beatles
4. Let's Dance—Chris Montez
5. Old Smokey Locomotion — Little Eva
6. Tous Les Garcons et Les Filles — Francoise Hardy
7. One Broken Heart for Sale—Elvis Presley
8. From a Jack to a King—Ned Miller
9. Oh, Boy—Buddy Holly
10. Rhythm of the Rain—The Cascades

The Polish pop which was picked in first place by the listeners was "The Happy Twist" in teen-age vocalist Henela Majdaniec's rendition.

Szczecin, Poland's westernmost Baltic port, was the setting for the finals of the second National Talent-Spotting Competition. A whole crop of talented youngsters were on the bill, most of them in the big beat, rock and

roll line and country. The winners of the top 10 places in the competition have now gone off on a nationwide tour with the Red and Black Big Beat Band, one of the leading professional groups in Poland.

SWEDEN

Philips-Sonora Under One Roof

By HENRY FOX
Kungsgatan 56, Stockholm

Philips-Sonora moved into its new building and now have all

activities under one roof. The new modern equipped recording studio will start next month and the three-minute moving pictures will be made for the new Cinebox juke box there. Even though the studio was not ready, Philips produced two pictures with Ove Tornqvist singing his last two recordings "Bossa Catherina" and "Betty Twist" for the German market.

Anita Lindblom, returning from Germany, recorded "Danke Schoen" this week and Jan Holland is trying with an English version of an old Swedish folk song "Alpens Ros" (Mountain Rose). Ivan-Nordstrom, EMI, will try on his next trip to London to get it released.

Chubby Checker has arrived

and will tour Sweden during the coming week. His first performance will be on Johanne-shove Icestadium in Stockholm, from where he also will appear on TV... Count Basie was very successful on the jazz festival in Landskrona, and came from there for a week at Grona Lund, the amusement park in Stockholm, where Josh White just finished his two weeks... Steg Anderson, Sweden Music, has had his song "En Tamoure" recorded in Germany by Catherine Valente under the title "Goodbye Hawaii." Connie Francis' No. 1 hit in Germany, "Barcarolle in der Nacht" has been published by Bens Music and so has "My Whole World Is Falling Down" and "Parlez-vous Francais."

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SINGLES REVIEWS

• Continued from page 26

COUNTRY

ROY ACUFF
★★★★ Birmingham Jail (Acuff-Rose, BMI) (3:15) —★★★★ The Great Titanic (Acuff-Rose, BMI) (2:32). HICKORY 1223

BOBBY BLACK
★★★★ Old Doc Cheatham (Acuff-Rose, BMI) (2:09)—★★★★ The Day That My Rainbow Fell (Acuff-Rose, BMI) (2:14). HICKORY 1222

MARVIN McCULLOUGH
★★★★ "If" Is a Mighty Big Word (Vidor, BMI) (2:44)—★★★★ Stranger in My Arms (Central, BMI) (2:35). CAPITOL 5030

CECIL SURRATT AND SMITTY SMITH
★★★★ A Place in the Sun (Lols, BMI) (2:10)—★★★★ Riding the Roads (Hoodown, BMI) (1:58). KING 5759

SLIM WHITMAN
★★★★ Chime Bells (Leeds, ASCAP) (2:15)—★★★★ My Wild Irish Rose (2:31). IMPERIAL 5990

JAZZ

JOHN COLTRANE AND JOHNNY HARTMAN
★★★★ Lush Life (Tempo, ASCAP) (3:32)—★★★★ My One and Only Love (Sherwin, ASCAP) (2:43). IMPULSE 11401



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"ANOTHER FOOL LIKE ME"

By Ned Miller

Fabor #121

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Radio-TV PROGRAMMING

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



"MAKE IT OR BREAK IT" host, Dick Clark, and friend check over the WFLA-TV show's script, while Gene Pitney and Steve Alaimo catch proceedings on an overhead monitor. Show is aired Saturdays 5-5:30 p.m.

Short, Short Playlist No Ratings Panacea

By BILL GAVIN
Contributing Editor

The short, short playlist offers no automatic panacea for rating sickness. At one time, a year or so back, the idea of shortening the playlist to a maximum of 40 or 50 sides seemed to be catching on. WSAI, Cincinnati; WLS, Chicago; WKBW, Buffalo; WABC, New York; KYA, San Francisco, and KRLA, Pasadena, were numbered among the leading exponents of the tight music policy. These stations experienced sufficient success to attract nationwide attention. Today, only in Cincinnati does the policy continue to produce overwhelming No. 1 ratings, and in that city there is no top 40 competition. Rating gains were made in Chicago, New York, Pasadena (Los Angeles area) and San Francisco, but in none of these cities has the short list policy produced unchallenged leadership. In Buffalo, WKBW's powerful voice has once again broadened its musical scope to include a representative musical selection, and dominates the market more effectively than ever.

Don't misunderstand. All the above-mentioned tight playlist stations are still very important factors in their markets. In certain time segments some of them show a clear margin of rating leadership. In practically all cases their acceptance of a record is essential in breaking it for maximum sales. The only reason for considering this subject at all is to emphasize the opening line of this report. The short, short playlist is not a magic rating builder.

Music policy alone won't built ratings. It requires intelligent production, promotion and—above all—a talented team of disk jockeys. It isn't enough that the deejays be individually brilliant. They must co-ordinate their talents in the best interests

of the station. Which, of course, implies the presence of a competent program director. However, when the talent factors and promo budgets and ideas are evenly distributed among competing pop music stations, music policy then becomes the critical factor.

There is nothing intrinsically wrong with limiting the playlist to 40 or 50 records. The question is: Which record? How much room is made for newcomers and picks? If a survey item drops from 15 to 35, it is held on the playlist until it disappears completely. The tight playlist need not be a stale playlist. One advantage that a top 30 list has over a top 40 is that an item falling below 30 is dropped completely, instead of being continued for one more dreary week. Some stations, such as WHK, Cleveland, operate on a top 50 list, where the bottom 10 items are pretty generally the hot comers. WHK, incidentally, tried a tight list for a while—50 plus a pick of the day—but the station now includes a representative number of newer releases on the playlist.

Most music directors seem to prefer a fairly short list of picks—somewhere between 10 and 20. This assures enough concentrated play on each one so that it soon demonstrates its true sales potential. With a long pick list it's easy for a good side to be overlooked. Listing is not enough. The air play is what counts.

The old limitation of only one pick out of every four plays is pretty well outmoded today. More and more stations are setting up a required 2 to 1 ratio of hits to picks.

It is most important that the pop music station retain the interest of those listeners who spend the most time listening—the very same ones whose interest in new releases is greatest

DEEJAY AIR HOPS

Local TV Dance Programs Offer New Talent Showcase

By GIL FAGGEN

NEW YORK — Dick Clark's "American Bandstand" begins its seventh year on the ABC-TV network Saturday, September 7, when it moves to a new time period (1:30-2:30 p.m.) in an expanded format.

The format and features which have proved so popular with daily afternoon viewers since the program bowed on the web in August 1957 will be retained on the show. The studio dancing, guest interviews, etc., plus "the hot records and the hot talent at the moment"—as Clark calls them—will be featured. "We won't be giving too much time to the tunes and performers that might make it, rather only those ingredients which are most popular with the kids of the nation right then," Clark said.

Local Shows Fill

There is, however, much opportunity for new talent and new tunes to receive exposure on the many powerful local TV dance shows that dot the nation.

Among the stalwarts in the field are such shows as WPTV's "Let's Dance" hosted by Tony Glenn. Aired Saturdays 5 to 6



TONY GLENN

p.m. on the Palm Beach, Fla., station, the program features live and recorded music, dancing, interviews and a special school or youth organization is saluted each week.

WFLA-TV Shows

WFLA-TV, Tampa-St. Petersburg, Fla., has two bandstand-type programs. "High-Time" with host Jack Stir is in its third year on the outlet. "Make It or Break It" is the TV show for radio people that combines the features of the old Peter Potter "Juke Box Jury," "Bandstand" and a telethon. WFLA's operations manager, Dick Lawrence hosts the program in which the studio audience, viewers at home and a panel of musical experts collaborate to decide whether to make or break a new record. The panel takes phone call votes from home viewers on each record.

Another important local TV

JINGLES FOR R.&B. MARKET

NEW YORK — The Mark Century Corporation here has added Joe James to its staff as producer and sales representative for its new customized jingle series for Negro and r.&b. stations. James will help produce three separate jingle packages tailored to fit the particular programming approaches of the Negro-Oriented stations. The effort is the first major concentration by a large jingle firm in this area.

Palisades Promo Paradise

Gotham's radio stations have found a warm promotion niche with the Palisades Amusement Park. Sailing by the amusement colossus on the Hudson, you're greeted by a massive WNBC Radio and TV sign. Entering the park the visitor is entertained Wednesday nights by a hootenanny aired by Group W's WINS and on the weekends WABC's Bruce Morrow holds forth with name record artists. Bruce, a powerful public relations man for WABC off the air—as well as on, signs hundreds of autographs each week while holding conversations on new records, his show and WABC in general.

The latest station into the promotional foray is WNEW whose call letters are emblazoned on 25,000 Palisades shopping bags in which visitors may stuff

dance show is "Club 1270" aired Sunday afternoons on WXYZ-TV, Detroit. The program is co-hosted by Joel Sebastian and Lee Allen. Some 100 youngsters, all regular participants, sit around tables on the club-type set. Soda pop and potato chips are served while the youngsters whirl around the floor to the latest records. The talent, of course, is tops... Trini Lopez, Freddy Scott, Stevie Wonder, etc.

Scranton's WNEP-TV

Scranton, Pa.'s "TV Bandstand" offering is aired on WNEP-TV. At the helm is Sid Friedman who is currently busy lining up guests for his show which resumes September 21 after a summer hiatus. WNEP-TV, a Transcontinent station, covers the Scranton, Wilkes-Barre area where the youngsters are known to be hip to the current music scene. Promo men should contact Sid at WNEP-TV to set up guest appearances.

Recently KPHO-TV's "Teen Beat" entertainment show received the "Gee Gee Gold Star" (Continued on page 41)

Grant on UHF Scene

WASHINGTON—Milt Grant, prominent local deejay here, formerly emcee of a teen dance program on WTTG-TV, will be president and 25 per cent owner of a brand-new UHF (Ch 20) station serving Washington. FCC review board last week okayed application of Capital Broadcasting Company, owned jointly by Grant and others. Competing applicant Automated Electronics, Inc., will be reimbursed \$2,500 for expenses in return for its withdrawal.

Walt Kay, executive vice-president for sales of Milt Grant Productions, is 25 per cent owner in Capital; Dana Hodgdon, a stock broker, has 26 per cent, and Guy Luttrell, real estate investor, owns 19 per cent. Estimated cost of the plant is put at \$493,000, yearly operation at \$650,000, and revenue at \$700,000. Grant, owner of music publishing interests and radio-TV productions, has been conducting six-station network programming in the area, featuring teens and their favorite platters.

WYNR States Program Case

WASHINGTON — The McLendon Corporation summed up defense of its change to all-Negro-oriented programming on its Chicago outlet, WYNR, in a lengthy brief to the FCC last week. The Commission had challenged McLendon for dropping foreign language program segments, after the firm had told FCC it would continue program policies of the former WGES, which was 85 per cent Negro-oriented.

McLendon said the dropping of the foreign language programming and the trend to all-Negro-oriented policy had actually begun under former owners of the station. WYNR originally expected to continue WGES program policy when it bought the station a year ago, and properly said so in its application. It was not until later that a closer survey of the community to be served convinced McLendon of the need to change.

The rebuttal brief said man-in-the-street queries and statistics showed dwindling number of foreign-speaking elders in the area. Also, citywide survey showed need for an improved quality all-Negro programming that would provide more news and upgrade former raucous rock programming.

WYNR said it was following FCC policy in studying and fulfilling local needs and had produced copious testimony from civic, religious and educational leaders to prove WYNR was programming in the public interest. The station also rebutted allegations that any of its Treasure Hunt or other promotional projects had in themselves caused any serious aggravation to the public in Chicago.

and who first grow bored with the repetitious plays of the older hits. For this reason, reasonably adequate exposure of new product is essential, regardless of the length of the playlist.

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

SHE LOVES ME—Jack Jones (Kapp KL 1337) "She Loves Me" (2:42)

TALKIN' FROM MY HEART—Walter Brennan (Liberty LRP 3317, LST 7317) "Detroit City" (Cedarwood, BMI) (2:50)

FOR YOU—Roger Williams (Kapp KL 1336) "I Left My Heart in San Francisco" (3:16)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	10
2	2	MORE, Kai Winding, Verve 10295	9
3	11	BLUE VELVET, Bobby Vinton, Epic 9614	4
4	3	DANKE SCHOEN, Wayne Newton, Capitol 4989	8
5	6	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	6
6	7	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	6
7	5	TRUE LOVE NEVER RUNS SMOOTH, Gene Pitney, Musicor 1032	9
8	4	GREEN, GREEN, New Christy Minstrels, Columbia 42805	10
9	8	MAKE THE WORLD GO AWAY, Timi Yuro, Liberty 55587	7
10	12	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	7
11	17	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	4
12	10	I (Who Have Nothing), Ben T. King, Atco 6267	10
13	13	ABILENE, George Hamilton IV, RCA Victor 8181	11
14	18	DESERT PETE, Kingston Trio, Capitol 5005	5
15	9	MY WHOLE WORLD IS FALLING DOWN, Brenda Lee, Decca 31510	9
16	19	HEY THERE LONELY BOY, Ruby & Romantics, Kapp 544	4
17	15	DETROIT CITY, Bobby Bare, RCA Victor 8183	12
18	14	HOPELESS, Andy Williams, Columbia 42784	10
19	—	STRAIGHTEN UP YOUR HEART, Barbara Lewis, Atlantic 2200	3
20	—	MAMA DON'T ALLOW, Rooftop Singers, Vanguard 35020	7

YESTERYEAR'S HITS

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

POP—5 YEARS AGO September 1, 1958

- Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca
- Little Star, Elegants, Apt
- Bird Dog, Everly Bros., Cadence
- Just a Dream, Jimmy Clanton, Aco
- Poor Little Fool, Rick Nelson, Imperial
- Patricia, Prez Prado, RCA Victor
- My True Love, Jack Scott, Carlton
- Splish Splash, Bobby Darin, Atco
- When, Kalin Twins, Decca
- Are You Really Mine? Jimmie Rodgers, Roulette

POP—10 YEARS AGO August 29, 1953

- Vaya Con Dios, L. Paul & M. Ford, ASCAP
- You, You, You, Ames Bros., RCA Victor
- No Other Love, P. Como, ASCAP
- I'm Walking Behind You, E. Fisher, ASCAP
- P. S.: I Love You, Hilltoppers, ASCAP
- Oh, Pee Wee Hunt, ASCAP
- Crying in the Chapel, J. Valli, RCA Victor
- With These Hands, E. Fisher, ASCAP
- Crying in the Chapel, D. Glenn, Valley
- C'Est Si Bon, E. Kiff, ASCAP

RHYTHM AND BLUES—5 Years Ago—September 1, 1958

- Little Star, Elegants, Apt
Just a Dream, Jimmy Clanton, Aco
Bird Dog, Everly Bros., Cadence
Patricia, Prez Prado, RCA Victor
Poor Little Fool, Rick Nelson, Imperial

- My True Love, Jack Scott, Carlton
Western Movies, Olympics, Demon
Splish Splash, Bobby Darin, Atco
Win Your Love for Me, Sam Cooke, Keen
Willie and the Hand Jive, Johnny Otis Show, Capitol

TAC Welcomes TV PD's to SF

NEW YORK — TAC, the clearing house firm for public affairs TV programming, holds a West Coast programming conference in San Francisco August 26 and 27 at the Hilton Inn. TV station program directors will exchange ideas at the two-day meet which will include sessions on children's programming, sports shows, editorializing, new production ideas, selling public affairs programs, and new ideas in women's programming.

Hear Mars In Bermuda

NEW YORK — The Dick Clark Radio show, produced and distributed by Mars Broadcasting, Inc., Stanford, Conn., has been purchased by radio station ZFB-1, Pembroke, West, Bermuda. The show is slated to premiere Saturday (31) as a tie-in with the station's first anniversary.

Nevada Radio Meet

LAS VEGAS — The Nevada Broadcasters Association held its first annual convention here September 23-25 at the Hotel

VOX JOX

By GIL FAGGEN

DREAMSVILLE: WNBC's Jim Lowe was the third member of the station's record review panel when his 20th Century-Fox waxing of "Hootenanny Granny" came up for a vote. Lowe was caught in a 1-1 tie vote and decided not to put his record on the list. Lowe's nightmare came to an abrupt halt when his clock radio came on with Big Wilson spinning his new disk.

WHO LAID THAT EGG: The Golden Egg Award was presented to KSON (San Diego) this week by the California Egg Council "in appreciation for the outstanding educational job KSON has done in disseminating information about the egg industry.

LIGHTS OUT: Promotion of the station's daily afternoon feature strip as "Get the Five o'Clock Habit" created a dilemma for the telephone operator at WFTV (Orlando, Fla.). An electrical storm had blacked out the station's transmitter and a viewer complained he had no picture. "I've got the WFTV 5 o'clock habit," the viewer lamented. "What do I do now?"

SUH: Native Alabaman, Jim Stagg found himself slipping back to a Southern drawl in talking with guests on his August 17 "Country-Western Music Spectacular" aired on KYW (Cleveland). Stagg featured records and interviews of some of the major stars in the field on the four-hour spectacular.

Comedy writer Bob Orben reports that deejays are the major source for comedy material nowadays. Over-all, the deejays use comedy material more than any other group of performers, according to Orben who syndicates comedy material from his Baldwin Harbor, N. Y. office.

LET'S GET IN ON THE ACT: WNOE (New Orleans) is sending out full scripts, one-liners and blank tape with a covering letter to deejays all over the country inviting them to make intros to the top songs in their markets plus a personal call letter plug. WNOE is using one "guest deejay per show." Deejays wanting in on the act, just write Marty Lacker at WNOE.



KEDD deejay Buddy Van Cleave and his wife Pat pose with their "Billy the KEDD" car during a recent "Dodge City Days" celebration. Buddy just returned from capturing a few bad guys at Dodge's "Long Branch Saloon."

HOLD THAT TIGER: WMCA (New York) is boasting Gotham's first radio weather girl. "Tiger" can be heard purring her way through all of the station's weather prognostications. Hope "Tiger" doesn't devour any of WMCA's leftover "Bunnies."

SEGUE: Tom Clay recently exited WDEO (San Diego), reported set for CKLW (Windsor-

Sahara. Broadcasters from Utah, New Mexico, and Idaho will also be invited to attend. Reservations chairman is Ted Oberfelder, KRAM, Las Vegas.

TV Dance Programs A Talent Showcase

• Continued from page 40

Award" from Sixteen magazine as the best regional teen-age TV show. "Teen Beat," hosted by Pat McMahon, is currently the only show of its type on Phoenix Television. The stanza exposes local teen talent and also gives them an opportunity to perform with name guests on the Saturday (5 to 6 p.m.) offering.

Among the veterans in the field of bandstand-type shows is "Saturday Hop" emceed by Bill Wyler and aired weekly from 1 to 3:30 p.m. on WLBW-TV, Miami, Fla. The program, currently in its ninth year, is reportedly going back to a daily schedule this fall.

"Top 10 Dance Party" will be celebrating the start of its ninth year on September 1, making it the longest running live, syndicated series in television. Producer Alan Sands of Victor & Richards Productions, wants to use personal messages of congratulations recorded by well-known singers and musicians. Their current disks will be featured on the more than nine

Television stations carrying the program.

As mentioned in a Billboard article in the July 13 edition, the popularity of bandstand-type shows has not decreased; in fact, with the Clark show curtailed to a once-a-week outing, a number of local stations are considering a jump into the breach.

New Shows

Among the new dance party shows is "Danceville, U.S.A." which had its debut three months ago on WBKB-TV, the Chicago ABC-TV affiliate. The 60-minute program aired Sundays is being taped at record hops promoted by the show's major domo, Jim Lounsbury, a vet TV hoster. Jim usually invites a guest Windy City deejay to share the emcee chores. The show features a live rock and roll band in addition to records and top record artist as guests.

WOAI-TV, San Antonio, has joined the fold recently with their "Teen Dance Party."

The John Ricci Dancers are featured every week along with students from local and out-of-town schools. Each week an outstanding school is saluted. Another segment of the show aired Friday afternoons at 5 is an interview with a name guest.

The show's host, Carey Deckard, also conducts his own radio show every weekday from 12:30 to 4 p.m. on WOAI, Radio.

26-Piece Salute To John Mercer

NEW YORK — WCBS' Ted Steel will present the first of a projected series of live radio specials August 26 from 7:40 to 9 p.m. with "A Salute to Johnny Mercer." Vocalists Stuart Foster and Lynn Roberts will re-create some of the great Mercer lyrics accompanied by Alfredo Antonini and the 26-piece CBS orchestra.



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FACING EXTINCTION:

Seen a Duck-Billed Platypus? Watch Out, Mr. Record Dealer

By DAVE LACHENBRUCH
Contributing Editor

The Duck-Billed Platypus failed to adapt himself to the times. He is no longer with us. Is the traditional, video-ignoring phono-and-record dealer destined to become the duck-billed platypus of the 1970's and 1980's.

Billboard's recent survey of record selling outlets indicated that almost all of these dealers sold phonographs, but slightly fewer than 50 per cent were in the television business. It seems more than unfortunate that the record dealer, whose stock-in-trade is home entertainment, has given over his video birthright to the appliance dealer. In the next decade or two, it could be calamitous for many audio-only dealers.

So far as end-use is concerned, a television set is not an appliance but a home entertainment instrument. We've never seen a combination TV-refrigerator, yet TV is being successfully and harmoniously blended with both phonographs and radios. However, in distribution and sales practices, the TV set and the refrigerator have a great deal in common. They run in the same general price range, sell at approximately the same discounts from established retail prices, usually require delivery and installation. Many of the similarities in distribution arise from the fact that the traditional record dealer forfeited TV to the friendly neighborhood appliance dealer.

Because he did well in Television, the appliance dealer next moved into the field of console phonographs. Then, as a sideline, he often put in a record department to attract and serve phonograph customers. Sometimes, he was satisfied to let his record department break even, or even operate at a loss, to bring in potential phonograph and TV customers.

Many record dealers sat out the TV boom for a variety of reasons—the heavy investment involved, lack of display space, suspicion that television was a competitor of musical entertainment. Then, after they gave television to the refrigerator dealers, they started to give tape recorders to the camera stores. It may be vitally important to get them both back.

Sight and Sound Art

By nature and by history, sight and sound—the two principal senses for the absorption of culture and entertainment—are closely associated. No sooner had the telephone been invented than people began to speculate that sight as well as sound would be carried over wires. Inventors worked on it, and crude moving pictures were transmitted by wire even before the invention of radio.

The motion picture survived for a time as principally a visual medium. But not even the silent film was wholly visual. It was usually accompanied by live piano or organ music. Adding recorded sound to films was a major scientific project, occupying such top inventive brains as Thomas A. Edison, from almost the moment the film became an entertainment medium. Once talking pictures were perfected, silent films were dead.

Growing up alongside silent films was the strictly aural medium of radio. While some scientists were puzzling the problem of adding sound to

movies, others were struggling with the addition of sight to radio. Aural radio continues to exist almost solely as background music for driving, shaving or beach parties. It's interesting that no one ever proposed silent TV, or pictureless talkies.

We're trying to say what needs no saying at all—that sight and sound are companion sensory experiences. Even with music, sight enhances sound. If this weren't true, people would not bother to go to concerts. Even stereo is a pseudo-visual phenomenon. The movement of an opera singer from stage left to stage right in a stereo recording does not add to the musical value of the performance. Rather, it stimulates the visual aspect. Who cares whether the strings are on the left or right of a symphonic recording, from the strictly aural standpoint? Part of stereo's value—but not all of it—is that it lets you "see" with your ears.

Electronic home entertainment probably is approaching an important turning point. In the next 10 years, the aural and visual aspects seem destined for a closer blending, and the dealer who insists on ignoring the eye in favor of the unaccompanied ear may be destined to lose the rest of his business to the appliance store and the camera dealer.

The TV, radio and phonograph combination, aptly called the "home entertainment center," is an early crude manifestation of the trend to combine all sight and sound entertainment. Even though combinations currently comprise only about 5 per cent of the TV market, the percentage has been increasing for the last half-dozen years, and will continue to rise. Now we are seeing more strictly-phonograph manufacturers offer high-end consoles with built-

in TV—including Fisher, Ravenwood and Pilot.

But the most important merger of sight and sound is still on the horizon. A clue to its importance lies in the recent flurry of excitement over the news that a British firm has promised to market a home video tape recorder next year at a retail price of about \$160. The announcement has been taken with a grain of salt by engineers both here and abroad, but there's no question that it has created a real furor in the home entertainment industry.

Personally, we tend to be dubious about this British invention until we're convinced otherwise. Nevertheless, the whole issue of home video recording is now beginning to crack wide open. It may not be here next year, but within the next decade it will. It can be an opportunity or a threat. Who'll sell sight-and-sound phonographs? Who'll sell the recorders? The refrigerator dealer or the camera store?

Home video recording need not be confined to open reels of tape. It's not inconceivable that sight as well as sound will be stored on disks, or page-sized sheets of magnetic material, or cylinders, or what-have-you.

We wonder how many record dealers will shy away from visual recordings—and from video playing instruments (which undoubtedly will be combined with TV). The fact remains that the store which deals in sound-only could be the duck-billed platypus of the 1980's.

The consumer in the market for videotapes or videodisks is likely to turn to the dealer who sold him his video apparatus. This may be the appliance dealer, or the furniture store, or the camera mart. Shouldn't it

(Continued on page 44)

List Price Dealer All for New Policy

NEW YORK — Indie record dealers continued to express their views last week on recent new pricing moves undertaken by Columbia Records. Among those commenting were two officials of the Society of Record Dealers (SORD) and indie dealer Hal Kossoff, of Hal's Record Shop, Trenton, N. J.

In what he called "an open letter to my distributors and their manufacturers," Kossoff, referring to the Columbia all-year-round, one-price plan, asserted, "As a very small, successful list price record dealer, I will wholeheartedly endorse it."

Tracing an eight-point program of service and merchandising which he said was responsible over the years for his success, Kossoff told his distributors, "Yours is a chaotic situation through no fault but your own. I must stress upon you to definitely adhere to this new price policy."

SORD President, Lou Shapiro of Music Center, Jersey City, stressed the hope of the Society that Columbia's plan "will herald a change which will eventually benefit the dealer." Shapiro's statement continued, "Co-

lumbia's recent interest in the record dealer is welcomed. We will be carefully weighing recent Columbia statements against future Columbia policy."

Joe Goldberg, SORD recording secretary, who operates Variety Records, Wheaton and Bethesda, Md., endorsed the Columbia plan with the statement that "the move is a good idea for the record industry. The idea of potent releases every month instead of twice a year is excellent. I think dealers will now sell Columbia closer to the \$3.98 list price. This move is long overdue."

Webcor President



Webcor's new line of portable stereo includes the President, Model 1450, with 18-watt amplifier, four speakers which are detachable, slim, drop-down changer and ebony and brushed metal finish. Individual controls are for balance, channel volume, bass and treble.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

See Survival in Accounts & Lines

• Continued from page 3

mentioned, everybody saw red. But after looking over our own market and our own situation, we just feel that strong record distributors now have a terrific opportunity to take back a lot of the business that racks have taken over," he said.

Shipleigh also said, "Here's how we see it. In the last few years, we've watched a tremendous build-up of the discount store concept. Discount chains have mushroomed all over the place. During this period, the discount operator has been most occupied with opening new outlets. It was natural for him to turn to a rack jobber or leaser to handle many of the departments in his store.

The New Plateau

"But now we may be reaching a plateau where the actual increase in outlets is slowing up. The discount operation is now perhaps concentrating more on the actual operation of his stores than in adding new ones. So in a way, his need for the rack jobber, or the absentee operator, whoever he may be, is no longer so pressing," Shipleigh went on.

Pilot's Display & Pay Plan Ups Promotion

NEW YORK — Pilot Radio, which is now on a cross-country tour introducing its new line of home entertainment equipment in key markets, announced a special free floor plan for its franchised dealers last week.

Pilot President Roland Kalb, on the third stop of the tour here, said the new plan allows dealers to carry and display the complete Pilot line at no cost over a four-month selling period. During this time, dealers pay the invoiced price only for those Pilot products they actually sell, with no interest or other charges of any kind. If required, two separate 30-day extension can be secured at low interest rates.

The plan, designed to release capital for traffic-building promotion and merchandising and to speed product turnover, also provides automated inventory control for dealers. Plan was developed in conjunction with John P. Maguire & Company, industrial and commercial finance specialists. Kalb added that the free floor plan is another step in Pilot's heavy dealer support program, which also includes protected trading areas, sales promotion and co-operative advertising.

Finals stops on the cross-country trek include the Commonwealth Hotel, Boston, August 19 and 20, and Seattle, August 22 and 23.

Shipleigh said, "You also have the situation of shrinking margins in records which makes it tougher than ever for a third party or middle man or sub-distributor to operate at a profit. The discount store man sees all this and decides he wants more of the loot for himself.

"That's where the smart, well-financed distributor comes back into the picture. Outfits like ourselves, and I grant there will be fewer of us, actively soliciting the business of these stores. We go through his current stock and show him the cutouts and the dog-eared items. We show him how this reflects badly on his whole store image, not only in records, but in all departments," he said.

Continuing his story, Shipleigh said, "We tell him we'll make sure he's stocked properly with the proper merchandise. We show him that where he probably now has practically no display or point of sale material, he'll get help from us in providing it and setting it up. We show him that records are not a price business, they're a product business. All we ask from him is to place a well-mannered, knowledgeable person in charge to sell the records."

Racks Moved In

It is Shipleigh's contention that "The racks got a foothold in the record business because distributors abdicated their responsibility. The distributors who don't make a move now are going to drop out of the picture. The strong ones will remain and get bigger. The better rack jobbers will remain, too. But to stay around many of them are going to have to do a much better job than they've been doing or they'll simply lose locations. It's like somebody has said, the discounters are a little less real estate conscious and a little more merchandising conscious and that will have a lot to do with the new era in the business."

Orr & Cousino Tie Tape Knot

OPELIKA, Ala. — Cousino Electronics, of Toledo, Ohio, and J. Herbert Orr Enterprises, of this city, have merged, according to a joint announcement from Bernie Cousino and J. Herbert Orr, presidents of the two organizations. Cousino is one of the pioneers in the development of continuous play tape cartridges, while the Orr firm has long been active in the development and manufacture of magnetic tape. Orr's earlier manufacturing firm, known as OR-Radio Industries, was sold in 1958 to the Ampex Corporation. He then formed Orr Enterprises to develop and market cartridge type recorders and players employing the Cousino concept. This working relationship resulted in the merger plan.

Phono Peak Set in June

WASHINGTON—June turned out to be a peak month for phono sales at the factory and distributor level, according to latest tallies from the Electronic Industries Association (EIA). Sales recovered strongly from the previously reported May slump.

February sales jumped from 186,000 in May to 455,000 in June. Best previous single month total was 341,000 in January. First-half factory sales totaled 1,900,000, well ahead of those for the same period a year ago. The latter figure was 1,560,000.

June distributor sales jumped to 315,000 including 215,000 portable and 100,000 consoles. May total was 205,000, including 130,000 portable and 75,000 consoles. Cumulative distributor sales through June hit 1,759,000 as against 1,429,000 during the first half of 1962.

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 \$201 and \$300

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/1/63 Issue	3/2/63 Issue		
1	1	1	Magnavox	38.1
2	3	2	Zenith	11.2
2	7	—	General Electric	11.2
4	4	—	Curtis-Mathis	7.4
5	8	5	Voice of Music (V-M)	6.3
6	8	7	Masterwork	5.1
7	—	—	Packard-Bell	3.8
			Others	16.9

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

6/1/63 Issue: RCA Victor (2); Motorola (4); Admiral (6); Webcor (10).

3/2/63 Issue: Motorola (3); RCA Victor (4); Admiral (6).

News Briefs . . .

Robert R. Owen has become south central regional manager for Ampex, with home base in Dallas. He succeeds Charles E. Norton, who resigned, according to marketing manager Tom Davis. . . . Tony Jerome, the guitarist, has become national sales manager for the Estey Electronics Magnatone Amplifier division, according to Bill Souweine, vice-president of marketing and sales for Estey. Jerome has worked as accompanist in clubs and on TV for a number of top name attractions.

Fleetwood Corporation of Canada has named additional U. S. sales reps. These include Martin Associates, Albany, to cover up-State New York; Seaway of Cleveland for upper Ohio and parts of Western Pennsylvania, and Sam Rose Associates, with offices in both Miami and Nashville, to handle the Florida and Tennessee sectors.

Charles E. Shaw will fill the position of industrial relations manager for Philco's Consumer Products Division. Philco Vice-President Larry Hyde said Shaw will handle all phases of personnel activity for the division. Shaw was formerly with Rohm and Haas. . . . Also announced at Philco is the opening of a factory branch, replacing the Medaris Company as distributor of consumer products, parts and accessories in the areas of Dallas and Lubbock, Tex. Branch manager of the new firm, PDI Dallas, will be Ed Rogers.

Admiral Corporation has opened an office in Washington in the Cafritz Building. Joseph S. Campbell, formerly with Packard-Bell and Hoffman Electronics, is manager of the office, while Robert E. England, formerly with Continental Consultants, has been named liaison engineer. . . . Titus Haffa, Webcor board chairman, recently named Ed Stern to the post of marketing manager. He'll be in charge of advertising, sales pro-

motion, merchandising and public relations. Also announced was the appointment of Dan Lyons to the post of ad manager of the Dormeyer division of the corporation.

Robert Berkowitz has been appointed product manager for Jensen Manufacturing. . . . Frederick L. Kuhne has become Pilot's district sales manager (a new post) for the metropolitan New York area. Previously he had been with Crosley and Motorola. . . . Brian Marohnic has become national service manager for Zenith Radio Corporation.

Fidelitone of Chicago has appointed Milton C. Johnson to the post of controller. He reports to D. F. Hudson, president of the firm. Fidelitone has also named John D. Givler as director of engineering. He'll also report to Hudson and will be responsible for new product development and improved engineering techniques.

Magnavox President Frank Friemann will now have his own executive offices on Park Avenue, New York. The firm, which is home-based in Fort Wayne, Ind., has leased 8,000 square feet in the Union Carbide Building at 270 Park Avenue to house the firm's marketing, advertising, finance and public relations divisions. On the main floor of the same building, Magnavox also has a 40,000-square-foot showcase for its radio, TV, phono and tape products.

Audio Devices, Inc., leading producer of magnetic recording tapes, has acquired the assets of Sound Corporation of America, Worcester, Mass., manufacturer of endless loop tape cartridges, transports and playback units. All facilities will be moved to Audio Devices' Stamford, Conn., facilities. . . . Recoton sales manager, Peter Wish, is a proud pop. The baby, David Wish, was born to Mrs. Wish July 10. Grandfather is Alfred Wish, vice-president of Recoton.



Van Stickler's our man for details

Besides being Fidelitone's Quality Control Expert and diamond cutter, Hendrik Van Stickler is our "chief catalogist," as well. His famous Fidelitone Needle Guide and Identification Key is the envy of the industry. Allows you to satisfy all customers with no mail orders necessary. . . . speeds selection and sale of the right needle, every time. If needle sales are important to you, better ask your distributor about Fidelitone's popular Needle Guide and Fidelitone's quality and service. And that's a tip straight from Van Stickler!



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Chicago 26
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Billboard is on the air AROUND THE WORLD!

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



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

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)

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

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

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

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

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

WORLDWIDE HIT PARADE (Billboard Hot 100)

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

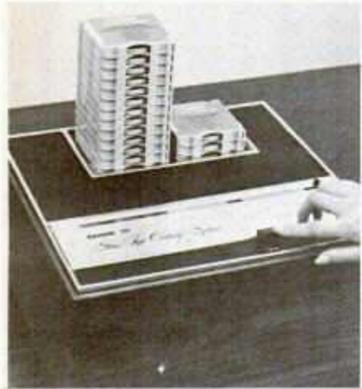
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.

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

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

NEW DEALER PRODUCTS

Revere Deck



The Revere stereotape cartridge player, first debuted last fall, is now available in deck form, Model M-30, as shown above. The deck unit, which may be incorporated into any stereo system, employs but three controls on top; an on-off pushbutton, cycle indicator and cartridge reject knob. Unit above is shown mounted in an accessory base. Suggested list price is \$269.

Magnavox Tape



Magnavox has made its initial move into the tape field and the first product off the production lines is shown above. Model TR-100M, a three-speed unit, includes a pause button for recording convenience, a mixing control to permit recording from two sources and bass and treble tone controls. List price of the mono unit is \$139.95.

Fleetwood Console



The 1964 stereo phono line of Fleetwood of Canada includes Model 4109 console unit, which offers AM/FM/FM stereo radio, Garrard changer, and five push-button function controls. Cabinet is authentic early American maple. Minimum resale tag is \$399.50.

Korting Recorder



Matthew Stuart & Company, New York, has a brand-new line of tape recorder-playback units. The nine-unit

GORLIN NEW CO-OP BUYER

JERSEY CITY, N. J.—Gray Gorlin has been named record buyer for Dealers in Sound Corporation, dealer disk-buying co-op here. Gorlin, who operates Graymat, a record store in Morristown, N. J., succeeds Louis Shapiro of Jersey City, who recently resigned the DISC post upon assuming the presidency of the Society of Record Dealers of America (SORD). DISC maintains its offices and warehouse here.

Latest Philco Ensembles Bow

PITTSBURGH — Philco put the spotlight on two new stereo ensembles here last week at a special distributor showing in connection with the firm's "Fall Festival of Values." Jack Kane, television and high fidelity sales manager, said the first package consists of stereo Model 1620 with matching base, a pair of second room stereo speakers and a collection of 20 LP records. Package No. 2 includes the set, the base, the speaker and Philco stereo party albums one and two. Each disk package in this offering contains five Columbia Records LP's with top names.

line includes Model 4000, four-track, transistorized, self-contained stereo unit, employing 7½, 3¾ and 1¼ i.p.s. speeds, various echo and reverb effects and push-button operation for synchronized dubbing and monitoring. The 31-pound unit lists at \$399.95.

Facing Extinction

• Continued from page 42

be the complete home entertainment emporium?

The sound-only dealer today has an excellent second chance to put himself in the home entertainment business. If he's short on display space, he can still start with small sets—11-inch, 16-inch and 19-inch portables, or imported battery television. If he's already in the console phonograph business—as home entertainment dealers should be—he ought to be prepared to sell up to the TV-radio-phonograph combination. The growing success of color television offers still another opportunity to merchandise an important big-ticket item. It's not too late to grow up with the new booming field of color TV.

There'll always be radio without pictures, and disks and tapes without pictures. But the dealer who stubbornly insists on ignoring the visual aspect of home entertainment is bound to find himself losing out more and more to merchandisers who can offer complete home entertainment service in the coming age of complete sight-and-sound centers for the home.

Posner Controller

NEW YORK — Elektra Records President Jac Holzman, has upped Mel Posner to the post of controller of the firm. Posner, who formerly served as sales manager, will now oversee all internal functions of the diskery relating to accounting, purchasing and traffic. Marty Kadish, formerly West Coast sales rep for the company, has been brought east to take over in the national sales exec post.

RECOTON AND COLUMBIA IN LP-NEEDLE TIE

NEW YORK — Recoton has worked out a premium plan with Columbia Records, calling for a special 12-inch LP, produced by Columbia's special products division, to be made available to purchasers of Recoton needles. Buyers can get the specially produced album for \$1 and the label from a Recoton diamond needle box. Dealers will get attractive point-of-purchase display cards with necessary coupons and window display material. Recoton is launching a hefty ad campaign behind the premium deal. The LP will contain 10 tracks of top artists and tunes.

Prince to Pub Post

CHICAGO — Gordon Prince, formerly Mercury promotion man in Detroit, has been named national promotion manager of Westbound Music, Inc., the label's publishing division. Prince replaces John Knodle, who last week joined M-S Distributing Company here as promotion man for the Warner Bros. line.

Latham's Duties

NEW YORK—G. E. Latham, vice-president and director of sales for Capitol Records of Canada, Ltd., has assumed the additional responsibilities of merchandising and a.&r.

The company also announced the resignation of Harold S. Smith, executive consultant.

SPOTLIGHT ON JAZZ COMING SEPTEMBER 28

Billboard—the only business publication covering the Jazz field on a regular basis

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COMEDY SPOTLIGHT

JOSE JIMENEZ IN HOLLYWOOD

Bill Dana
Kapp KL 1332 (M); KS 3332 (S)

There are plenty of snickers and belly laughs in this take-off on Hollywood by Jose Jimenez. Jose and his straight man, Don Hinkley, make mince meat of the "Cleopatra" story, actors, the gossip columnist and the agent, among many others. The comedy is all in good taste and exceptionally good fun!

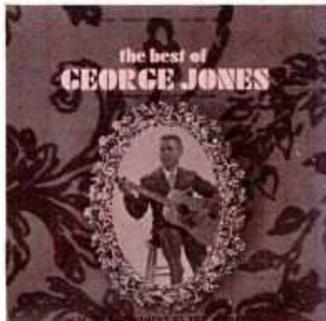


CHILDREN'S SPOTLIGHT

BOZO UNDER THE SEA

"Pinto" Colvig. Capitol J 3262

Capitol doesn't put out many releases in its kiddie line but when it does there's something worth talking about. That's the case here, as Bozo, still one of the favorites of all kiddies, comes to life again. One side is taken up with Bozo's adventures beneath the sea, while the flip contains a number of songs sung by Bozo. Lots of kiddies may choose to join in on these. Fine, bright cover too.



COUNTRY SPOTLIGHT

THE BEST OF GEORGE JONES

United Artists
UAL 3291 (M); UAS 6291 (S)

George Jones ran away with all the top honors last year in the country sweepstakes and he's still turning out fine sides. He's also, like many country artists, a better than average clefter, as he proves here with a flock of his own songs. All but one of the dozen, in fact, are from his own pen. Some of the more intriguing titles include "A Real Close Friend," "I'll Never Let Go of You," "Lonesome Old Town" and others. Should step right out.

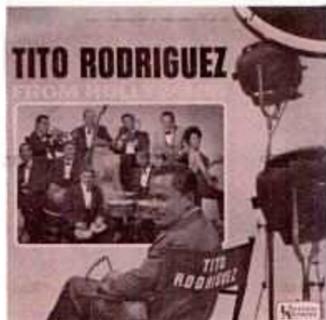


CHILDREN'S SPOTLIGHT

THE GRASSHOPPER AND THE ANTS

Don Wilson. Capitol J3264

Jack Benny's favorite announcer, Don Wilson, joins Stan Freberg, the voices of Mickey Mouse, Donald Duck and other famous Walt Disney characters to tell the delightful tales of "The Grasshopper and the Ants" and "Mickey Mouse's Birthday Party." Music is by Billy May and Dave Cavanaugh. There's hardly a kid who won't get a kick out of this package.

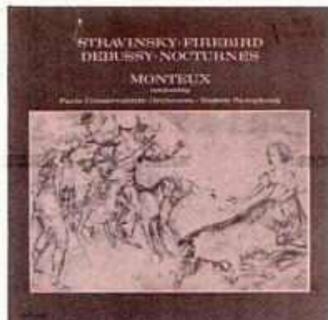


LATIN AMERICAN SPOTLIGHT

TITO RODRIGUEZ FROM HOLLYWOOD

United Artists
UAL 3241 (M); UAS 6241 (S)

A new Tito Rodriguez album is always an event among Latin dance fans, and the orkster has not let his many followers down with this bright, punching recording. Featured here are a flock of Latin items in varied and multi-colored rhythms, all with the beat and the liveliness that have made the Rodriguez crew popular from coast to coast. "Una Nota Samba," "Cuando Sale El Sol" and "Los Angeles" are among the better bossa novas, mambos and cha chas on the disk.



LOW PRICE CLASSICAL SPOTLIGHT

STRAVINSKY: FIREBIRD; DEBUSSY: NOCTURNES

Paris Conservatoire Orchestra; Boston Symphony (Monteux)
RCA Victorola VIC 1027 (M); VICS 1027 (S)

Another find for the new classical collector here. The late Pierre Monteux conducts the Boston Symphony in the Debussy work and the Paris Conservatoire in Stravinsky's historic "Firebird" ballet work. The music ranks with some of the best performances of the compositions included.

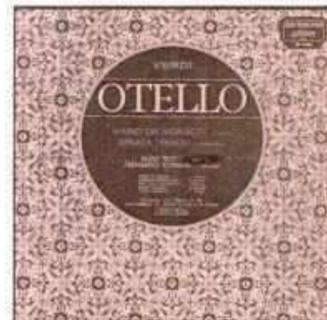


LOW PRICE CLASSICAL SPOTLIGHT

DANSE MACABRE AND OTHER ORCHESTRA FAVORITES

L'Orchestre de la Suisse Romande (Ansermet)
Richmond B 19097

This album should be a find for those who appreciate the impressionist's short works. Besides the "Danse" by Saint Saens, there are "Le Roi et d'Omphale" by the same composer; "Espans" and "Marche Joyeuse" by Chabier and "Pavane Pour Une Infante Defunte" by Ravel, most of them familiar in melody if not in title. Ansermet and l'Orchestre de la Suisse Romande are exceptional in performance.



LOW PRICE CLASSICAL SPOTLIGHT

VERDI: OTELLO (3-12")

Mario Del Monaco, Renata Tebaldi & Various Artists
Richmond RS 63004

This issue on Richmond of Verdi's "Otello" with Mario Del Monaco and Renata Tebaldi is a real bargain for opera lovers. It was acclaimed as a first-rate performance of the opera when originally issued and it still stands up solidly today. An album that can be heartily recommended to customers both quality and price-wise.



LOW PRICE CLASSICAL SPOTLIGHT

MASCAGNI: CAVALLERIA RUSTICANA; LEONCAVALLO: PAGLIACCI (3-12")

Mario Del Monaco & Various Artists. Richmond RS 63003

Little more need be said for this smart, budget packaging of traditionally companion repertoire in the opera field than the fact that the two operas are among the favorites of the schooled and the unschooled and that Mario Del Monaco stars in both. Out of the catalog for some time, these are done here only in the monaural version, yet the charm is readily apparent and the star is at his best.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE PATSY CLINE STORY

Decca DXB 176 (M); DXSB 7176 (S)

INGREDIENTS IN A RECIPE FOR SOUL

Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)

THE LETTERMEN IN CONCERT

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

★ NEW ACTION LP's

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

PETER NERO IN PERSON

RCA Victor LPM 2710 (M); LSP 2710 (S)

GOLDEN GOODIES, VOL. IV

Various Artists, Roulette R 25209 (M); (No Stereo)

IT'S BIGGER THAN BOTH OF US

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

THE BEST OF JUDY GARLAND

Decca DXB 172 (M); DXSB 7172 (S)

SOUTH RAMPART STREET PARADE

Pete Fountain & His Mardi Gras Strutters, Coral CRL 57440 (M); CRL 757440 (S)

LI'L OL' GROOVEMAKER—BASIE

Count Basie, Verve V 8549 (M); V6-8549 (S)

PRISONER OF LOVE

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

MONKEY TIME

Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)

BRITTEN: WAR REQUIEM

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

DANCE, DANCE, DANCE

Joey Dee, Roulette R 25221 (M); SR 25221 (S)

FLATT & SCRUGGS AT CARNEGIE HALL

Lester Flatt & Earl Scruggs, Columbia CL 2045 (M); CS 8845 (S)

JACK THE RIPPER

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

20 ORIGINAL GOLDEN GOODIES, VOL. 2

Various Artists, Mr. Maestro 1010 (M); (No Stereo)

THE FREEWHEELIN' BOB DYLAN

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

ONE OF MINE

Jimmy McGriff, Sue LP 1013 (M); LP 1013 (S)

IRMA LA DOUCE

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

HERBIE MANN RETURNS TO THE VILLAGE GATE

Atlantic 1407 (M); SD 1407 (S)

COME BLOW YOUR HORN

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

THE STAR-SPANGLED BANNER

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

OFF SHORE

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

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.



LOW PRICE CLASSICAL SPOTLIGHT

RAVEL: DAPHNIS ET CHLOE

L'Orchestre de la Suisse; Motet Choir of Geneva (Ansermet)
Richmond B 19094

Here's one of the classic interpretations of the ballet score in its entirety. The music is most moving and the orchestral and choral effects under the baton of Ansermet are magnificent. The low-price recording of this work should be a real addition for beginning collectors.



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

JACKIE DeSHANNON

Liberty LRP 3320 (M); LST 7320 (S)

The attractive thrush has been a clefter of note and has managed to land several singles on the charts. Here's her debut into the field of pop-folk material and she handles her songs well in a voice that's reminiscent here of both Bobby Darin and Brenda Lee. Current hits like "Blowin' in the Wind" and "Puff" make up part of the program and she also does a fine job with Darin's "Jailer Bring Me Water" and Dylan's "Don't Think Twice, It's All Right." An album that could go places.

POP SPECIAL MERIT

NOT SO GREAT SONGS THAT WERE LEFT OUT OF GREAT MOVIES FOR OBVIOUS REASONS

Kay Stevens
Liberty LRP 3309 (M); LST 7309 (S)

Allan Sherman has a female counterpart in this LP of special material songs by Kay Stevens. The novelty effect of the album is penetrating with some fine parodies and original tunes, the themes of which revolve around movie titles. Some of the material is a bit blue but should get lots of laughs.

POP SPECIAL MERIT

BYE BYE BIRDIE

Bill Potts Ork
Colpix SCP 451 (S); CP 451 (M)

Although this is dubbed a jazz version of the "Bye Bye Birdie" score, it should find many interested ears in the pop market. Arranger-conductor Bill Potts has done a handsome job of interpreting the music from the flick musical. Good solos by top-flight jazz men like Phil Woods, Gene Quill and Clark Terry abound.

POP SPECIAL MERIT

DOUBLE DIXIE!

Harry James & His Ork
MGM E 4137 (M); SE 4137 (S)

Here's an exceptional Harry James LP. The set features Harry fronting a combined big band and Dixie combo and

(Continued on page 47)

LAST CALL!

a new dealer service
from Billboard

RECORDS-AS-GIFTS FOUR-COLOR CATALOG

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1963

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ALBUM REVIEWS

Continued from page 45

showcases his bright, exciting sound in a context unlike anything heard from him in 20 years. The album displays his fine Dixie phrasing and vibrant lead work before both big band and combo. Matty Mallock's clarinet, Eddie Miller's trumpet and Ray Sims' trombone also contribute mightily. "I'm Comin' Virginia," "Squeeze Me" and "My Monday Date" are three of the outstanding tracks.

POP SPECIAL MERIT

IT'S ONLY THE BEGINNING FOR IRENE REID

MGM E 4159 (M); SE 4159 (S)

Miss Reid demonstrates on this LP that she is indeed a young vocalist with enormous potential. She has a way with a song that is haunting and tortured. She sings up-tempo with a fine feel for time, and ballads with loneliness and longing. The material of the album is made up of standards for the most part, and she sings all well. Any number of tracks have high style, but "I Love Paris" is the winningest of the lot.

JAZZ SPECIAL MERIT

FLASHBACK

Don Friedman Trio
Riverside RM 463 (M); RS 9463 (S)

Pianist Don Friedman continues to grow in accomplishment as one of the bright newcomers in modern jazz. This album shows once again the broad sweep of his imagination and improvisational skill. The music is more of the avant-garde genre, but his playing ability will make his music palatable to the meat-and-potatoes listener as well.

JAZZ SPECIAL MERIT

DO NOTHING 'TIL YOU HEAR FROM ME

Johnny Griffin
Riverside RM 462 (M); RM 9462 (S)

This is one of the most consistently interesting albums made recently by Johnny Griffin. On this set the tenorman appears to be playing for enjoyment, rather than to prove anything, and that in itself makes for a most satisfying LP. He comes through with a lovely, warm solo on "The Midnight Sun Will Never Set" and there is nothing slack about his work on "Do Nothing 'Til You Hear From Me" and "That's All."

FOLK SPECIAL MERIT

TEEN-AGE HOOTENANNY

The Millburnaires '63
Battle BM 6126 (M)

Here's an octet of folksters from an unnamed high school and the lads have a very professional sound. Good voices blend in pleasant harmonies against their own instrumental accompaniment of guitars. Program contains what is by now the inevitable "Blowin' in the Wind," "What Have They Done to the Rain," "Shenandoah" and "500 Miles." As members graduate, and group's personnel changes each year, but if the sound can be sustained with new people, the group would have a chance.

SPECIALTY SPECIAL MERIT

EVERYBODY WANTS FREEDOM

Carolina Freedom Fighters
Battle BM 6125 (M)

Normally, much of this material would be categorized as spiritual or gospel, yet now it must be taken in a different and perhaps broader context. For this is the music of the marchers in the integration "sit in" battle. The mixed group consists of Negro high school students from the South, a group which has actively participated in movements in Birmingham, Albany, Jackson, Greensboro, Montgomery and other areas. "We Shall Overcome" and "Everybody Wants Freedom" are samples.

CHILDREN'S SPECIAL MERIT

WOODY WOODPECKER'S PICNIC

Mel Blanc. Capitol J 3263

Mel Blanc's tricky "Woody Woodpecker" voice will be welcomed again by kiddie fans in this latest edition, which comprises part of Capitol's latest of the infrequent releases in its kiddie line. Woody is on Side 1 with a picnic adventure, while Side 2 contains Frank Morgan's Gossamer Wump characterization and a story called "Tickety Tock," with Knox Manning and Arthur Q. Bryan. Billy May's arrangements, as usual, complement the action well.

CHILDREN'S SPECIAL MERIT

TWEETY PIE

Mel Blanc. Capitol J 3261

Sylvester the Cat, Tweety Pie, et al., come to life on four stories interestingly and well told by Mel Blanc and his many voices. Musical background and accompaniment is ably provided by Billy May, Dave Cavanaugh and Van Alexander. This is top-drawer entertainment for the kids.

LOW PRICE CLASSICAL SPECIAL MERIT

PUCCINI: MADAME BUTTERFLY (highlights)

Renata Tebaldi & Various Artists
Richmond R 23036

There are many excerpted versions of the Puccini work, but actually very few in the low price realm. This fact, plus the presence here of Renata Tebaldi, stamp this set, despite its relative age, as one to be reckoned with in budget disk outlets, and particularly racks.

★★★★
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

LOVE NOTES
Al Martino. 20th Century-Fox FXG 5009 (M); SXG 5009 (S)

TRAVELIN' MAN
Billy Fierer. Washington VM 740 (M)

FLAMENCO!
Anita Sheer. Washington VN 742 (M)

THE COUNTRYMEN
LaBelle LAB 4454-2 (M)

FRANCES FAYE CAUGHT IN THE ACT
Crescendo GNP 92

THE ERNIE FREEMAN COMBO
Liberty LRP 3331 (M); LST 7331 (S)

CANADIAN SUNSET BOSSA NOVA
Eddie Heywood. Liberty LRP 3313 (M); LST 7313 (S)

COOL SAMBA
Joao & His Bossa Kings. Battle BM 6123 (M)

SPIRITUAL

LITTLE RICHARD SINGS GOSPEL
20th Century-Fox FXG 5010 (M); SXG 5010 (S)

YOU'VE GOT TO LOVE EVERYBODY
Rev. Cleophus Robinson. Battle BM 6124 (M)

SPECIALTY

KILTIE PIPERS OF CARNEGIE INSTITUTE OF TECHNOLOGY
Gateway GLP 8001 (S)

SLEEP WITH PAT COLLINS
Crescendo GNP 93 (M)

LOW PRICE CLASSICAL

STRAUSS: SALOME (2-12")
Various Artists. Richmond RS 62007

HOLST: THE PLANETS
London Symphony Orchestra & Chorus (Sargent). Richmond B 19095

OFFENBACH OVERTURES
London Philharmonic Orchestra (Martino). Richmond B 19098

HAYDN: SYMPHONY NO. 100; SYMPHONY NO. 94
Eduard Van Beinum; London Philharmonic Orchestra; Concertgebouw Orchestra of Amsterdam. Richmond B 19096

FALLA: THE THREE CORNERED HAT
L'Orchestra de la Suisse Romande (Ansermet). Richmond B 19100

VERDI: RIGOLETTO (3-12")
Mario Del Monaco & Various Artists. Richmond RS 63005

MENDELSSOHN: VIOLIN CONCERTO; BRUCH: CONCERTO NO. 1
Jaime Laredo, Violin; Boston Symphony Orchestra (Munch); National Symphony Orchestra (Mitchell)
RCA Victorla VIC 1033 (M); VICS 1033 (S)

A WAGNER CONCERT
Vienna Philharmonic Orchestra Knappebusch. Richmond B 19099

COUNTRY MUSIC CORNER

Continued from page 16

country music unit to Bermuda in September, and follow with an engagement in Labrador. This marks their fifth overseas engagement so far this season. Meanwhile, Shorty and Smokey continue with their live and platter show which they inaugurated August 1 on WHBI, Newark, N. J. The boys say they need releases from the artists and diskeries. . . . **Dottie Mae Yale**, heard on the Agon label, begins her sixth season with the **Shorty and Smokey Warren** show September 9.

Al Rogers, president of Arsak Music, Amarillo, Tex., plans to make a jaunt to Nashville soon with a flock of new material. Rogers has been inactive for some time but Arsak tunes of the past include "Dangerous Crossing," recorded by the **Carlises**; "Blue Yesterday," cut by the late **Cowboy Copas**, and "Best Years of Your Life," waxed by **Red Sovine** and **Carl Smith**. Several of the tunes were later reassigned to other publishers. . . . **Russ Wheeler**, Rodeo Records artist, heads a group of c.&w. artists who left Toronto August 20 for a one-nighter tour of Ontario fairs set by **Fred Roy** of Associated Country Music Artists, Toronto. According to Roy, troupe is set virtually solid through September, with three October bookings already finalized. Wheeler will take off two nights from the tour to attend the Canadian C.&W. Broadcasters Convention at the King Ed-

TCHAIKOVSKY: PIANO CONCERTO NO. 1
Emil Gilels; Chicago Symphony (Reiner). RCA Victorla VIC 1039 (M); VICS 1039 (S)

HANDEL: THE ROYAL FIREWORKS SUITE; THE WATER MUSIC SUITE
Concertgebouw Orchestra of Amsterdam; London Philharmonic Orchestra (Ban Beinum). Richmond B 19101

CHILDREN'S

ROOTIN' TOOTIN' HOOTENANNY
Fess Parker/Beverly Gile/Frances Archer. Disneyland DQ 1240

LOW PRICE CHILDREN'S

WESTERN SONGS FOR CHILDREN
Fess Parker/Rex Allen/Stan Jones. Disneyland DQ 1244

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

POPULAR

LET FREEDOM RING
Fredric March/Burgess Meredith. Colpix CP 515 (M); SCP 515 (S)

FOLK MUSIC FOR PEOPLE WHO HATE FOLK MUSIC
Herb Strauss. Riverside RM 7541 (M); RS 97541 (S)

STOMPIN' STUFF
Windy City Banjo Band. Pinnacle PLP 107 (M)

POPS BY PEPPINO!
Peppino DiCapri. Everest 5219 (M); 1219 (S)

JAZZ

MUSIC FROM THE NEW AFRICAN NATIONS FEATURING THE HIGHLIFE
Randy Weston. Colpix CP 456 (M); SCP 456 (S)

JON WALTON SWINGS AGAIN
Gateway GLP 7006 (M)

INTERNATIONAL

BALLATE
Con Nordini Musette. Colonial LP 238 (M)

AUTHENTIC GREEK FOLK DANCES
Various Artists. Colonial LP 236 (M)

AIRS FROM OLD SLOVENIA
Louis Potochnik & His Ork. Gateway GLP 1101 (M)

FATIMA'S BELLY DANCES
Standard LP 431 (M)

MUSICAL GEMS FROM SCANDINAVIA
Walter Eriksson's Ork. Colonial LP 237 (M)

GREEK WINE SONGS & BOUJOUKI
Various Artists. Colonial LP 235 (M)

HEUTE GROSSES STRANDFEST—DANCE MUSIC FROM GERMANY
Various Artists. Colonial LP 239 (M)

RHYTHM & BLUES

BLUES ON HIGHWAY 49
Big Joe Williams. Delmar DL 604 (M)

RELIGIOUS

FOR YOUNG HEARTS
Alan Davis. Wora W-3256-LP

ward Hotel, Toronto, August 30-31.

Ray Peterson and **Dick DeWitt**, of KATA, Arcata, Calif., hosted a country music show held recently in Eureka, Calif., headlining **Wanda Jackson and Her Party Timers**. Also on the bill were **Lucky Lee and His Blue Diamonds** of Seattle. Lee was in to promote his new C.A.R. releases, "Too Many Times." DeWitt recently took over the afternoon platter duties on KATA. . . . A benefit dance was held recently at the Farmer's Daughter, San Antonio c.&w. music spot, to help defray hospital expenses of fiddler **Louie Tierney**, formerly for 25 years with **Bob Wills and the Texas Playboys** and who recently joined **Adolph Hofner and the Pearl Wranglers** in San Antonio. Tierney has been hospitalized

WITH THE COUNTRY JOCKEYS

Continued from page 16

to have aired. Country music has died out locally in the last several months and I'm hoping we can get it back to swinging again right soon." Address Miss Boyd at WJEF-Radio, Pantlind Hotel Building, Grand Rapids, Mich.

Tom Daniels is now hosting a radio show, "Country Express," for the 2d United States Army Recruiting Service, covering the 2d Army area of Virginia, West Virginia, Ohio, Pennsylvania, Maryland and Kentucky. The seg, presently aired on 505 radio stations each week, is taped by

Simplified Cutter

RICHMOND—An Eastern Kentucky State College graduate claims he has developed a simplified method of recording long-playing records.

Using a hydraulic drive, the automatic 12-inch variable-pitch master disk-recording lathe reportedly can cut any number of grooves per-inch without picking up the sounds of the machine.

Williams Barnes, the builder, described his machine as a "push-button operation which activates the lathe and all other operations plus the tape recorder used in demonstrations. At the end of the cut the finish button completes the cycle by stopping the tape and withdrawing the cutting stylus. This stops the outfeed groove, lifts its head, and returns it to a starting position."

Barnes estimated his machine could be mass-produced for \$2,000 or \$3,000.

Dachs Pens Tome

NEW YORK—David Dachs is writing a book about pop music to be published by Bobbs Merrill. It will cover the workings of the popular music business, from economics to esthetics. Dachs is publicity director of Caedmon Records, and has specialized in writing about entertainment and show business personalities for many years.

Rashall Gets Post

LOS ANGELES—Daniel Rashall has been appointed director of the newly established creative promotional department of Research Craft Corporation, a record pressing firm here. Rashall will develop audio-visual promotions for industrial, commercial and institutional uses.

the last four weeks, following a heart attack, and still has several more weeks to go.

Don Pierce, head of Starday Records, Madison, Tenn., has made a master purchase agreement with **Howard Vokes**, of Vokes Music, New Kensington, Pa., for 14 tunes, all of which will be issued in an upcoming album. . . . **The Browns—Bonnie, Maxine and Jim Edward**—RCA Victor artists, have joined WSM's "Grand Ole Opry" as permanent fixtures. They plan to set up residence in Nashville soon. . . . Promoter **Larry Sunbrock** has a country music package set for Mobile, Ala., September 13; the Auditorium, New Orleans, September 14, and his headquarters town, Orlando, Fla., September 15. . . . **Red Foley** is set through September as follows: Dallas, September 1; Atlanta, 14; Albuquerque, N. M., 17-18; Phoenix, Ariz., 19-21; Cincinnati, 22; Salina, Kan., 26; Omaha, 27; St. Joseph, Mo., 28, and Kansas City, Mo., 29.

Daniels at Fort Meade, Md., and pressed and mailed by Capitol Records at their Scranton, Pa., facilities. Tom writes that he'd be happy to hear from artists and record companies with c.&w. material of all kinds. His address: S/Sgt. **Tom Daniels**, Hq. 2d U. S. Army Recruiting District, Radio Publicity, Fort Meade, Md. Daniels represented the U. S. Army in France on the American Forces Network for more than three years with the only c.&w. show carried in France during that time.

Jim Hadley, heard on Buddy Records, spins c.&w. disks six days a week on WSIV, Pekin, Ill., plus the Top 20 on Saturday afternoon. **Don Austin** is music director of the 5,000-watt clear-channel station. . . . Handling the c.&w. platter chores at KRAK, Sacramento, Calif., are **Jay Hoffer, Dick Haynes, Bob Burns, Okie Paul, Cousin Walt, Duke Martin and Just Plain Bill**. . . . On the country music staff at KPIK, Colorado Springs, Colo., are **George James, Will Shaner, Jim Green, Dave Stone, Sonny James and Babe Humphrey**. . . . **Chuck Brigman** has shifted his turntable activity from WFMX, Stateville, N. C., to WTJH, East Point, Ga. . . . **Buzz Walker** is now on the c.&w. platter staff at WGUN, Decatur, Ga., along with **Dave Hill** and **Bob Gallion**.

Howard Carrier, program director of WZZZ, P.O. Box 1206, Boynton Beach, Fla., typewrites: "Have just increased our c.&w. programming from eight hours weekly to 34, due to popular demand for this type of programming. Your help in letting recording companies, artists and publishers know that we need promotional platters would be appreciated. Our c.&w. deejays are **Slim Sommerville, Bob Hurd** and myself. **Jim Cassilly** is the folk music expert." . . . **Sheriff Tex Davis** has been selected as official master of ceremonies for the 1963 edition of the Miss Southern 500 Pageant to be held at the Raceway, Darlington, S. C., Saturday night, August 31. **Shirley Davis** has been spinning good country music on WCMS, Norfolk, Va., the last nine years, interrupted only long enough to permit him to write hit tunes like "Be Bop a Lula," and help push the careers of such people as **Gene Vincent**. Appearing with the Sheriff to help with the judging at Darlington will be the TV personality, **Rowdy Yates**.

TALENT TOPICS

• Continued from page 14

erson in "Guys and Dolls" in Cleveland. . . . **Barbra Streisand**, whose "The Second Barbra Streisand Album" will be released this week, is currently appearing at the Cocanut Grove in Los Angeles, and will record during four nights of her engagement there live for Columbia. . . . **Bobby Bare** will make his film debut in the Warner Bros. film "A Distant Trumpet." An additional chore in connection with his film debut will be the contribution of a folk ballad "It All Depends on Linda," which will be used in the film. He has been signed by **Cliffie Stone** to a precedential songwriting contract with Central Songs, Stone's publishing house, covering special assignments for recording, TV and motion pictures.

Bobby Wood, Joy Records artist, entered the U. S. Army at Fort Knox, Ky., recently. He will continue to cut records for Joy during his service stint.

PHILADELPHIA

Al Martino will make a special flight from Wildwood, N. J., where he is appearing to do a special early show on August 21 at the Greater Bucks County Fair at nearby Quakerstown, Pa. . . . Local musician **Alphonse Cavaliere** named conductor of the touring "Milk and Honey" production now playing on the West Coast. . . . **Larry McKenna**, formerly with **Woody Herman**, joins the **Pat Dennis** band at Club Avalon, Wildwood, N. J. . . . **John Palmieri**, **Fabian's** guardian, is starting a talent agency with talent booker **Lou De Finis** as an associate. . . . **Billy Kretschmer's** jazz combo at his Jam Session music room added **Jimmy Small**, trombonist, and **Andy Boyd** at drums. . . . Maestro **Jimmy DePriest** honeymooning with **Betty Louise Childress** before starting another State Department music tour of the Far East. He was felled by polio on his last Asian jaunt.

MAURIE H. ORODENKER

SAN FRANCISCO

Professor **Irwin Corey** opened last week at the Showboat Sky-deck of **Barney Gould's** Gold Rush Steak House. This original of the "intellectual comics" still continues as the World's Foremost Authority. . . . **Amanda Ambrose** follows the hit comedy group, "The Establishment" at

Hebrew 'Fidelio'

• Continued from page 14

pressed their gratification at being able, for once, to follow the content of an opera and the lyrics. Steinberg had insisted on repeating this form of presentation in Israel, after having done so in his own Pittsburgh concert. **AZARIA RAPOPORT**

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the hungry i on September 16. . . . **Dave Brubeck** brings his quartet to the campus of the University of California in Berkeley for a single concert October 4. . . . **Art Van Damme**, the accordionist, is giving a special workshop clinic for teachers and students at the **Stan Kenton** band clinic at Lake Tahoe in late August. . . . Scheduled for the Jazz Workshop for the next few weeks are the following artists: **Jimmy Smith** currently; **Miles Davis** opening September 3; **Stan Getz** opening September 24; the **Wynton Kelly Trio**, starting October 1; **Cannonball Adderley** on November 5; and **John Coltrane** opening November 25. . . . **Gaylord and Holiday**, formerly billed as **The Gaylords**, come into the Holiday Inn in Oakland this week, following comic **Frank Gorshin**. . . . **Keely Smith** is the current star in the Fairmont Hotel's Venetian Room. . . . **Tony Martin** opened last week in the Circus Room theater restaurant of the Nugget Casino in Sparks, Nevada. . . . The Monterey Jazz Festival will have its first Japanese jazz artist straight from the Orient on its bill next month. He is tenor saxophonist, a leading Japanese musician, whose occidentalized nickname comes out with the unique combination of **Sleepy Matsumoto**. . . . The **Partners** are the opening team playing at the new Gal-

'F' for Folk

• Continued from page 14

band at the University of Delaware, Dover, Del.

Temple University here, with a giant student body, figures on being added to the college circuit soon. In announcing plans for the building of the multi-million Samuel Paley Memorial Library, Temple announced that the campus addition would include facilities for concert and lecture activity, to be subsidized by the Samuel Paley Foundation. The late Samuel Paley was a member of the board and Columbia Broadcasting System and father of the CBS chieftain.

In addition to the campus, Honney office has inked the Kingston Trio, favorite of the college sets, for a Convention Hall concert October 5.

Great Piano

• Continued from page 13

Garner style with warmth and humor.

The terse, positive style with which Korossy approaches the piano underlines his classical training. The pianist is the son of a professor at the Rumanian Conservatoire. In 1946 he moved to Bucharest where he was signed for a myriad of dance and radio dates in the Rumanian capital and in Prague and Budapest. He has won awards at the World Festival of Democratic Youth and conducted a series of very successful concerts with the Studio 5 Jazz Ensemble in Czechoslovakia.

These facts, like the recordings mentioned, are reflections of the Korossy of some years ago. It is hoped that the softening of political tension between East and West will make it possible for American listeners and critics to hear the highly talented pianist.

JACK MAHER

axie night club in San Francisco. The **Goofers** will follow them. . . . Comedian **Dave Barry** is next at **Bimbo's 365 Club**.

BOSTON

George Wein came up with a real innovation. Last week he started concerts of his Newport Jazz Festival All Stars at the Bay State Harness Track. Playing between races were **Peewee Russell**, **Ruby Braff**, **Benny Morton**, **Buzzy Drootin**, **Shorty Baker**, **Alex Cirin** and **John Bunch**. Wein staged his latest jazz festival in Cincinnati, but flew up to play piano on the first night. . . . **Connie Francis** has had to cancel her engagement at the Salisbury Beach Frolics which was set through Labor Day since she's involved in making a movie.

The Carousel Theater had a record-breaking week when **Betsy Palmer** played the lead in "South Pacific." In seven performances the gross was \$65,598.81, the top amount for the 2,650-seat tent. . . . **Si Siegelman**, chief at Dot's Boston branch, off for a visit to Nashville, his home town. He reports that the flip side of the Surfers' "Wipe Out," "Surfer Joe," looks as though it's going to be a big hit. . . . Warner Bros. **Dick and Deedee** making the rounds pushing their latest, "Where Have All the Good Times Gone."

With **Anita Bryant** at the South Shore Music Circus in "Annie Get Your Gun," **Jerry Vale** at the Revere Frolics and **Patti Page** at Salisbury Beach Frolics, Columbia's **Roy Molomo** may be a little busy. . . . **Tom Jones** and **Harvey Schmidt**, here for the opening of "110 in the Shade," claim they wrote 100 songs for the show. From that 18 were selected to stay in the musical.

Mary Martin's new musical, "Jennie," at the Colonial, despite mostly adverse reviews, may be on its way to set a record. Business for the first week was \$68,510 and indications from the advance is that the last four weeks will be even higher. . . . Plans shaping up for the September 30 opening of **Noel Coward's** new musical, "The Girl Who Came to Supper," at the Colonial. The Shubert Theater opened this week with "No Strings" and showed off its new decor and fine, new air-conditioning system.

CAMERON DEWAR

One-Night Gigs

• Continued from page 13

Herman and ork go to Sweden to play the outdoor folk parks in that country for three weeks in spring or summer of 1964. The major jazz festivals, which were shut out in 1963 by the band's sudden rise to prominence and the flood location requests are all clamoring for the band's services. Already set are the Monterey Jazz Festival and a new festival presentation starring the band in Canada.

On the immediate agenda is a crucial engagement at Basin Street East in this city. **Herman** will be in the night spot September 19 for 17 days sharing the bill with the **Oscar Peterson Trio**.

Everyone in the **Herman** camp is aware of the impact the "Encore" LP has had on the band's success. Philips is already trying to get **Herman** and **Turchin** to set a date for new recordings. The label also reports that the current LP has outsold the initial Philips release by the **Herman Herd**. Sales in Europe where the LP has just been issued, are also reported heavy.

MUSIC AS WRITTEN

• Continued from page 19

label. Previous U. S. label was **Vee Jay**. Swan disk is titled "She Loves You." . . . **Cleffer Pinky Herman** is writing the theme for the "Billiard Party" TV series now being filmed in New York. . . . **H. S. Stuttman Publishing Company** has issued a two-LP package with wooing scenes from various Shakespearean plays. Set is called "Come, Woo Me." It's the first disk package by the publishing firm. . . . Producer **Charles H. Stern** has signed his "Music of the Sixties" TV series with **MCA** to cover foreign distribution.

BOB ROLONTZ

PITTSBURGH

George Maharis, Epic recording star, was hosted by **Jim Winston** and **Solly Solomon**, of Columbia Records, at a cocktail party in Carlton House. Maharis was here to plug his new single, "That's How It Goes," and his latest LP, "Where Can You Go for a Broken Heart?" . . . Local singing star **Jack Julius** auditioned for the **Johnny Carson** show in New York August 28.

Major Lance was in town to promote his latest Okeh platter, "Monkey Time." . . . **Bob Schachner**, head of Gateway Records, has signed **Mac Martin and His Dixie Travelers** for a folk tune album; the **Classmen**, a vocal trio, whose first Gateway platter is "True Love," and **Jon Walton**, the local sax star of **Deuces Wild** fame, for an LP, "Jon Walton Swings Again." . . . The **Beach Boys** were here on August 21 and in Wheeling on August 22 to promote their latest Capitol platter, "Surfer's Girl." . . . **Lou Monte** goes into Holiday House on September 6 to be followed on September 16 by **Guy Mitchell**.

Adam Wade, the Pittsburgh-born singer, who records for Epic, will be the opening attraction when the Horizon Room nightclub at the Greater Pittsburgh Airport resumes floor shows on October 4. It will mark Wade's debut in this room with all of his previous dates at Holiday House. . . . the **Twin Coaches**, also in a summer hiatus, gets going next month with **Joe Hiller** booking **Enzo Stuarti** to be followed by the **Kirby Stone Four**, **Anna Maria Alberghetti**, **Guy Lombardo**, **Keely Smith**, the **New Christy Minstrels** and **Carmen Cavalario**.

Lou Guarino, owner of the local label, **World Artists**, beam-

Must Be Music

• Continued from page 13

the LP. Musically, the band has hit the younger audience element with material with which it can identify. "Watermelon Man," "Days of Wine and Roses" are mixed with the old favorites like "Caledonia." The book is filled with the basic swinging sound of charts by pianist **Nat Pierce**.

Visually the **Herd** has adopted what those in the **Herman** camp call the "stand up system." Dates played on the narrow ledge behind the **Metropole** bar and other locations, where space is at a premium, forced the 16-man organization to dismiss the 20th Century luxury of chairs. The band's success is this upright position had led **Herman** to adopt its standing posture for visual impact on TV and show location dates.

It can, therefore, be said that the band that stands together jams together.

ing over the big business being done by his latest release, "Theme From Toys in the Attic" featuring **Joe Sherman** and his orchestra. . . . **Allan Sherman's** "My Son the Nut" is also faring fine, according to **Ben Herman** and **Lee Levine** of Standard Distributors. . . . **Nat King Cole** and his "Sights and Sounds" revue is currently playing the Civic Light Opera at the Arena as the season's final attraction.

LEONARD MENDLOWITZ

CINCINNATI

George Maharis, formerly with the "Route 66" TV-er, in town Wednesday (21) to put the hustle on his new Epic Records album, "Where Can You Go for a Broken Heart," and the Made-moiselle mag's style opus, "Flirt." A mob greeted the singer in his appearance at **Pogue's**, a leading downtown department store, Wednesday afternoon, with the result that the hour-long p.a. period was stretched to two hours. Wednesday night, radio, TV and music folk from 100 miles around gathered at the suburban Carrousel Motel to greet Maharis at the cocktail session arranged by **Bill Kelly**, local Columbia Records chief, assisted by his promo man, **Chuck Moore**.

Harry Carlson, Fraternity Records chief, and wife **Louise** fly out of here Thursday night (29) for Atlanta, where on Friday night (30) they play host to area radio, TV and music folk at a cocktail party at the Riviera Motel. The occasion—to preview **Lonnie Mack's** new Fraternity album, "Wham! The Memphis Man!" which makes its debut next week. . . . The **Danny Engles** (he's the Chappell Music man here and one of the nation's top song promoters) brightening the local scene again after a five-week vacation, three of which were spent in Hawaii. . . . **Sam Davis**, formerly with Fraternity Records and Schaffer Music here, now heads up the one-stop operation at **Royal Distributing**, now housed in its new and modern plant at 1210 Glendale-Milford Road.

BILL SACHS

MEMPHIS

Hi Records president **Joe Coughi** has high hopes for his top artist's latest single. **Bill Black's** Combo's "Monkey Shine" was released August 20. "It's better than the last one," reports Coughi. Coughi also reports he just finished cutting an **Ace Cannon** album, which will be out in a few weeks. Title is "Moanin' Sax." **Jerry Lee Lewis**, who has been playing locally in the plush Oriental Club when not on tour, won't get to play to his many local fans for awhile. A fire recently destroyed much of the club's interior. Manager **Frank Casone**, who is also Lewis' manager, says repairs may take three months. Lewis opened for a week August 29 at the **Vapors Club** at Hot Springs, Ark.

Memphis agent **Ray Brown** reports **Willie Mitchell** and his Combo, **Hi Record** recording artist, will play club dates from August 29 to September 8 at **Miami Beach** and **Orlando, Fla.** **ELTON WHISENHUNT**

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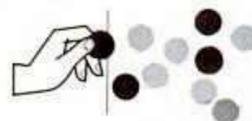
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MOA Exhibit Space Sold Out

CHICAGO—A sellout of exhibit space was announced last week by Music Operators of America for its September 4-6 convention at the Morrison Hotel here.

Robert Blundred, managing director, said that 43 firms had signed to exhibit—three more than last year. This year's total includes the four major juke box manufacturers, four record companies, and a host of amusement game, ride, vending machine and supply manufacturers. Record companies exhibiting

are Columbia, Capitol, Jay-Jay and Heartbeat, Decca, Dot, MGM and Vassar, all exhibitors last year, did not come into this year's show.

Blundred said that MOA also had prepared a code of ethics to be presented to the board of directors and general membership at the convention. He issued a vote of thanks to the "many operators and distributors for their many hours of hard work . . . in drafting the provisions of the document." Blundred particularly singled

out the efforts of O. L. (Bob) Slifer, executive secretary of the National Coin Machine Distributors Association, "for his guidance and help in formulating the code for our industry."

J. Harry Snodgrass, MOA president, issued a statement complimenting the efforts of Lou Casola, general chairman of the convention, for the sold-out exhibit space.

C. S. Pierce, MOA board chairman, said he was "pleased" with the Casola report. Pierce said he expected many "young-

(Continued on page 53)

Seeburg Enters African Market; Names McZier



ARTHUR McZIER

CHICAGO—Seeburg will attempt to open the African market for its line of automatic phonographs. The first step was

taken this week when J. C. Gordon, executive vice-president, announced that Arthur McZier, Evanston, Ill., has been named as international sales representative and assigned Africa.

McZier, a graduate of Loyola University here, has also done graduate work at the institution.

He won letters in basketball, baseball and football as a high school athlete, was named to the Chicago All-Suburban basketball team, and in 1954 won the Babe Ruth Sportsmanship Award.

He captained the Loyola basketball team in 1958 and was named most valuable player and Athlete of the Year while an undergraduate.

McZier will soon leave for an African tour to sign up distributors and sales agents for the Seeburg line, including the Seeburg (formerly Kinsman) electric organs.



SHIPMENTS BEGAN last week on Three-In-Line, Bally's newest four-player, flipper-type novelty game. The game may be adjusted for three or five-ball play and extra balls are available through a variety of scoring methods.

Coin Export Flow Continues

NEW YORK—The flow of U. S. automatic phonographs and amusement machines to overseas destinations continues unabated, with the strong prospect that 1963 will break all dollar volume records of these exports.

Latest figures released by the U. S. Department of Commerce reveal that exports for April edged over the \$3 million, an increase of nearly 50 per cent over the corresponding month a year ago. And for the fourth successive month, the 1963 totals have topped the 1962 figures by substantial margins.

For the third month in a row, Belgium was the biggest buyer of U. S. coin machines, with 1,384 units valued at \$734,854. New juke boxes—610 of them valued at \$496,046—accounted for the bulk of the Belgium purchases. The Belgians were also the biggest buyers of used phonographs, 257 units valued at \$66,072, and the third largest game purchaser, 517 units valued at \$172,736.

West Germany, with total purchases of \$543,625, bought more new juke boxes than Belgium,

but the total value of these machines was considerably less than the Belgium total. The discrepancy is accounted for by the fact that all the machines shipped to Belgium are complete, while many of the machines shipped to West Germany come without cabinets, amplifiers or speakers. Hence the juke boxes shipped to Belgium have a higher per-unit value.

France was the largest buyer of games in dollar volume, with 624 units valued at \$323,877. With the relaxation of import restrictions during the last year, the French are making up for the extended game drought.

While the British actually bought more game units—651—the total value of these units were only \$198,685. Payout machines are legal in the United Kingdom and not in France, hence the British, who are used to high returns on fruit machines, are not inclined to pay too much for amusement devices.

Europe continues to account for about 80 per cent of the U. S. coin machine export, with only one Asian and one South American country represented in the top 15 buyers.

Coin Machine

OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

EUROPEAN NEWS BRIEFS

Austrian Advice

VIENNA — Austrian operators are being called upon to give technical advice to Iron Curtain operators.

Austrian operators vacationing in Czechoslovakia, Romania, and Yugoslavia have been requested to provide expert advice, in some cases against payment of a consultant's fee. In other cases, the operators are provided with free lodging and meals in resort areas for their families as well as themselves.

Swiss Have Status

ZURICH—Switzerland, with a population of only 4,500,000, has, after Belgium, more phonographs per capita than any other country in the world—10,000. It is also one of the best American markets in Europe, importing around 1,000 U. S. machines annually.

The Swiss trade association, Association de la Branche Suisse (ASA), was formed in 1957 and has a membership of 250, covering the entire trade. The ASA reports that the operator's social standing is higher in Switzerland than anywhere else in the world.

"We say this advisedly—no where else in the world is the operator regarded with the same respect as in Switzerland," an ASA official said. "This is because we treat coin machine operation in Switzerland as a serious business to be pursued on strict business lines."

French Prosper

PARIS—France's 1,200 operators are prospering as never before, and the great majority credit General de Gaulle.

De Gaulle gets the credit because his government has provided the base for prosperity by ending the Algerian war and creating a general climate of business confidence.

A veteran Parisian operator summarized, "De Gaulle has stopped the hounding of business. He likes coin machines—I have never seen him play a phonograph—but an experienced operator can sense who is his friend and who is his foe. General de Gaulle is our friend."

A recent trade survey shows that French operators are averaging 17 per cent higher collections than at the beginning of 1962.

Luxembourg Scene

LUXEMBOURG CITY—Tiny Luxembourg counts itself as the "underdeveloped" coin machine country of Europe. There are just 10 operators with a grand total of 120 juke boxes and 35 games.

Luxembourg's trade had been counting on pay-out machines to provide the financial base for a general expansion of machines in all categories. However, the government abruptly banned payouts earlier this year.

Ironically, Luxembourg is enjoying record prosperity. It is headquarters of the European

(Continued on page 60)

Background Music Wins Official Soviet Approval

• Continued from page 1

music, which he feels provides "a mobilizing effect on the organism and lowers fatigue resulting from the automatic performance of monotonous work." He cites the experience of French factories which utilize specially selected musical material prepared by Diffusion Magnetique Sonar, a private company somewhat like Muzak in America. The rhythms piped to the French mills by DMS are quickened during periods of productivity decline, inspiring workers emotionally and improving their output.

The Russian scientist, however, is quick to point a finger at "bourgeois employers" who hear the clink of money in the foreground along with the music in the background. "It is in the name of profits that such music is ordered by them," he admonishes. Things would be different in the Soviet Union "where everyone works for society as a whole, and, consequently, for oneself as well."

The psychological and physiological effects of music are discussed by Dr. Anokhin, who has been conducting studies in this field since 1921. It has been established, the Russian academician points out, that different tonal sounds have differing effects on the frame of

mind. Dr. Anokhin believes that the reason for this is that sound waves entering the ear affect and stimulate the sub-cortex of the brain. This stimulation arouses recollections of past experience—sad or joyous, depending on the music—and induces a corresponding mental attitude.

Dr. Anokhin favors the use of background music in factories, but emphasizes that the selection of proper programs for transmission is a complex matter. Many factors have to be considered: the nature of the work, the type of nervous activity of the worker, and the tastes of those for whom the program is intended. The same music can produce different impressions on different people. "Nevertheless," the doctor concludes, "skillful use of melody and rhythm can become an effective factor in creating a frame of mind necessary for work and in relieving fatigue and unpleasant emotions."

If current Communist thinking, as represented in the Izvestia article, hardens into action, the sound of factory music may soon be as common in Kiev as it is in Connecticut and another link will have been forged in Khrushchev coexistence policy.

Coin Machine Exports

April, 1963

Country	New		Used		Amusement		Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	610	\$ 496,046	257	\$ 66,072	517	\$ 172,736	1,384	\$ 734,854		
West Germany	616	377,550	35	8,295	319	157,780	970	543,625		
France	56	49,409	—	—	624	323,877	680	373,286		
United Kingdom	133	91,086	24	8,055	651	198,685	808	297,826		
Italy	301	198,305	10	8,440	65	25,155	376	231,900		
Switzerland	78	68,401	—	—	233	120,159	311	188,560		
Japan	62	47,959	72	20,555	202	58,880	336	127,394		
Canada	78	49,970	—	—	164	30,680	242	80,650		
Denmark	—	—	—	—	171	62,710	171	62,710		
Venezuela	17	13,195	—	—	79	41,898	96	55,093		
Finland	54	40,176	—	—	30	9,810	84	49,986		
Netherlands	25	20,107	21	3,660	72	9,392	118	33,159		
Nan Islands	—	—	85	30,408	—	—	85	30,408		
Greece	21	17,024	8	2,975	25	8,130	54	28,129		
Sweden	16	9,200	3	1,170	33	14,415	52	24,785		
Other Countries	83	53,639	179	43,273	223	42,643	485	139,555		
Totals	2,150	\$1,532,067	694	\$192,903	3,408	\$1,276,950	6,252	\$3,001,920		

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..... Columbia
THE LETTERMEN—College Standards Capitol

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MARTIN DENNY/SI ZENTNER—Exotica Suite... Liberty
BERT KAEMPFFERT—Living It Up..... Decca

Jazz/Rhythm & Blues

"SUGAR PIE" DE SANTO—Sugar Pie..... Chess
COUNT BASIE—String Along With Basie.... Roulette

■ **SEEBURG ARTIST OF THE WEEK**

BROOK BENTON—Golden Hits, Vol. II

Mercury (Pop Vocal)

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

EARL KIES' ADVICE:

Give Locations What They Want

By NICK BIRO

CHICAGO—"The best rule for programming juke boxes is not to use any rules—treat each location separately. Spend time in the location, watch the customers, get a feel for the place, talk to the location owner and employees, and then try to give them what they want."

That's the advice of Earl Kies, who should know what's he's talking about. Earl runs Apex Music Company, one of the most successful operations in Chicago. Earl is also past president of Recorded Music Service Association, the local juke box operator group, and as such, has talked programming with just about every operator in the city.

Earl feels the last portion of his advice—the part about giving locations what they want—should be followed at any cost. "If a location requests a record, we give it to them unless the record is just not available. We don't care about the popularity of the record, or even if it gets played. If the location wants it, it stays on."

Kies says he realizes this may sound funny, but he says there is a reason.

Valuable Customer

"The location may have a free-spending customer who likes the song. The customer comes in once a week, spends \$20 and

plays his song. Granted no one else ever plays the tune, but the customer still wants it. The location owner may not want to risk losing the customer by taking the record off, and we go along with him if at all impossible."

Apex has some nine routemen—each of whom buy their records individually. They buy through a local one stop and spend between 9 and 10 per cent of their gross.

The percentage may vary from week to week, but over a long period it remains constant. During a time of many hits, the routeman may spend his quota. Other weeks, when the singles business is off, the routeman slows his buying accordingly.

Kies said the individual routemen may go as much as \$50 or \$100 from the quota figure, but that eventually it evens out.

Library

In addition to new material, Apex routemen can draw from

Denver Business Good in August

DENVER—Operators here reported collections on the increase, with unmerciful heat in other parts of the nation driving many more tourists into the cool Colorado area.

Phonograph collections during August jumped surprisingly well, with equally sharp increases in pin games play. Operators were actually putting out additional equipment, primarily amusement machines, to capitalize on the sharp upsurge in collections.

Distributors in particular were highly pleased at this state of events, some of them hard put to come up with all of the used or new equipment which operators have requested.

Leading the parade on Denver juke boxes for the period were: 1. "Fingertips"—Little Stevie Wonder. 2. "Easier Said Than Done"—The Essex. 3. "I'm Not a Fool Any More"—T. K. Hulén. 4. "Mockingbird"—Inez Foxx. 5. "Surfin' Hootenanny"—Al Casey.

what is probably one of the most extensive libraries in the city.

The library is run by Dom Russo, a full-time routeman who runs the library as an extra job. He comes close to 10,000 records of all types. Of these, about half are so-called holiday singles, for such occasions as Christmas, Easter, New Year's and St. Patrick's Day.

The rest are disks by currently popular artists that the routemen exchange repeatedly.

One big feature of the Apex operation is a weekly bull session that the firm holds every Friday night. When work is done, the boys meet at the shop, exchange information and go out to dinner together.

Informal Basis

"Some of our best work is done at these sessions—all on an easy, informal basis," Kies noted. "It's during this time that the boys will talk about new records, specific locations, programming problems, and just about everything else."

Many of the routemen use Friday night to review the records in their individual inventories. Each routeman carries an inventory of from 400 to 800 records in his own truck or car.

Central Inventory

Weekly, the records are reviewed and excess ones turned in to the central inventory in Apex's shop. Librarian Russo many times is able to recommend records that one or more of the routemen have had success with. In effect, he's a clearinghouse for information.

Regarding new material, Kies feels the important thing is for each routeman to "feel his way. Very seldom, if ever, should they buy one record for all their stops—no matter how hot the artist," he said.

"The best thing to do is try a few disks and see what happens. If the record is played, they can always buy more a few days later." Kies said that the buying on a hot record can often extend over a period of several weeks.

Bringas Brothers Specialize In Mexican Musical Menues

By SAM ABBOTT

LOS ANGELES—The Bringas brothers, Henry and Al, attribute the success of their music machine route of which 75 per cent is Latin to the fact that they "know and understand" their customers.

And no one can argue with this formula for their firm, Bringas Bros. Music Company, is one of the biggest and oldest in the city, having been established in 1936. They estimate that 10 per cent of their machines are in Jewish locations and 15 per cent in colored locations with jazz being the main type preference.

"To be successful in the Mexican stops, one must understand and know what these people like in music," these operators said in their headquarters on East Seventh street. Their office is well done in wood paneling and a large portrait of President Mateos of Mexico, a firm's calendar depicting a

Latin event, and framed photos of music machine events and Al's honor by some of his golfing friends for a hole-in-one.

Location Types

They pointed out that there are several versions of Mexican music; there is even a rock and roll type. Where the locations are patronized by older people, the Bringases let their key man, Zubite Diego, who has been with them about 25 years and is an expert in selecting music, give them what they want.

"Mexican people are cautious," Henry Bringas explained. "You should have one known quantity on a record for them. They should know the tune or the artist. When there is a new tune by a new artist, it takes a little while for it to catch on."

The Bringases also keep alerted for compositions on topical matters. They have found that these go very well on their machines.

Radio, Requests

Diego, they said, keeps his ear to the ground for tunes

(Continued on page 53)



OFELIA E. BRINGAS, left, types out phonograph strips for machines operated by Bringas Bros. Music Company in Los Angeles. Looking on is Letty Flores, a visitor from Guatemala. The Bringases have 75 per cent of their machines in Latin locations and have operated since 1936.

Photo by Sam Abbott



AL BRINGAS JR., left, smiles approval of the program change being made by Zubite Diego, record buyer at Bringas Bros. Music Company in Los Angeles for 25 years, as Manuel Bringas joins in the spirited conversation. Bringas Bros. Music is one of the largest and oldest in Los Angeles.

Photo by Sam Abbott



THE BRINGAS BROTHERS, Al and Henry (left to right), check over a record for one of their phonographs on a route that is 75 per cent Latin. Born in Mexico, they have been in the music business in Los Angeles nearly 30 years. On the wall to the left is a portrait of President Mateos of Mexico, and the calendar is one distributed to the vast clientele of these successful operators.

Photo by Sam Abbott

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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.

CANDY GIRL 4 SEASONS, VEE JAY 539
MARLENA
SURFER GIRL BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE
WIPE OUT SURFARIS, DOT 16479
SURFER JOE
MY WHOLE WORLD IS FALLING DOWN BRENDA LEE, DECCA 31510
I WONDER
THIS IS ALL I ASK TONY BENNETT, COLUMBIA 42820
TRUE BLUE LOU

Bringas' Mexican Music Menus

• Continued from page 52

that will click the meters. Basically he relies upon his vast knowledge of music and the people. He listens to radio programs and pays particular attention to requests. When a new record by a new artist is released, the Bringases put out a few as a test. Diego watches the machine's meters carefully to see its reception. If it is good—and profitable—more of these records are installed.

The Bringases also keep up on music for these locations through friends in Mexico City. If a tune is going strong there, they bring it to the attention of recording companies in this country for a supply. One prob-

lem with which they are faced, said Henry Bringas, is the shortage of stereo records in the specialized field.

Both Henry and Al Bringas were born in Mexico and they have always been together—even before joining in the partnership in the coin machine field. Henry Bringas came to Los Angeles in 1920 when he was about 15 years old. After Al arrived, they became traveling salesmen and worked in this field from 1925 to 1936.

Arizona Operation

As they were well known in Arizona, they started an operation there with Henry returning to Los Angeles in 1936. Al followed and they have continued in this business together for more than a quarter of a century. At one time, their machines were spread over all of Los Angeles County.

When World War II began and there were gasoline rationing and a shortage of help, they decided to confine their route to the limits of the city of Los Angeles, which in itself is no small area.

While Mexican music might be said to be their specialty, the Bringases have about 10 per cent in Jewish stops. They use the pop tunes in these and select them from charts, radio programs and requests. They follow about the same procedure for the colored locations.

Former Boxer

The Bringases devote a great deal of time to their business. Al, however, is an accomplished golfer, a continuation of a love for sports that began years ago when he was Arizona's champion in the feather-weight and lightweight divisions.

They both know and like good music. As Henry Bringas said, "There is a Mexican rock and roll, but I prefer the American rock and roll."

They have made a success of music operation and have spent the greater part of their lives in serving their vast clientele. They should know—and they do.

Cinebox Sends 6-Page Mailing

CHICAGO—Some 10,000 of the nation's coin machine operators are getting the word on Cinebox, the new Italian cinema-juke box, through a colorful six-page mailing going out next week.

The mailing includes a sample of a tent-card, which is among the point-of-sale pieces being made available by the firm. Operators are also being furnished menu tabs, display cards, window streamers and 8-inch by 10-inch table cards.

Cinebox will be shown at Music Operators of America's convention to be held at the Morrison Hotel here, September 4-6. Distributors for the machine will be announced shortly.

Initial showings have already been held in Philadelphia, Chicago and San Francisco.

MOA Exhibits

• Continued from page 51

er fellows to be more active in MOA following the 1963 convention," and that he hoped they would "continue the good work that has been started. My advice to them—get a public relations program going for the industry," said Pierce.

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BULK VENDING

Denver Operator Has Formula For Military Base Installation

By BOB LATIMER

DENVER — Operating bulk vending equipment on military installations calls for all the good practices of standard routes, plus a few others, according to Howard Wood, local bulk vending operator.

Wood has more than 50 locations on Denver's big Lowry Air Force Base, with the emphasis on peanuts, which have been a consistent favorite for more than 18 years. Where operators in the past have complained bitterly that military

locations are unsatisfactory, because of the fact that contracts are written for one year only, and re-negotiated the following year, Wood has held his Lowry contracts continuously for nearly two decades.

The reason is simply that he has worked closely with the exchange officer on the base, in determining needs, in keeping machines bright and clean at all times, and in providing the right product.

"In my case it's peanuts," Wood said. "While there is some demand for ball gum, my experience has been that in areas where large numbers of men are concentrated, peanuts are the ideal answer."

Simple Yardstick

Originally, Wood's entire vending string was made up of penny peanut machines. However, in recent years, he developed a simple yardstick which has led to the installation of 5-cent peanut machines at many spots. Collections from 1-cent machines are the yardstick by which he decides to put in a 5-cent unit.

If sales are consistently good from a penny machine, and constant refills are necessary, as many as twice a week, Wood considers this a bona fide indication that there is plenty of room for a 5-cent machine at this location, which is forthwith added.

Now, about half of his spots on the big military base are made up of combination 1-cent and 5-cent machines, with sales results good in both categories.

Machine Shops

A typical example would be the large machine shops which maintain both ground and air equipment. Here, mechanics are prime customers for peanuts, but grew weary of walking back and forth to the machine several times, before their peanut hunger was assuaged.

Two nickel machines were

added, to give the customer a real handful of either Spanish or ordinary peanuts, and there were no more complaints.

The same situation held true in a large office building, where some 75 GI's were employed. A 5-cent peanut machine proved exceptionally popular here, just as Wood had anticipated.

The exchange officer, responsible for seeing that all contractors give the sort of results desired was highly pleased at the results of these changes around the routes, and actually came up with other suggestions for several 5-cent spots, all of which were filled as rapidly as the suggestions were received.

A big help in everyday servicing has been the fact that Wood has dubbed the station-wagon from which he runs service operations the "Commercial Peanut Car" as he makes his calls, a sign bearing that legend appears on the visor of the car, which auto-

matically identifies the vending machine service firm, and permits Wood to park in commercial loading zones without fear of the usual ticket.

The "Commercial Peanut Car" label, oddly enough, has even made it possible for Wood to park in the congested downtown Denver district without penalty, even though his vehicle does not carry a truck license.

Wood makes it routine in servicing his machines to meet his customers, the people working around the location, and ask their peanut preferences. Normally, he finds that "any kind of peanuts just so long as they are there" appeals to airmen, mechanics, or personnel in general.

A point which Wood considers absolutely essential is pleasing the exchange officer and other important personnel is the cleanliness of his units. Using a grease-removing detergent for washing heads, and still another for the painted surfaces on the base of the machine, Wood

(Continued on page 55)

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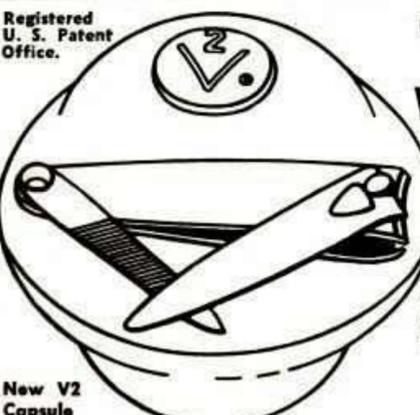
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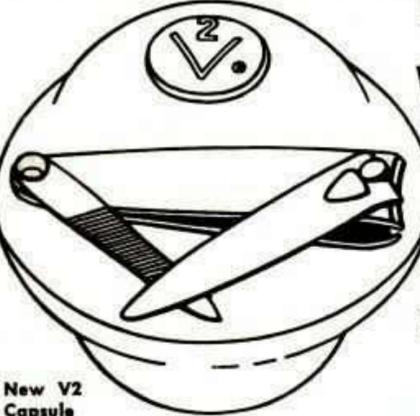
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5c ATLAS MASTER Jumbo Charm Vendor

Hobby Shops Pay Off for Md. Operator

EASTOVER, Md.—There is no better bulk vending location anywhere than a big, busy hobby shop, according to Sam Henrichauser, bulk operator here.

Almost every element in a combination toy-hobby shop leans toward excellent returns, Henrichauser points out. First, the hobby department attracts youngsters all the way from 8 years old up to the early 20's, buying model airplane, racer, boating kits, hobby crafts of various types, and often visiting the store a half dozen times per week.

Next, the mere fact that hobby interests are so strong, bringing in literally dozens of youngsters at a time, means that they must bide their time to be waited upon, which gives them plenty of time to notice a battery of vending machines, poised in the center of the hobby department.

Finally, Henrichauser is something of a hobby merchandiser himself, inasmuch as he vends 10-cent and 5-cent capsules

(Continued on page 55)

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900



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

2835 Armstrong St. Morris, Ill.
Phone: WHiting 2-1300

Northwestern SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
Phone: DRake 7-4300



METAL Adjustable RINGS

From our Hong Kong factory. At your nearest warehouse. #1 ASSORTMENT \$8.00 per M

KARL GUGGENHEIM, INC.

159-07 Archer Ave., P.O. Box 510, Jamaica 31, N. Y. 212 RE 9-5433

Send for complete catalog and list of warehouses



Denver Operator Has a Formula

• Continued from page 54

washes every machine, and polishes it dry, every time there is an exchange, exchanging the entire stand, rather than merely the head, to insure that every vending unit is conspicuous because of its bright, sparkling appearance.

In more than 20 years of peanut vending, there has never been a complaint that "the machine looks dirty" at any spot.

He uses an electric brush for cleaning the interiors of globes, soaks the glass top for a considerable length of time, depending upon the amount of salt and grease which has col-

lected, and never puts a machine on location unless it looks like it just left the factory.

This is an all-important point, and is undoubtedly the most important reason why the big Denver Air Force Base has never re-negotiated a contract where peanut-vending is concerned.

Collections

Another highly important point in making nickel and penny collections in areas where there is no convenient change source, such as a large hanger, a truck service garage, etc., is to ask the man in charge to keep a roll of pennies and a roll of nickels handy for the purpose.

Although he pays no commissions on such service, Wood can usually find a trustworthy person to do this, and insure that his customers have the right change for the machines.

In all the years he has been servicing the Air Force Base, the Denver operator has never experienced the least bit of difficulty through entrusting shop foremen, supervisors, etc., with \$3 to \$4 worth of change at every stop.

Oak, Buymore Reach Settlement on Patent

OCEANSIDE, L. I., N. Y.—Buymore Vending Corporation here, which had been the local exclusive distributor for the Beaver line of vending machines, and the Oak Manufacturing Company, Culver City, Calif., bulk vending machine manufacturer, have reached an agree-

ment with regard to the recent Oak-Beaver suit.

In the suit, the United States District Court for the Northern Division of Texas had found that the Beaver machine violated patents held by Oak.

On the basis of the ruling, Oak could institute suit against all distributors and operators selling or operating the machine in question. Such actions, though, are considered unlikely.

Bernie Greenberg, Buymore executive, said the following statement was issued by Oak:

"Oak hereby releases and discharges Buymore, its officers, directors and stockholders and any persons who shall have purchased or acquired infringing vending machines from Buymore or through Buymore."

Stark Named To New Post



HILMER STARK

NEW YORK—Hilmer Stark, former general manager of Billboard's coin machine department and for the past several years advertising manager of Billboard's sister publication, Vend, assumes new responsibilities September 1.

In an announcement to the staff this week, W. D. Littleford, president of The Billboard Publishing Company, said: "In September Stark moves from Chicago to New York to fill the newly created post of Manager of Publication Printing. The growth of our publishing properties requires that we appoint a top management man to control production costs while continually exploring new methods of printing to please our advertisers and readers."

The company publishes Billboard, Vend, Amusement Business, High Fidelity, American Artist and recently announced the acquisition of Modern Photography. In addition to periodicals the company publishes a group of annuals and last year entered the book publishing field.



TOM HERRICK, vice-president of The Seeburg Corporation, has been nominated for a two-year term to the board of directors of the National Automatic Merchandising Association. Election will take place during the NAMA convention at Chicago's McCormick Place September 7.

SAVE OVER 50% ON EXHIBIT'S



Vacuomatic CARD VENDOR
Vend's Postcard Size Trading Cards
10" Wide,
11 1/2" Deep,
2 3/4" High
Like New... Excellent Working Condition

WHILE THEY LAST!

ONLY \$29.95 F.O.B. CHICAGO

Cash with order. Open account to rated firms.

FREE Twinstands shipped free with every order of 2 vendors.

STORE VENDING ENTERPRISES, INC.
5517 W. Lincoln Avenue
Chicago 25, Ill.
Phone: LOngbeach 1-1847

Wanna Find "Empties" Like Old Times? . . . Feature TEN MINIATURE METAL TOOLS

(Metal Masterpieces All!)
\$6.50 per 1,000
F.O.B. Jamaica, N.Y. or your nearest Eppy warehouse
THESE METAL TOOLS WORK FOR YOU



EPPY CHARMS INC.
91-18 144th Place, Jamaica 35, N.Y.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 1 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.49
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.44
Cashew, Butts	.41
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.34
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Maltette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrisley'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 on the New Northwestern SUPER SIXTY

This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing. Gold decorative front panel. Mammoth capacity. Available with 5c, 10c or 25c Mechanisms

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.
LOngbeach 4-6467

Servicing is Simplified with the



Northwestern INTERCHANGEABLE MERCHANDISE UNIT



Northwestern SIXTY With QUICK-TACH at Slight extra cost.

- ... Easy to Service
- ... Easy to Clean
- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

Cleveland Coin Machine Exchange, Inc.
2029 Prospect Ave., Cleveland 15, Ohio
All Phones: TOWER 1-6715

IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER



1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Member National Vending Machine Distributors, Inc.

BITTERMAN & SON
4711 E. 27th, Kansas City 27, Mo.
Phone: WAbash 3-3900



Hobby Shops

• Continued from page 54

along with penny products, plenty of varmint, novelties, and weirdies, which appeal to the collector instinct on the part of younger children.

Backed by a complete list of hobby shop retailers throughout the Washington area, supplied to him by a co-operative distributor, Henrichauer has more than 60 such locations in the nation's capital, in which he vends ball gum, jelly beans, confection mixes, Boston baked beans, and a large variety of 5-cent and 10-cent capsule items. In every case, the hobby shop installation (with the exception of one which went bankrupt shortly after Henrichauer installed his machines) has been worth any three or four ordinary stops.

One drawback is that in the colorful atmosphere of a hobby shop, stacked up with thousands of cartoned and packaged kits, it is often difficult for youngsters to see the machine. Thus, Henrichauer asks for locations where the stands can be spaced out a few feet away from the hobby merchandise, actually on the opposite side of the aisle, and where they do plenty of good.



Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size .30 1/2 lb.	
Chicle Ball Gum, 130 ct. .38 1/2 lb.	
Clor-o-Vend Ball Gum43 1/2 lb.	
Clor-o-Vend Chicks, 320 ct. .43 1/2 lb.	
Chicle Chicks, 320 & 520 ct. .39 lb.	
Bubble Chicks, 320 & 520 ct. .31 1/2 lb.	
Tab (short stick), 100 ct. .40c box	
5-stick Gum, 100 packs . . . \$2.00	
F.O.B. Factory 150 lb. lots	

AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

NEW Going Strong! LARGE SCARE-EMS



BEAUTIFULLY MOLDED! FINELY DETAILED! LIFE-LIKE! THE MOST REALISTIC YOU'VE EVER SEEN!

The Best in Scare-Em's
from \$24 per M capsuled and up
Live displays available.
PAUL A. PRICE CO., INC.
5 Skillman Street * Roslyn, N. Y.
Phone: 516 MA 1-5500

USED VENDING MACHINES

N.W. Model 49, 1c or 5c	\$ 9.95
N.W. Tab Gum	15.00
N.W. 5c Package Gum	17.50
Mills 1c Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1c	8.50
Victor Baby Grand, 5c capsule	7.50
Victor Vendoramas	12.50
Victor 10c Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack	Lbs.	Per Lb.
Cashews, 450 ct.	30	.62	
Mixed Nuts	30	.55	
Spanish Peanuts	30	.33	
Virginia Splits Peanuts	30	.35	
Rainbow Peanuts (Candy)	30	.30	
Boston Baked Beans	30	.30	
Licorice Lozenges	30	.30	
Confection Mix	30	.30	
Leaflets (M&M Style Candy)	25	.37	
Teeny Jelly Beans	30	.30	
Candy Corn	30	.25	
Hersheyettes	25	.47	
Chicle Base Cub Chicks 520	30	.42	
Chicle Base Cub Chicks 320	30	.42	
Rainblo Tabby-Lets 520	30	.32	
Maltettes (Ball Style, 100 Count)	35	.35	
Leaf Centuries, 100 ct. grape, orange, cherry and asstd. colors	18	.34	

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
WRITE FOR CATALOG.

Rake Coin Machine Exchange
609 A Spring Garden St.
Philadelphia 23, Pa. WALnut 5-2676



VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS
← L. C. TOPPER, \$15.00 ea.

Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise. Write for Prices.

GRAFF VENDING SUPPLY CO., INC.
2817 W. Davis Street Dallas, Texas

THIS OPERATOR IS MAKING TRACKS TO THE M.O.A. CONVENTION IN CHICAGO

He's typical of thousands of others who want to SEE the LATEST MODELS and HEAR THE LATEST RECORDS



Exhibitors Include

AUTOMATIC PHONOGRAPHS
RECORD COMPANIES
AMUSEMENT GAMES
POOL TABLES
KIDDIE RIDES
CIGARETTE VENDING MACHINES
PHONOGRAPH NEEDLE MANUFACTURERS
COIN MACHINE SUPPLIES
BACKGROUND MUSIC

Attend Forums Dealing With

PROGRAMMING OF MUSIC
ROUTE ADMINISTRATION
FINANCIAL PROBLEMS

See and Hear

well-known Record Personalities at the
FRIDAY NIGHT, SEPT. 6, BANQUET

Plan to Attend the 1963 13th Annual

M.O.A. CONVENTION & SHOW

DATE: SEPTEMBER 4-5-6

PLACE: MORRISON HOTEL
CHICAGO, ILL.

Sponsored by:

MUSIC OPERATORS OF AMERICA

228 N. La Salle Street

Chicago 1, Ill.

DAILY 1963 M.O.A. CONVENTION PROGRAM

Wednesday, September 4

9:00 A.M. to 12:00 Noon
10:00 A.M. to 5:00 P.M.
Convention Registration
Center, First Floor Foyer
1:00 P.M. to 5:00 P.M.
1:00 P.M. to 5:00 P.M.
Normandy Suite
8:00 P.M. to 10:00 P.M.
Venetian Room

Thursday, September 5

9:30 A.M. to 12:00 Noon
Venetian Room
Open to all Convention
Registrants
Featured Address
Speakers

12:00 Noon to 5:00 P.M.
Convention Registration
Center First Floor
Foyer

1:00 P.M. to 5:00 P.M.
First Floor

12:30 P.M. to 3:00 P.M.
Cotillion Room

2:30 P.M. to 5:00 P.M.
Venetian Room
Speakers

7:00 P.M. to 9:30 P.M.
Venetian Room

Open to all Convention
Registrants
Speakers

Friday, September 6
9:30 A.M. to 12:00 Noon
Promenade Room
Open to all Convention
Registrants
Speakers

12:00 Noon to 5:00 P.M.
Convention Registration
Center First Floor
Foyer

1:00 P.M. to 5:00 P.M.
First Floor

7:00 P.M. to 1:00 A.M.
Terrace Casino

Completion of Booth Set-Up. First Floor show area
Registration Desk Open Registration fee: \$5.00 per person
Purchase of banquet tickets and individual seat reservation may be
made at this time. Donation \$20.00 per person.

Exhibits open. Admittance by badge only.
Ladies' Hospitality Center open for informal chats & get-together

General M.O.A. Membership Meeting, Mr. C. C. Pierce Chmn.,
M.O.A. Board of Directors presiding Officer
Nomination and election of officers and board members will be
held. 1963 Officers and Committee chairman will report.

FIRST GENERAL SESSION

Programming of Music
Mr. M. C. Keels, Jr., Forum Chairman, Florence, S. C.

Mr. Eddy Arnold, Brentwood, Tenn., R.C.A. Victor Recording Star
"An Artist Talks about Juke Box Programming"
Mr. A. L. Ptacek, Jr., Bird Distributing Inc., Manhattan, Kan.
"One Operator's Method of Programming"
Mr. Louis Boorstein, Leslie Distributors, New York City
"A One Stopper Talks About Juke Box Programming"
Registration desk open Registration fee: \$5.00 per person
Purchase of banquet tickets and individual seat reservations may be
made at this time. Donation \$20.00 per person.

Exhibits open. Admittance by badge only.

LADIES' LUNCHEON

Attendance limited to Ladies Only
All Ladies paying \$5.00 registration fee will be given a free ticket
to this luncheon.
Mrs. J. Harry Snodgrass, Albuquerque, N. M., General Chairman
Miss Mary Gordon, T.W.A. Travel Advisor
"Taking the LUG out of LUGGAGE"
HAT STYLE SHOW . . . Models will be M.O.A. Ladies
Door Prizes

Special Forum for Staffs and Officers of State and Local Assns.
Mr. Joe Silverman, Chmn., Music Machines Assn. of Philadelphia
William Anderson, Pres., West Virginia Music and Vending Assn.
"Association Services Most Appreciated by Our Members"
Mrs. Millie McCarthy, Pres., New York State Coin Machine Assn.
"Dire Need for Unity in State and Local Levels"
Russell Mawdsley, Sec. Western Massachusetts Music Guild, Inc.
"What Our Association Is Doing to Make It a Better Industry"
George A. Miller, Pres., California Music Merchants Association
"Taxes and License Fees in California Affecting Our Industry"
Leo L. Kaner, Music Operators of America Tax Counsel
"Experiences in Filing 1099s"

Other state and local association representatives will be asked
to report on developments affecting the coin operated music and
amusement industries in their areas, and to outline association
services most beneficial to their members.

SECOND GENERAL FORUM

Financial and budget considerations for the coin operated music
and amusement industry
Mr. Ted Nichols, Forum Chairman Fremont, Nebraska

Mr. R. J. Erfle, Sr. Vice-Pres., Broad Street Trust Co., Philadelphia
"Music to the Banker's Ears"
Mr. Joseph A. Bauters, Partner, Crowe, Chizeck & Co., South Bend
"Depreciation Methods and Budgeting for Machine Operators"
A special invitation is extended to all distributors to attend this
forum. Both speakers have a long record of experience in servicing
the coin operated music and amusement operators and are familiar
with the financing relationships between distributors and operators.

THIRD GENERAL FORUM

Route Administration
Mr. B. J. Kiley, President, Mid-States Vending Service, Chicago, Ill.
"Vending Business Techniques Operators Should Consider"
Mr. Rene Pirard, Melody Music Company, Chicago, Illinois
"The Importance of good equipment in dealing with a location"
Mr. Bill Poss, Valley Music Company, Aurora, Illinois
"Importance of Good Records in Servicing Locations"
Mr. John Trucano, Forum Chairman Deadwood, S. Dakota
Registration desk open Registration fee: \$5.00 per person
Purchase of banquet tickets and individual seat reservations may be
made at this time. Donation \$20.00 per person.

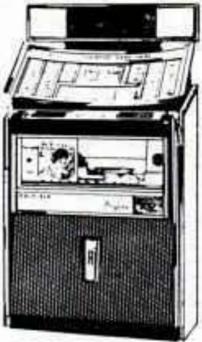
Exhibits open. Admittance by badge only.

RECEPTION, BANQUET AND SHOW

Mr. Hirsh de La Viez, Producer, Show Biz Prod., Washington, D. C.
Mr. Sig Sakowicz, Master of Ceremonies, WGN & WTAQ, Chicago
Mr. Jordon Ross, Show Coordinator, Jordon Ross & Assos., Chicago

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

Capri 100
With Full
Dimensional Stereo
Model 404
DeLux Stereo
Monaural
Phonograph



ROCK-OLA
Capri 100



Capri 100
Model 404
DeLux Stereo
Monaural
Phonograph

Rock-Ola Midwest Distributors Get Preview of New Models

CHICAGO — Rock-Ola Manufacturing Company's Midwest distributors met here last week for a preview of the firm's new Rhapsody II and Capri II phonographs and Caravelle cigaret vender.

Distributors also received a briefing on the new Music Operators Stereo Service (MOSS) program sponsored jointly by Record Sources International (RSI), a decision of Billboard Publishing Company, and three of the nation's four major juke box manufacturers: Rock-Ola, Rowe AC Services and Wurli- tizer.

The distributor showing at Chicago's Palmer House was the third such for the firm. Previously, Rock-Ola unveiled the line to distributors at New York,

New Orleans and San Francisco.

Ed Doris, Rock-Ola executive vice-president, presided over the program, assisted by Les Rieck and George Hincker. Jack Barabash, Rock-Ola sales engineer, conducted a session on service.

Following the unveiling, distributors were treated to a cocktail hour and luncheon, after which they retired to individual meetings with Rock-Ola executives.

Complete details of the new Rock-Ola line will be disclosed to operators when the company's distributors hold open houses September 16-21.

Both Stereo

Rock-Ola's new 160-selection Rhapsody II and 100-selection Capri II play 45's and 33's interchangeably. Both, of course, are stereo. The Rhapsody II also comes in a 418 SA version which plays a seven-inch little LP.

The Caravelle cigaret machine is a 20-selection, all-electric model.

Nick Biro, Billboard Midwest editor, explained details of the new MOSS program, which is designed to provide operators with 33 stereo singles, selected from top-selling stereo LP's by the Billboard review staff.

Exclusive
BUILT-IN AUTOMATIC
INCOME
TOTALIZER

The
Revolutionary
New
SEEBURG
LP
CONSOLE

ACTIVE'S THE CHOICE FOR
THE LOWEST PRICES and
BEST EQUIPMENT ALWAYS

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
Write or wire for prices

You can ALWAYS depend
on ACTIVE ALL WAYS

THE NEW DELUXE *Eldorado*
FOR '63

THE STANDARD OF THE INDUSTRY

- Shallower, longer appearance.
- New design formica top frame with recessed scoring markers.
- 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
Strung Kaye Co. Inc.

363 Prospect Place Brooklyn 38, N. Y. STerling 3-1200

For the Industry's most outstanding line of Pool Tables be sure to visit our Booths 41, 42, 43, 44, 45, 46 and 47 at the MOA Show

SHUFFLE ALLEYS

Mystic	125
Banner	145
Chief	150
Royal	175
Mars	200
League	225
Mercury	250
Rainbow	275
Speedy	295
Super Bonus	325
Super Frame	350
Starlite	375

\$75.00 each

BOWLERS

ABC	125
Clipper	145
Congress	150
Club DeLux	175
Cyclone	200
Comet Target	225
Eagle	250
Flash	275
Four Way	295
Five Way	325
Gold Medal	350
Handicap	375
Holiday	400
Jupiter	425
Lightning	450
Lucky	475
Niagara	500
Pro-Shuffle	525
Regulation	550
Red Pin	575
Rocket	600
Speed Bowler	625
Score-a-Line	650
Six Game	675
Sure Fire	700
Six Star	725
Shuffle Target	750
Star Shuffle	775
Top Notch	800

CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1 6715

M. S. GISSER
Sales Manager

Shaffer Names Flynn, Hornbeck To Top Berths

CLEVELAND—B. C. Flynn and Larry C. Hornbeck have been named vice-presidents and members of the board of directors of Shaffer Music Company, announced Ed Shaffer, president of Shaffer Music Company.

Flynn and Hornbeck, managers of the Columbus and Cleveland offices respectively, will continue in these capacities.

Hornbeck, who joined Shaffer in 1949, has served the firm as salesman in background music and vending and has operated offices in Portland, Ore., Seattle and Indianapolis. Before joining Shaffer, the 52-year-old executive was associated with William Betz, St. Louis.

Steve Shaffer, the third generation of the Shaffer family to be linked with Shaffer Music, has recently joined the concern's sales organization in the Columbus office. Steve just returned from Amarillo, Tex., where he served in the Air Force after attending Bowling Green State University.

Shaffer Music, now in its 27th year as a Seeburg distributor, is headquartered in Columbus and has branch offices in Cleveland and Cincinnati. It serves operators in Ohio, Kentucky and West Virginia.

Low Jones Sells To Herb Donaldson

COVINGTON, Ky. — Herb Donaldson, an operator in this area for more than 15 years, has purchased the physical assets of the Low Jones Distributing Company at 329 W. Ninth Street here and will henceforth operate the business under the name of the Donaldson Distributing Company.

The sale was announced here last Thursday (22) by Low Jones, who said the change becomes effective immediately. Robert Fogel, veteran music and coin machine mechanic, has joined the Donaldson firm as head of the service department.

MOSS packs, five records each, are being released every other week. Each pack comes with five special title strips and a four-color album reproduction for each record.

Material selected is confined to sides which had not previously appeared as singles. The four-color album reproductions are used as point-of-purchase promotions and are mounted on special seven-by-seven-inch panels provided by the music machine manufacturers.

The program was inaugurated because of a need for adult programming and stereo singles on the nation's juke boxes.

Distributors

Among distributors attending the Midwest session were Carl Hoppel, Irville Glarnitz and Dick Wegner, Badger Novelty Company, Milwaukee; Roy Hogard, R. C. Hogard and Buddy Gregg, Tulsa Automatic Music Company, Tulsa.

Walter Waldman, S. L. Stiebel Company, Louisville; Leo Negri, Paul Vidmar and Peter Geritz, Mountain Distributing Company, Denver; Gordon Stout, Gordon Stout Company, Pierre, S. D.; Lou Ptacek and Floyd Green, Bird Music Distributors, Manhattan, Kan.; Roland H. Gellet, Lake City Amusement Company, Cleveland.

Gil Kitt, Joe Robbins, Bill Iderbard and Bill Milner, Empire Coin Machine Exchange, Chicago; Bob Roneau, Richard

Flaherty and Bob Wiley, Empire Coin Machine Exchange, Detroit; Ed Zorinsky, H. Z. Vending & Sales Company, Omaha; Ray Bigner, Bigner Music, Cincinnati.

Joe McCormick, Sam Messaro and S. E. Seiter, Musical Sales, St. Louis; Joe and Norman Abraham, Lake City Amusement, Cleveland; Ray Brown and Loren Beaudoin, Brown Brothers, Minneapolis.

FOR SALE
Games & Bowlers

Keeney Sportsmen	\$95.00
Bally Spinner	145.00
United Chief Shuffle	85.00
Bally Official Jumbo	195.00
Bally Congress Shuffle	75.00
C.C. Championship Shuffle	65.00
C.C. Advance Pool	25.00
Gottlieb Miss Annabelle	185.00
Gottlieb Texas	265.00
Keeney Hi-Straight	125.00
Midway Rifle Gallery	195.00
C.C. Ray Gun	395.00
Hi Diver	145.00
Black Jack	195.00
Photo Pool	165.00
Continental, 2 pl.	95.00
C.C. Pro Hockey	295.00
Jungle	165.00
Keeney Go Cart, New	295.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	\$345.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	49.50
Seeburg KD	295.00
AMI 120 WB	20.00
Wurlitzer 5210 WB	59.50
Wurlitzer 5207 WB	37.50
Seeburg 3W1 WB	18.50
AMI Lyric 100	395.00
AMI E 120	85.00
AMI G 120	195.00
AMI Bar Brackets	2.70

Call, Write or Cable.
Cable: LEWJO
Distr. for Smokeshops & Gottlieb.

Low Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave.
Indianapolis, Ind.
Tel.: ME1rose 5-1593

Valley DELUXE 6-POCKET
DESIGNED for PROFITABLE PLAY

New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

WALNUT FINISH ONLY

For complete information, see your distributor or write
Valley SALES COMPANY
(Sales Affiliate of Valley Manufacturing Co.)
333 MORTON STREET, BAY CITY, MICHIGAN • TWinbrook 5-8587

ATLAS SPECIALS!
RECONDITIONED—FULLY GUARANTEED

VENDING

ROWE L-1000, 4-Flavor (High Serial)	\$595	ROWE 8-Col. CANDY (New Helper Springs)	\$125
ROWE RV-750 (Fresh Brew)	445	STONER CANDY, Mod. 160	165
DUGRENIER K-12 Cig. (Man.)	140	STONER 102 CANDY (5c)	95
SEEBURG E-2 Cig.	195	STONER 120 CANDY (5c)	95
CORSAIR "30" Cig.	165	ROWE AMBASSADOR, 14-Col.	175

GAMES

Gottlieb FLIPPER CLOWN	\$225	Gottlieb SHOWBOAT	\$245
Gottlieb SEVEN SEAS	175	United CARNIVAL	150

Terms: 1/3 Dep., Bal. C.O.D. or Sight Draft.
Cable: "ATMUSIC"—Chicago

Serving the Industry for Over 30 Years
ATLAS MUSIC COMPANY
2122 N. WESTERN AVE., CHICAGO 47, RL ARmitage 6-5005

POOL TABLES

- 6-POCKET
- SLATE TOP

75" long . . . completely refinished and repainted. All new cloth and new cue sticks. Only limited supply available. **\$175** Ea.

We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List! Terms: 1/2 Dep., Bal. Sight Draft or C.O.D.

WORLD WIDE distributors

2732 WEST FULLERTON AVENUE, CHICAGO 47, ILLINOIS
Everglade 4-2300 • Cable: "GAMES"—Chicago

8 Sentenced in Seattle Federal Gaming Case

SEATTLE — Five organizations and three individuals who changed their pleas August 9 from innocent to guilty or no contest on charges of violating federal anti-gambling laws were scheduled to be sentenced here Friday (23).

Guilty pleas were entered in Federal District Court by Michael Distributing Company, Bally Manufacturing Company, Amusement Association of Seattle, Inc., Amusement Association of Washington, and Sunset Sales Promotion Company. John J. Michael, Fred Galeno and Roy C. Erickson pleaded no contest.

Judge Gus J. Solomon said the case against Lou Dunis of Portland, Ore., another defendant, would be disposed of later.

The charges concerned importation and operation of pinball machines in violation of federal law.

Defense attorneys told the court their clients were aware they were violating State laws, but did not know of federal violations because of timing in adoption of federal statutes. The defense also pointed to "the atmosphere of a tolerance policy" for pinball machines at the State, county and local levels.

Seattle attorney William S. Howard, representing the amusement groups, said Washington and Seattle taxed pinball machines and King County issues a \$25,000 annual master license to a single group to operate the machines.

Top Artists to Entertain at MOA Banquet

CHICAGO—A host of big names, including Lionel Hampton, Joe Williams and Al Martino, will appear at Music Operators of America's big wind-up banquet Tuesday (6) night, following the association's annual convention at the Morrison Hotel here.

The show is being produced by Hirsh de La Vizez, head of Show Biz Productions, Washington, producer of most of MOA's past extravaganzas.

Frank York's orchestra will supply the music. Besides Hampton, Williams and Martino, acts signed to date include Lil' Wally and His Group, the J's with Jamie, Mark V, Roy Clark and Billy Barnett. Supporting acts will include Revelle, the comedy magic act, and the Rudy Noel dancers.

Distributors Meet Sept. 8

CHICAGO — The National Vending Machine Distributors Association will meet at the Congress Hotel here Sunday morning, September 8, prior to the National Vendors Association directors meeting scheduled later in the evening.

Bernard Bitterman, secretary-treasurer, said there would be a preliminary reading of new by-laws, plus a "number of other interesting items up for discussion."

Bitterman said it would be the only meeting for bulk distributors prior to the annual meeting next March, simultaneously with the NVA annual convention. Refreshments will be served at the Chicago session.

BARGAINS FOR THE WEEK

GAMES GAMES
250 OF THEM

Received a Lot of Drink and Coffee Vending Machines in Trade.

WHAT DO YOU NEED!

- Playtime Bowler, 16 Ft. . . . \$400.00
 - Jumbo Bowler, 16 Ft. . . . 235.00
 - Bonus Bowler, 16 Ft. . . . 375.00
 - Bally Strike 149.50
 - C.C. Citation Shuffle Alley, Like new 675.00
 - C.C. Aristocrat Shuffle Alley 495.00
- All above equipment is reconditioned and in A-1 condition. Mills Panoram \$375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned 200.00
We have many large ball bowlers for sale, as is. What price do you offer!

Write or Call Us Collect. **MAin 1-3511**

Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: Candist

SEND FOR COMPLETE LISTS

Vending Machines	Shuffle Alleys
Music	Pool Tables
Amusements	Rides
Pin Games	Bowlers
Assorted Arcade Equip.	
Penny Weighing Scales	
Records of All Types	
Parts and Supplies	

FROM THE WORLD'S LARGEST INVENTORY

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

ZIG-ZAG

Counter Game

5-ball play. 14-56-104 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horseshoe). Over-head double-faced model on chrome stands, complete with coin box.

\$169.50

SPECIALS! POOL SUPPLIES

- 5-Oz. Bumper Pool Balls (10) . . . \$ 9.00
- 2 1/2" Balls, 1-15 w/Cue Ball . . . 12.50
- 2 1/2" Balls, 1-15 w/Cue Ball . . . 14.00
- 46" Cues \$ 1.50 ea.
- 52" Cues \$1.95 ea.; 25 1.50 ea.
- 57" Cues \$2.95 ea.; 32.00 dz.
- Plastic Triangles, 2 1/4" 1.00

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2424

when answering ads . . .

Say You Saw It in **Billboard**

VIVA EL TORO! OLE' FUN!



2 PLAYER REPLAY GAME WITH EXTRA BALL FEATURE

2 DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

*** NEW SIMPLE FINGER-TIP CONTROLLED PLAYFIELD LATCH**



See Us at the **M.O.A. SHOW** BOOTHS 29-33

**We take pride in announcing another*

Williams EXCLUSIVE

THE NEW latchlock playfield — NOW standard on all Williams flipper games.

- that
- is easily accessible
 - operates at fingertip pressure
 - eliminates strain, stooping and fumbling to servicing

just lift/turn/and raise playfield

Order from your Williams distributor



4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS



Greenman Takes Cinevision Post

NEW YORK—M. S. Greenman has been named executive producer for Doring-Loch Productions' series of 10 special color films for Cinevision Corporation of America, exclusive distributor of Cinebox in the U. S.

Greenman, who is vice-president and general manager of Cinevision, prior to joining the organization in 1960, served as manager of United Press Movietone News.

Cinebox, the new entertainment medium featuring a record

machine with a 23-inch movie screen mounted on top, will be distributed to luncheonettes, bars, bowling alleys, etc., throughout the country.

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

★
UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 18, Ill.

Exclusive Chicago Area
Distributor for
WURLITZER
PHONOGRAPH
and **PARTS**

IMPORTERS
SEND FOR
FREE
LATEST CATALOG
64 Pages—Fully
Illustrated.

FIRST

COIN MACHINE
EXCHANGE, INC.

Joe Kline
Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

Say You Saw It in Billboard

ROBERT FABIAN has been appointed vice-president in charge of sales for the Atlas Music Company, Chicago Rowe AMI distributor. He had formerly been Rowe AMI district sales manager and sales manager of Atlas' vending division. Fabian is a skilled pilot and was winner of the National AA Aerobatic Championships in 1960 and 1961.

MOA to Vote On Top Artists

CHICAGO — Ray Charles, Tony Bennett and Andy Williams were nominated top artists of the year by Music Operators of America members in preliminary balloting for the association's annual award to be presented at its forthcoming convention here.

Decca, Columbia and RCA Victor were nominated top companies, while the top singles were "I Left My Heart in San Francisco," "Can't Help Loving You" and "Ramblin' Rose."

Final balloting will determine winners in each category. Awards will be presented at the association's big wind-up banquet, Tuesday, September 6.

Calif. Operators Have Successful Legislative Year

OAKLAND, Calif.—George Miller, president of the California Music Merchants Association, reports a highly successful legislative year all round in the State and at all levels. No adverse legislation was considered by the State Legislature this year, and the most significant measure was adopted by the Los Angeles City Council to the benefit of operators of such amusement devices as coin pool tables.

According to the new ordinance, establishments with such tables are termed amusement spots and not pool halls, and thus will not have to pay the license fee of \$90 to \$100 demanded of tables in the category of pool halls.

Music machine business has been good during the year, equal to a strong 1962 so far, and most locations seem to be holding up quite well. Service is good, and there is strong good will between operators and locations, he reports.

WANTED
Experienced Route Man for Ohio. Able to manage and service small route. Includes Seeburg music, bowlers, cigarette, etc.
Write full resume to
BOX 197, Billboard
188 W. Randolph St., Chicago 1, Ill.

New **4-PLAYER** novelty game has old favorite **LITE-A-LINE** play-appeal



It's got "ONE-BALL" play-appeal, too!

No matter how 3-IN-LINE is played... with 5 balls or 3... by one player or by 2, 3 or 4 in lively competition... each and every ball delivers all the skill-thrills of a complete game. Each and every ball can light 3 spots in line to ring up a juicy Out-Hole Bonus. And each and every ball can light all 9 spots for Special Scores. Each and every ball shot is a fresh new adventure... with all 9 Targets "live" and all 9 spots ready to sparkle in response to the player's skill. Each and every ball is loaded with the "came-close" excitement that insures plenty of "try again" repeat play... and earning power that tops all recent novelty records.

NEW ALL-METAL
BACK DOOR
ADJUSTABLE
5 OR 3
BALLS
MATCH FEATURE

Bally engineering cuts operating cost

Example: Bally novelty relays are actuated by famous Bally Floating Armature, designed for heavy duty precision performance in busy bingo operations, eliminating frequent touchy relay adjustments. Get Ballygames for highest earnings, lowest operating cost. Get Bally 3-IN-LINE today.

Bally 3-IN-LINE

See your distributor or write **BALLY MANUFACTURING COMPANY** • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

A WINNER!

chicago coin's new 6-player puck bowler **STRIKE BALL**



AVAILABLE
NOW AT YOUR
CHICAGO
COIN
DISTRIBUTOR!

new stainless steel
backglass trim!
new "inner" cash box!
new trip-relay bank!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

When Answering Ads . . .
Say You Saw It in Billboard

DE LA VIEZ TO PRODUCE SHOW AT MOA DINNER

CHICAGO — This year's Music Operators of America banquet show September 6 will be produced by Hirsch de La Viez, Washington, former MOA vice-president who once operated 900 juke boxes in the Washington area. De La Viez had produced several MOA shows prior to 1953. He operates Show Biz Productions, which books talent and produces shows in the Washington area.

French Coinmen To Attend MOA

CHICAGO — Gerard Caen and Norbert Levy, prominent French coinmen, will attend the annual convention of the Music Operators of America in Chicago next week. Both are from Metz, the largest city in the province of Lorraine.

Caen heads the Leca Company, Gottlieb distributor and importer of juke boxes and games. Levy is president of the Mepadi Company, Rock-Ola distributor.

Both men are interested in expanding their lines and are interesting in talking with American manufacturers and exporters. They can be reached at the Sheraton Hotel during the convention.

EUROPEAN NEWS BRIEFS

Continued from page 51

Coal and Steel Community and has expanding industry based on the world's 11 largest steel industry.

The handful of Luxembourg's operators are seeking outside advice and assistance in getting more machines on location throughout the country, which has a population of 500,000.

Belgian Proposal

BRUSSELS — The Belgian trade may propose the exchange of information and persons between the U. S. and European

trades in much the same way certain industrial firms carry out such co-operation.

The proposal, which may be advanced at the MOA convention in Chicago, would involve the exchange of apprentices between the U. S. and German trades, as well as junior executives.

This would enable organizations on both sides of the water to get on-the-spot training for their personnel and would be of particular value to export firms.

Canteen Dividend

CHICAGO—Automatic Canteen Company of America last week declared a 10-cent dividend payable September 27 to stockholders of record September 13.

Patrick L. O'Malley, president, said the action reflected an improvement in earnings experienced thus far this year and represented the 27th consecutive year in which the company has paid a dividend on its common stock.

See
WURLITZER
at the
MOA SHOW
September 4-6
MORRISON HOTEL
Booth 9
Grand Ballroom

BUY! METAL TYPERS VENDING ALUMINUM IDENTIFICATION DISC

WHY!
1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"

STANDARD HARVARD
METAL TYPER, inc.

1318 N. WESTERN AVE.
CHICAGO 22, ILL.
EV 4-3120



SWING GOTTLIEB'S 2 PLAYER ALONG

Novel
Swinging Targets
Give A Brand New
HI-FI Sound
To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
- Side and bottom rollovers light for high score
- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Double-size cash box
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!

New "Hard-Cote"
Finish Extends Playboard
Life to an All-Time
High!

A Gottlieb
FLIPPER
SKILL GAME

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

memo

*to all Manufacturers
and Distributors*

of phonographs, amusement games, pool tables, cigarette or other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

Time Is Short—Get Your M.O.A. Ad Plans Finalized Immediately. Special Billboard M.O.A. Issue will be dated Saturday, September 7. Distributed Monday, September 2. Ad Deadline Wednesday, August 28.

This fact-packed issue offers advertisers a once-a-year opportunity to display and sell equipment at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

*Advertising Highlights of
Billboard's M.O.A. Convention Issue*

- ✓ Standard Billboard page size.
- ✓ Regular Billboard advertising rates apply.
- ✓ Second color (publisher's choice) free on page units.
- ✓ Offset printed—no plates required.
- ✓ Excellent reproduction.
- ✓ An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
- ✓ Special free distribution of this important issue from Billboard's Servicecenter—located at a high traffic location during the entire convention—Morrison Hotel, Chicago . . . September 4-6.

Start Planning Now!!! Have your advertising sales message ready to appear in the pre-convention issue (August 31), convention issue (September 7), and post-convention (September 14) issue of Billboard.

Remember . . . Advertising Deadline for the M.O.A. Convention Issue is Wednesday, August 28. Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

Make your reservation for advertising space today.

Chicago 1, Ill.
188 W. Randolph
Central 6-9818
Dick Wilson

New York 36, N. Y.
1564 Broadway
PLaza 7-2800
Denis Hyland

Hollywood 28, Calif.
1520 N. Gower
HOLLYWOOD 9-5831
Sam Abbott

FRANCIS C LAUDA
 118 MIDDLENECK RD
 PORT WASHINGTON L I N Y
 1133 B21020 32KR 6780120



WELCOME VISITOR: During recent concert in Forest Hills, N. Y., Joan Baez turned over the mike to surprise guest Bob Dylan, but couldn't quite avoid the opportunity to sing along with him. Dylan sang a number of his original compositions before a sold-out house.



NO IMAGE: The famed sultan which towers above the Dunes Hotel, Las Vegas, has been decked out in a candy-striped shirt, which is the trade-mark of the Kingston Trio, currently engaged at the desert spa.

Billboard
PHOTO GALLERY OF
Newsmakers



50 YEARS IN THE BUSINESS: Jimmy Durante is presented with a commemorative copy of his Warner Bros. album, "September Song," at Hollywood's Villa Capri, where he was celebrating his first 50 years in show business. Holding LP (right) is Jimmy's manager, Jackie Barnett, and (left) president of Warner Bros. Records, Mike Maitland.



SERIOUS BUSINESS: Roberta Peters, Alfred Drake and Enoch Light carefully scrutinize score during recording session for Command album tribute to composer Leonard Bernstein. Featured on the LP, which was released last week, were the talents of all three, along with the Ray Charles Singers.



DEE DEE DOES FOR WHAT: Dee Dee Sharp is on stage during Station WHAT's Summer Carnival in Philadelphia. Backing her are the Sparks ork and WHAT deejay "Hot Rod" Hulbert.



FINGERTIPS (Part II) No. 1: Barney Ales (left), sales chief, and Barry Gordy, president of Tamla-Motown Records, proudly display Billboard Award presented to Little Stevie Wonder for his Tamla hit single. The copy held by Gordy is written in braille for the blind youth.



LABEL HOPPING from Vee Jay to Gateway Records is Norman Charles, shown here with company President Robert W. Schachner. First release will be "Over and Gone."



ESTEEMED GUEST at the Warner Bros. sales convention in Burbank, Calif., is Billboard columnist Bill Gavin, who addressed the assemblage on the role of the promotion man in today's record market. Flanking Gavin are Warner Bros. executive Mike Maitland and promotion director Joe Smith.



GUEST OF HONOR at the annual Colt Night festivities at Baltimore Memorial Stadium was Eddie Hodges (center), on promotional tour for latest Columbia single, "Halfway." On the bench are Harold Berkman, Baltimore distributor, and John Hodges, Eddie's dad.