

# Billboard

The International Music-Record Newsweekly

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

## Cat Got Everybody's Tongue In Wake of Kintner Warning

By REN GREVATT

NEW YORK—Vague generalities, off-the-record-only comment and in some cases, stony silence, greeted requests last week for comment from major and larger indie diskeries on warnings sounded by special counsel Earl Kintner at the recent ARMADA convention in Miami Beach.

In a meeting thrown open by ARMADA officials to representatives of all branches of the industry, Kintner advised that "the industry is shot through with illegalities," and that "daily violations of the

Robinson-Patman Act" can bring cease and desist orders and stiff fines for violators.

However, Jules Malamud, executive of the National Association of Record Merchandisers (NARM), which has gone on record in the past as being against a Federal Trade Commission sponsored Trade Practice Conference for the record industry, asserted:

"Certainly, as a trade association, NARM feels its duty is to see that representatives of the element of the industry it represents, operate in a legal manner."

### Follow-Up Talk

Malamud also outlined a conversation he held with Kintner this week regarding a statement made by the latter during his ARMADA speech. Kintner affirmed, Malamud told Billboard, that pure rack jobbers serve a "true distributor function" and thus were entitled to a functional discount. Kintner's point had been that where rackers also operated as retailers, they were faced with legal problems similar to those of the distributor-retailer, rack jobber-distributor and distributor-rack jobber.

Dave Kapp, who rocked the convention with his own speech at the same open meeting, said

*(Continued on page 6)*



THE MILLIONTH ALL-STAR FESTIVAL LP sale was commemorated by a special golden disk presented to P. P. Spinelli (r.) by Prince Sadruddin Aga Khan. Participants include (l. to r.) Stanley J. C. Right and V. A. M. Beerman, of U. N. High Commissioner's Office; the Prince; J. Breychat-Vauthier, chief librarian, United Nations, Geneva, and Spinelli.

## U.N. Disk Zooms Past Million

NEW YORK—The "All Star Festival" Record passed the million mark in sales last month. Announcement was made by the U.N. High Commissioner for Refugees here last week. Net profits on the record are expected to pass the \$1 million mark in the near future. Proceeds from sales in Belgium, Denmark, Luxemburg, Norway, the Philippines and Sweden alone total over \$800,000.

Pressing of the millionth copy was marked by a presentation, June 12, of a commemorative golden record which was placed in the museum of the library of the Palais des Nations, Prince Sadruddin Aga Khan, Deputy High Commissioner, made the presentation to Pier P. Spinelli, director of the European Office of the U.N.

Top sales positions of the album, as of June 7, were: Federal Republic of Germany (175,000), Sweden (170,000), Netherlands (110,000), United Kingdom (76,000), Switzerland

(52,700), Japan (51,258), and Norway (50,000). Proceeds from the Scandinavian countries were exceptionally high, as the albums were higher priced than elsewhere.

Notwithstanding plans for continued sale of the "All Star Festival" LP, committee feels it

### Jack Ecoff Dies

NEW YORK — Jack Ecoff, general sales manager of Mills Music, died of a heart attack Tuesday (2) at South Nassau Hospital in nearby Rockville Center. He was 65. Ecoff joined Mills 30 years ago as a song plugger in the Philadelphia area. He had served as general sales manager since 1941. Born in Vineland, N. J., Ecoff is survived by his widow, Mary; a daughter, Mrs. Myron Nunes of New Haven, Conn., and two grandchildren.

is "unrealistic to expect the final net yield to meet all the financial requirements of the office."

Nevertheless, "All Star Festival" had been a great success, the Prince said, and he expressed heartfelt gratitude to the artists, composers, musicians, the record industry, all those in the record trade, and to the voluntary agencies, who had associated themselves with the venture.

Proceeds from the disk will be used chiefly for the office's material assistance programs in Europe and Africa. Projects include old-age homes, assistance to handicapped refugees, rehousing of destitute families living in sub-standard dwellings. In Africa, allotments will include resettlement projects for refugees in Central Africa and assistance to those repatriated to Algeria. An allocation will also be made for Chinese refugees in Hong Kong and refugee children from Tibet.

## Whither Bandstand Shows?



THE TREND MAY BE to fewer TV bandstand shows, but some of those left are lively indeed, as Ed Hurst and Mickey Marlo demonstrate on location of WRCV-TV's "Summertime on the Pier" from Atlantic City. Future of bandstand shows is explored in Gil Faggen's story on page 38.

## Record Firms Work as Team At Newport

By JACK MAHER

NEWPORT, R. I.—A rare example of teamwork between major recording firms characterized recording operations at the 10th annual Newport Jazz Festival, which opened here Thursday evening (4) under clear skies and the promise of the biggest gate in the colorful history of the event.

One of the most imposing recording schedules in recent Newport history, reflecting the constantly growing importance in the disk scene of the "live," on-location recording, was highlighted by the presence of a specially built, RCA Victor recording studio on wheels.

The trailer operation was under the joint supervision of George Avakian, for Victor, and Teo Macero, for Columbia.

### All for One

The two labels worked as a team cutting all performances. Each firm will release product by their own artists. Tapes by other artists, recorded by the remote studio set-up, will be turned over to the American Federation of Musicians, which will supervise assignment of the tapes to the recording firms with which the various artists are associated.

So far, artists recorded here who are seen as certainties for fall, winter, or early spring album releases, include Thelonious Monk, Dave Brubeck and the Paul Winter Quintet, all on Columbia; Lambert, Hendricks and Bavan, Joe Williams, Sonny Rollins, and the Joe Daly Trio, all on RCA Victor; McCoy Tyner and John Coltrane, both on Impulse; and Dakota Staton, United Artists.

Other recordings made here and seen as possible releases are

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## PIANIST STEPPES BACK

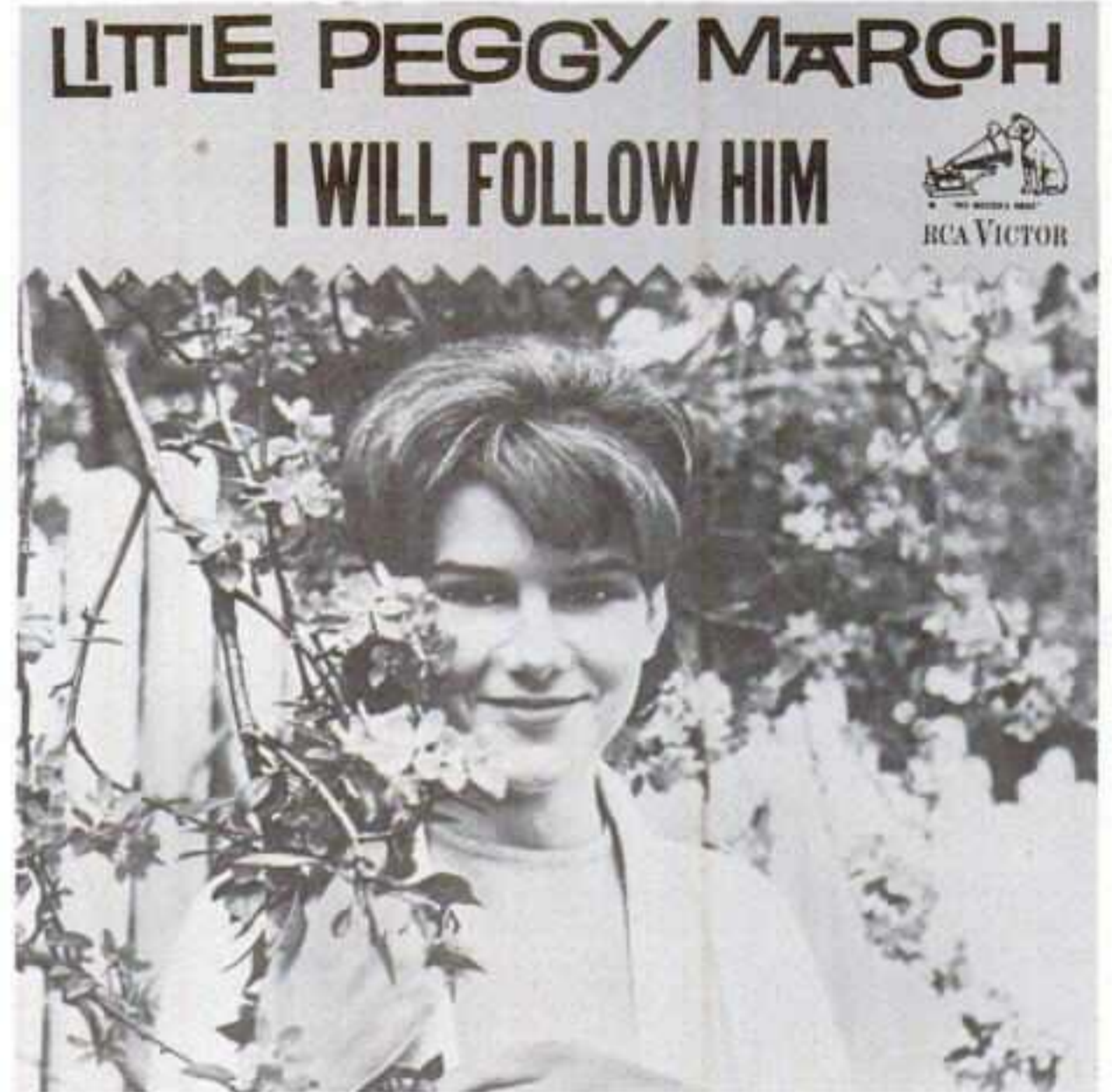
LONDON—Soviet pianist Valdimir Ashkenazy has reversed his decision to live in Britain. He has confirmed a change of mind and will make his home in the Soviet Union. Last April 16, Britain had admitted the pianist to their country at the instigation of his Iceland-born wife, a former London resident. Later reports from the Soviet government reportedly sanctioned the move. The pianist refused to answer questions as to present plans, but promised that a statement would be forthcoming.

# SUMMER SALES FORECAST...



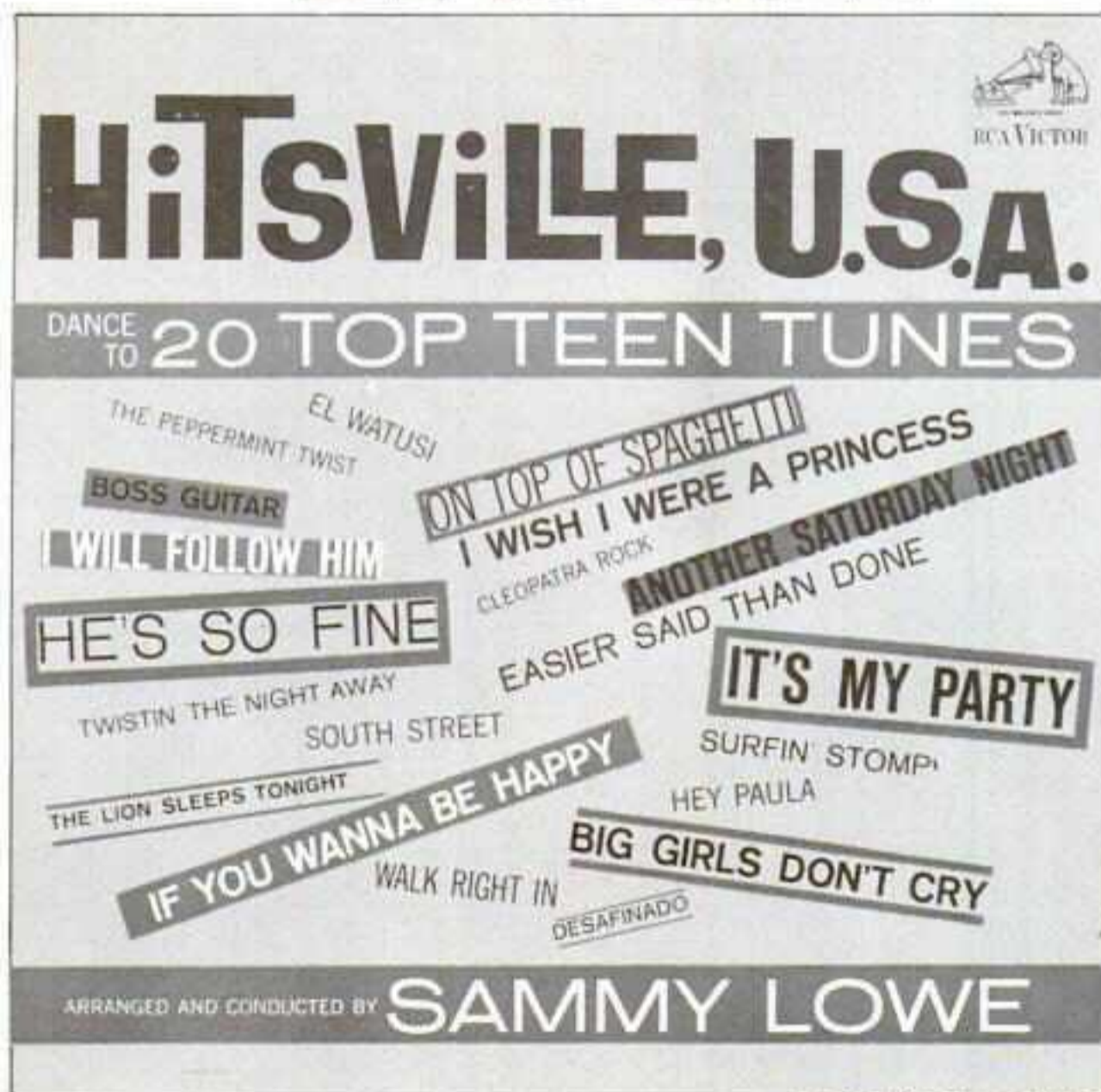
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**HOT...**



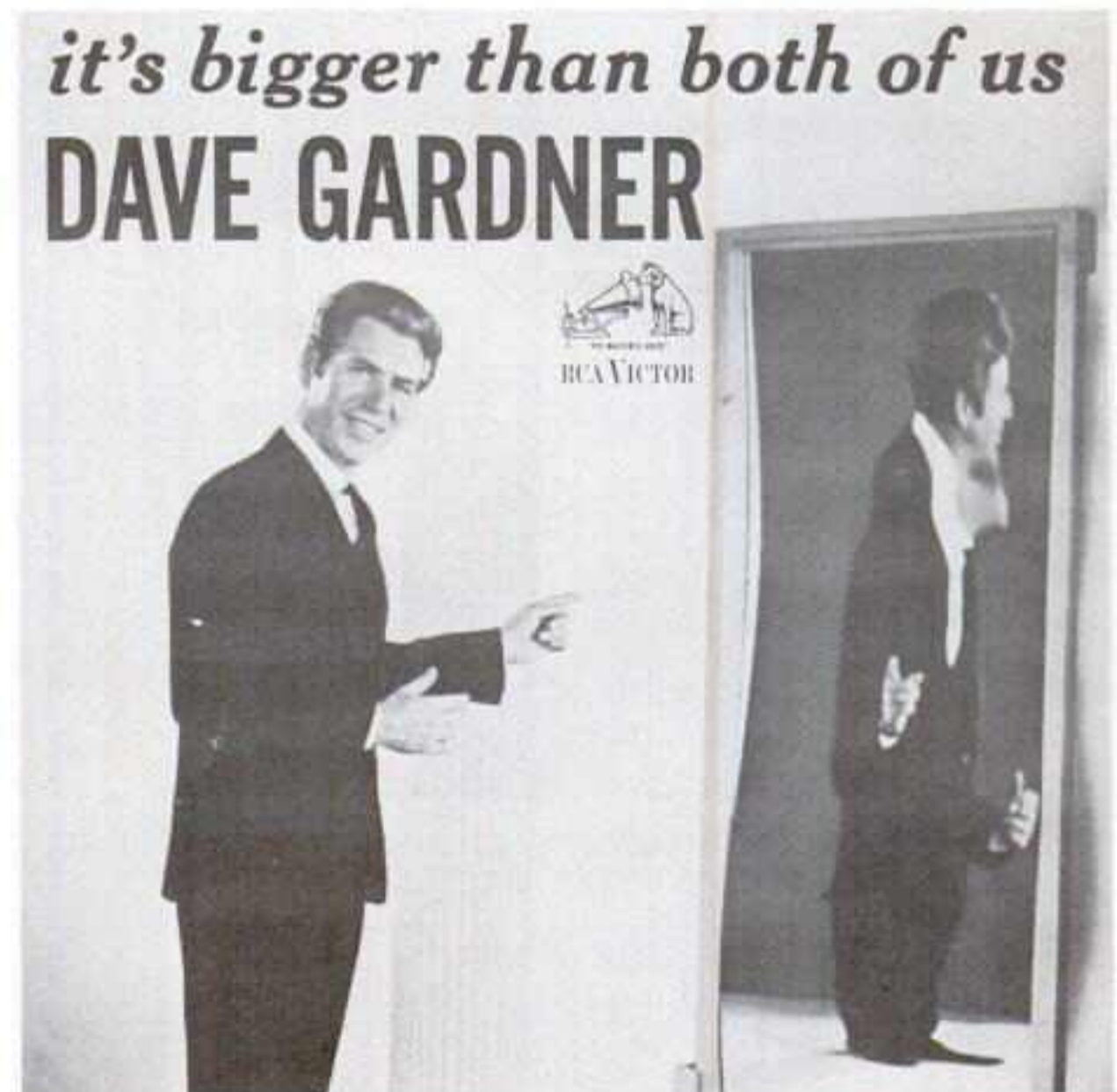
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**HOT...**



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**HOT!**

# WE'RE HAVING A SALES WAVE!

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# Eddie Kissack Takes McGuire Colpix Job

NEW YORK—Eddie Kissack has been named head of the pop a.&r. department of the London American group. He replaces Walt McGuire who moved to Colpix Records last week. Kissack has been with London for over five years and served as assistant to McGuire.

In his new post Kissack will be responsible for material and recording sessions and liaison with producers and artists on a national basis. The London American group, at last count, amounted to nearly 60 different U. S. labels all of whom distribute their product through the London American national distribution set-up.

# Auslander, Fishbein in Marks Posts

NEW YORK—Larry Fishbein and Joseph Auslander have been named to new posts with Marks Music, according to Herbert Marks, president of the firm. Fishbein, who was formerly an executive with the firm, returns as executive vice-president, filling the post left open by the recent death of Robert B. Marks.

Auslander, who has been serving as comptroller and assistant secretary, is being advanced to general manager. Meanwhile, the professional end of the business remains in the hands of general professional manager, Arnold Shaw. Robert Silverman and Felix Greissle will continue to head the firm's educational and serious music activities.

# Marketts Swing To Warner Bros.

HOLLYWOOD — Warner Bros. Records last week acquired the Marketts, the group which first hit the Billboard's "Hot 100" in 1961 with surfing music. The group's "Surfer's Stomp" was first issued here on the Candix label, and the master was soon acquired by Liberty Records under whose banner the single sailed to the top of the Billboard chart.

Liberty later issued a "Surfer's Stomp" LP and racked up a 50,000 album seller with the package follow-up.

Marketts currently are preparing an album for WB's fall release. Part of the Warner label's deal calls for the services of Joe Saracino.

# Nat Cole, Jack Gale Form Distrib Firm

NEW YORK—Nat King Cole and Jack Gale announced the formation this week of Cole and Gale Music Distributing Company. The new firm, together with Cole and Gale's vet firms, Sweco and Comet Music Cor-

# Hot Dish



WEST SALUTES EAST: Glenn Wallichs, Capitol Records chairman of the board, presents Sakamoto with a copy of his smash selling disk, "Sukiyaki," which hit the No. 1 slot on Billboard's Hot 100, at Tokyo's famed Imperial Hotel.

Joe Bott will continue to handle London and London International pop singles and LP product other than classical records. Latter will be under Terry McEwan. Leo Hoffberg will continue as Joe Bott's assistant on London International. Sales and distribution of all product emanating from London Records will now come under Herb Goldfarb as national sales and distribution manager.

Tony D'Amato, now resident in England, will be responsible for all a.&r. of the London label LP pop recordings.

# Luman Cleared In Theft Case, Label Asserts

NASHVILLE — A story appearing in various papers last week involving the alleged complicity of country chanter, Bob Luman, in the transportation of a stolen vehicle across State lines, was apparently in error. Luman in the first press accounts, was charged along with Richard Houk, son of New York Yankees manager, Ralph Houk, of driving a stolen 1960 Ford from California to Missouri.

Luman has since been cleared by investigators of the Federal Bureau of Investigation, according to Lester Rose of Hickory Records, the label for which Luman currently records. Houk, meanwhile, was reported free on \$3,500 bail.

Luman has moved to new quarters on West 57th Street here.

Cole and Gale has also acquired the sole selling rights of the catalog of Burke-Van Heusen Music, George Simon, Inc., Simon House, Johnny Burke, Inc., and Jimmy Van Heusen, Inc.

Cole's recording company, K-C Records, Inc., is also making the move to the new offices.

# Goldner Goes Independent With Goldisc

NEW YORK—George Goldner, erstwhile operator of Gone, End and Goldisc labels, and most recently part of the Roulette organization, will henceforth operate Goldisc independently, in association with Norman Rubin. Goldner recently left Roulette, and Rubin also exited the firm to join the new company, headquartered at 1619 Broadway.

All masters in the Gone and End catalogs will remain with Roulette. In addition to running his own firm, Goldner expects to work as an indie producer for Roulette, Vee Jay, ABC-Paramount, 20th Century-Fox and other major and indie diskeries.

Goldner, who cut the current, "It's Easier Said Than Done," by the Essex for Roulette, said he is hiring 10 promotion men for key markets coast to coast. Rubin, who will act as executive vice-president in charge of sales and promotion, will operate the company for several months while Goldner takes a vacation.

Late in August, Goldner, who was active both on the business side and athletically at the recent ARMADA convention, will start interviewing new young talent.

# Sparked-Up Dealer Group May Result From SORD Meet

MIAMI BEACH—A revitalized national dealer organization was the promise held out as the result of a series of marathon meetings held here last week by board members of the Society of Record Dealers of America (SORD). In the first full-dress conclave of key elements of the SORD membership in close to a year, new officers were named and a new program was hammered out.

The dealer organization has languished in a relatively lethargic state since the case against the three major record clubs, largely financed by SORD, was dropped in Chicago more than a year ago. SORD members, some of whom are known to have had widely divergent opinions on the handling of the case, dropped their differences last week in the mutual cause, perhaps in no little measure inspired by the show of strength being made by other disk industry trade groups meeting at other local hotels (see separate stories).

To bolster a treasury virtually wiped out by the protracted and unsuccessful three-year legal battle against the clubs, a dozen SORD members, meeting at the Sans Souci Hotel here, pledged \$500 each to produce a \$6,000 initial fund of working capital.

Elected the new president to succeed outgoing head V. H. (Andy) Andersen of Chicago, was Louis Shapiro, of Jersey City, N. J. Shapiro has served, since its start, as the SORD secretary-treasurer.

### Others Named

First vice-president will be Robert Coghil, of Dallas, while Daniel Winograd, of Chicago, takes over as second vice-presi-

# WB GOES FOR FAR EAST ACTS

HOLLYWOOD — Warner Bros. Records is extending its local language recording program to the Far East. In an arrangement concluded by Bobby Weiss, WB international director, the label's Far East affiliate, E. S. Issac Company, will produce disks featuring Malayan and Chinese artists singing in their native tongues under the WB label for distribution in the Far East. First to be signed under this arrangement is a group, the Sundowners, whose first native tongue disk will appear under the WB banner in the Far East sometime later this month.

Mickey Gensler, of Yonkers, N. Y., becomes secretary-treasurer, succeeding Shapiro, and Joseph Goldberg, of Washington, becomes recording secretary. A new post, that of publicity chairman, will be occupied by Charles Simmons, of Dallas, a former president of SORD. Simmons is expected to work

(Continued on page 6)

# Billboard BACKSTAGE

# Records-as-Gifts Drive

SEVERAL WEEKS AGO we received this letter from Bob Bialek, owner of the Discount Record Shop in Washington and one of the industry's leading retailers:

The record industry has a vast potential untapped market in the gigantic gift business year around. There is no gift as flexible in terms of price and none that appeals to the variety of tastes that a phonograph record does. Angel once used a good slogan: "Give the Gift that Compliments." For years we have used another: "Give a record and be remembered every time it's played."

Mother's Day, Father's Day, Valentine's Day, Easter, graduation should all be peak selling periods for record shops. And, of course, there is the year-around birthday market. Unlike flowers, records don't perish. Unlike candy, they don't make you fat.

We agree with Bob, and Billboard is in the process of producing an industrywide 28-page gift catalog which will include 200 LP albums most likely to be desired as gifts. They will be categorized by musical interest: Original cast, motion picture sound tracks, popular, jazz, classical, children's, vocals, folk and so on. Album covers will be reproduced in four colors and a brief description of each record will be included.

We need the combined co-operation of manufacturers, distributors and dealers. From our sampling of manufacturer and dealer opinion, we're certain that the industry will work unitedly to promote, publicize and sell a national RECORDS-AS-GIFTS campaign.

Jules Malamud, in his address to the National Association of Record Manufacturers, underscored the need for a Records-as-Gifts drive in his Program for Progress report. Cecil Steen, NARM president, has pledged the full co-operation of NARM. Lou Shapiro, president of the Society of Record Dealers, in behalf of his association, has added his endorsement.

We welcome and will publish further ideas to stimulate RECORDS AS GIFTS. Dealers may get information on how to order the first four-color gift catalog by writing to Gift Catalog, Billboard, 1564 Broadway, New York 36, N. Y.

The catalog will be printed in September for delivery to dealers by October 15.

Val B. Cook PUBLISHER

# Mad Song Take-Offs Beat Rap

NEW YORK—The suit by 12 large music publishers against Mad magazine for allegedly infringing song lyrics, was derailed last week when U. S. District Court Judge Charles M. Metzger gave a summary judgment for the defendants and dismissed the charges in the case of 23 of the 25 songs.

Suit over 25 songs was filed by the Music Publishers Protective Association, representing 12 member publishers, against E. C. Publications, publisher of Mad, its editor William Gains and other staff members.

They were contained in the fourth annual edition of Mad, and were part of an insert called "Sing Along With Mad," a 20-page songbook. There were more than 50 lyrics in all, comic versions of song lyrics, with no music, but with a note reading "Sing to the Tune of ...". Comedy lyrics were done to standard songs.

In 23 of the cases the judge said that they were not parodies, and that the parody rule (on infringement) is inapplicable to the present case. He said that the Mad lyrics do not compete with the plaintiffs or their licensees, and that

defendants have not infringed on any of the songs under the term of copyright ... by directing that the Mad lyrics be sung to plaintiff's songs."

The court ruled that it was difficult to see how music can be copied when it is not reproduced and that if readers of Mad know the music, it is due to the efforts of the plaintiffs, not the defendants.

Two of the comedy song lyrics, "Always" and "There's No Business Like Show Business," were exempted from the ruling. This could mean that the Mad comedy lyrics on these songs will come to trial, unless the court's ruling the other 23 is appealed.

Some of the Mad titles included "How Are Things in Philadelphia" (sung to the tune "How Are Things in Glocca Morra"), "Blue Cross" (sung to the tune of "Blue Skies") and "My Padded Overtime" (sung to the tune of "My Funny Valentine").

Lawyer for Mad magazine was Scheiman, Albert and McLean. Julian T. Abeles represented MPPA.

# Battle Royal Over Tune

## Jenkins' Song Causing Stir

NEW YORK — Battle lines were being sharply drawn last week between promotion forces of a raft of record companies as versions of two different songs vied for sales and radio exposure. The two songs are "This Is All I Ask" and "It Hurts to Be Sixteen."

Biggest fight looms on a Gordon Jenkins special material song "This Is All I Ask." Tony Bennett, Burl Ives and Arthur Godfrey are only a few of the artists with singles versions. There are also to be waxings by Eddie Heyward and Perry Como.

According to Marty Massey of Massey Music, publisher of the tune, the current interest was caused by a Gordon Jenkins version which appeared about six months ago. It didn't sell too well, but the single from the album revitalized interest in the material.

### King Is First

Nat Cole was the first to record it some years ago in an album called "The Very Thought of You." Tony Bennett followed in an album titled "All Alone." He has since re-recorded it in singles form and it will probably be the title tune for his next LP.

Ives cut the disk some three weeks ago for Decca in Nashville. The label has sent out special disk jockey copies of the tune which contains the long (4:02) narrated retail version and a shorter, specially cut (2:57) deejay version. Both are on the same side of the disk. The Perry Como Victor recording is in the works and should be out shortly.

### Everybody in Act

A number of other artists have also cut the tune as part of an album. At the moment these include Buddy Greco (Epic); Robert Goulet (Columbia); Anita Bryant (Columbia); Mabel Mercer (Decca), and the Anita Kerr Singers (Command). The only instrumental jazz version so far is by Clark Terry with Ben Webster in a sax solo on Cameo-Parkway.

The other song getting competitive excitement is "It Hurts to Be Sixteen." The tune was cut by Andrea Carroll for Big Top, Barbara Chandler on Kapp and by Lana Jean on 20th Century-Fox. The song, which is aimed at the teen market, was penned by Ronnie Grossman and is published by Rondak Music.

## Sahara Inn Back in Chi

CHICAGO — The plush \$7 million Sahara Inn, formerly one of the top showcases for name talent in the city, will be reopened here within 30 days. The spa was bought by the Gene Autry Hotel Company for an undisclosed sum.

The spa went into receivership after its previous owner, Manny Skar, defaulted on a \$700,000 mortgage. Gene Autry, in town for the announcement, said the motel will add a seven-story addition, bringing the total number of rooms to 300. A convention hall is also planned.

## LATE SINGLE SPOTLIGHTS

### Pop

#### FREDDY CANNON

**EVERYBODY MONKEY (Valley-Shelros, BMI) (2:40)** — Cannon could bounce right back on the charts with this solid version of the hully gully-like Monkey dance song. It's a driving reading with a fine, rocking backing and the side could go. Flip is "Oh Gloria" (Conley, ASCAP) (3:08). **Swan 4149**

### Country & Western

#### JUDY LYNN

**SLOWLY DAY BY DAY (Glad, BMI) (2:48)**—**OH WHY CAN'T HE FORGET HER (Glad, BMI) (2:36)**—Two of the thrush's finest sides here. Both are in the soft, weeper ballad vein and both have a fine melody. Top side makes effective use of chorus passages, too. Both can make it. **United Artists 606**

## Capitol in Big Summer Push On 3 Fronts

HOLLYWOOD—Capitol will launch three separate sales programs during July and August, complete with discounts and deferred billing, and will cover such widely diverse segments of its catalog as Nat King Cole product, French music (pop and longhair), and surfing music.

The Cole sales drive covers the singer's 29 LP's, and offers dealers one free album for each two purchased. Capitol is backing up the Cole push with an extensive national promotional campaign, including a full-page Life magazine ad, window displays, point-of-sale material and local radio and newspaper plugs.

The French music campaign embraces more than 100 LP's *(Continued on page 6)*

## NARA Seeks Negro Post on L. A. Station

HOLLYWOOD—Prime goal of the National Association of Radio Announcers (NARA), the r.&b. deejay association, prior to the opening of its convention here later this month, is to place a Negro announcer with one of the prime local stations in this market.

According to a spokesman for the local chapter of the association, Los Angeles is "the only major city in the country that does not have a Negro as an announcer on a key station. We don't want to have a Negro on the air simply because he is a Negro but want to see a man who is qualified get the job."

"We feel that we have a number of Negro announcers who are qualified to handle a job with one of the top TV and radio stations in the area."

## Sea or No, Chicago Goes Surf

### By NICK BIRO

CHICAGO — The surfing craze has hit the city. Unfortunately there's no surf to go along. But this isn't bothering anyone. Least of all the teen-agers.

They're dressing like surfers, talking like surfers, even looking and acting like surfers. They're also dancing like surfers and buying records like and about surfers.

Record stores are putting in special surfing promotions. Radio stations are pushing the surf sound.

Dick Kemp, popular teen-idol at WYNR, the big McLendon Corporation rocker, has been walking around with a surfboard for the past week. He carries it everywhere, into restaurants, offices, stores, on the street, and claims he even sleeps with it at his bedside.

Kemp has been asking the kids on the air to tell him where he can go surfing. Some of the replies are classic. It all boils down to "there's no surf in the Windy City," but so far nobody seems to care.

### Win a Hearse

The radio promotion is all part of a "Win a Hearse" contest being sponsored nationally by Del-Fi Records. For those who don't know, a hearse or woodie, is the chick way for a surfer to arrive with his board. Potter, the local Del-Fi dis-

tributor, is placing coupons in local record stores. Kids are being asked to fill in their names. In a few weeks, Kemp will announce the winners on the air.

First prize is a hearse, second prize a surfboard (in fact, there'll be a number of surfboards) and after that a number of Del-Fi surfing albums.

Kemp, like any good surfer, already owns a hearse, and is using it to drive around the city. He makes quite a sight pulling up at the London House, stepping out with his surfboard, and going inside to eat a surf-burger.

### Reaction Excellent

Retail reaction to the surfing craze has likewise been excellent. Both Fred Sipiara at Singer One Stop and Russ DiAngelo at Music Box report strong action.

Hottest sellers, according to both one-stops, are "Surfin' USA," the Beach Boys on Capitol, and "Surfin' With the Astronauts" on RCA Victor.

Singer and Music Box also reported calls for a "Surf City" LP by Jan and Dean on Liberty which hasn't even been issued. The album is a follow-up to Jan and Dean's "Surf City" single which is doing very well.

Sipiara reported good action on "Wipe Out" by the Surfaris on Dot (a single). DiAngelo, who last week kicked off a "Go With Surfin' for Summer Sales" campaign in his one-stop, also

## HOOTENANNY PICTURE UNDER WAY IN H'WOOD

HOLLYWOOD — Veteran movie maker Sam Katzman, noted for pegging his pictures on current music crazes, starts cameras rolling next week on "Hootenanny," an MGM film aimed at cashing in on the present folk music trend. Katzman told Billboard he was all set to start production on a bossa nova-based film, but scrapped it when the craze started to wane.

Most recent Katzman disk-linked movies were "Rock Around the Clock" with Bill Haley, followed by "Don't Knock the Rock" and "Twist Around the Clock" with Chubby Checker, quickly followed by "Don't Knock the Twist." Each of the Katzman music-craze films are low-budget productions which pay off at the box office because of his alert timing to hit when the trend is nearing its peak.

"Hootenanny," which Katzman estimates will cost \$400,000 to make, starts during the second week of July and will go into national release during the

Labor Day weekend. The production has to be quick, Katzman said, to take advantage of the current taste for specific selections. Katzman said he watches Billboard's "Hot 100" and "Top LP's" chart for the talent and tunes that climb the sales ladder.

Record personalities to appear in the film include the Gateway Trio (performing "Puttin' on the Style" and "Foolish Questions"), the Brothers Four ("Whoa Back Buck" and "Frog No. 1"), Judy Henske ("Ballad of Little Tommy"), Cathy Taylor ("Frozen Logger"), Sheb Wooley ("Building the Railroad") and "Hootenanny Hoot", Johnny Cash, Buck Owens and George Hamilton.

Film is directed by Gene Nelson, with cast including Jobey Baker, Ruta Lee and Pam Austin. Hal Belfer is choreographer.

## DELEGATES GET MIAMI BONUS: TIPS ON TAXES

MIAMI BEACH — In addition to a series of speeches delving into what's wrong with the record business, ARMADA conventioners last week were also given a practical list of income tax do's and don'ts by Edwin D. Abramson, CPA and tax specialist of the firm of J. C. Abramson & Company, Newark, N. J. Abramson paid special attention to the matters of travel and entertainment tax deductions, most often incurred by disk men on the move getting records off the ground.

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Vol. 75 No. 28

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STEREO  
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**Songs For A Summer Night**

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| <b>Julie Andrews</b><br>By The Light Of The Silvery Moon   | <b>Tony Bennett</b><br>Stella By Starlight                           | <b>Oscar Brown Jr.</b><br>Dat Dere                   | <b>The Brothers Four</b><br>Summer Days Alone         | <b>Anita Bryant</b><br>In The Chapel In The Moonlight  |
| <b>Doris Day</b><br>Oh What A Beautiful Dream              | <b>The Clancy Brothers and Tommy Makem</b><br>The Rising Of The Moon | <b>JIMMY DEAN</b><br>I Was Just Walkin' Out The Door | <b>DION</b><br>The Loneliest Man In The World         | <b>Aretha Franklin</b><br>God Bless The Child  |
| <b>Robert Goulet</b><br>The Moon Was Yellow                | <b>EYDIE GORME</b><br>Guess I Should Have Loved Him More             | <b>Mahalia Jackson</b><br>The Green Leaves Of Summer | <b>Frankie Laine</b><br>Moonlight Gambler             | <b>Mitch Miller and the Gang</b><br>In The Shade Of The Old Apple Tree<br>In The Good Old Summertime |
| <b>Patti Page</b><br>Just A Simple Melody                  | <b>My Coloring Book BARBRA STREISAND</b>                             | <b>JERRY VALE</b><br>Summertime In Venice            | <b>Steve Lawrence</b><br>If You Love Her, Tell Her So | <b>EARL WRIGHTSON</b><br>Some Enchanted Evening  |
| <b>The New Christy Minstrels</b><br>I Know Where I'm Goin' | <b>Marty Robbins</b><br>The Bend In The River                        | <b>Leslie Uggams</b><br>Summertime                   | <b>Andy Williams</b><br>May Each Day                  |  |



PM 2/PMS 2 (Stereo)

STEREO  
 "360 SOUND"

2 LP RECORDS — 24 GREAT STARS — 25 WONDERFUL SONGS

**Songs For A Summer Night**



**The Greatest Album Buy of The Year!**  
**From Columbia Records**

This One



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# Cat Got Everybody's Tongue In Wake of Kintner Warning

• Continued from page 1

last week that he felt Kintner had "created a shock."

"It was a very important meeting and I honestly think that because of it, people have begun to think in our business for the very first time," Kapp said. "As for myself, fan mail has really taken off since my speech down there. It's very gratifying."

Archie Bleyer, another prominent diskier indie and head of Cadence Records, noted that "with prices the way they are, something is certainly going to have to be done and I think a Trade Practice Conference, as Mr. Kintner suggests, is probably the only way to do it. I think they both (Kintner and Kapp) had a lot of sensible things to say. Unfortunately, the

government can't do anything about the lack of creativity in the business and that's a pretty serious problem, too."

## Everybody Clams

Beyond this, comment from other industry elements was virtually non-existent.

"Please, just include me out. Don't even quote me on that 'no comment' bit," said one prominent big company sales chief. "I'd have to talk in detail with the lawyer before I could say anything and there's a holiday coming up. Just forget it."

In another case, a large company executive said, "Since our company does not engage in any of these practices, there is nothing to comment on. What the others may do is strictly hearsay as far as I'm concerned so I couldn't say anything."

In another comment, also not for attribution, the view was expressed that "this sort of thing doesn't apply to the big companies, so what are we talking about, like 20 per cent of the business? If that 20 per cent are bad boys now, they always will be unless the government cracks down on them."

Another executive commented: "It's all well and good for the distributors to have their own organization (ARMADA) and we have ours too. That's the way it should be. They have their problems and if they want the government to settle them, that's up to them."

# ABC AIRS HOUR OF C.&W. SOUND

SACRAMENTO—The ABC Radio network broadcast an hour-long special report on country and western music and its growing popularity Saturday (6). Show was originally produced by Station KRAK at Sacramento Auditorium June 23.

Heard were Johnny Cash, June Carter and the Carter Family. The show was narrated by KRAK's Bill Jones and United Artist vocalist Judy Lynn.

# Sparked-Up Dealer

• Continued from page 3

closely with Shapiro in formulating plans for building the membership and for focusing industry attention on the independent dealer and his interests and problems.

Within hours of settlement on the new officer slate, Shapiro and his colleagues turned to the business of formulating a program. A key aspect of this now involves the hiring of a full-time executive secretary. An active program of screening applicants will be commenced soon by a committee.

The SORD group also went on record as supporting efforts by the Federal Trade Commission and/or the Roosevelt committee to improve conditions in the record industry.

## Trade Show Plans

In addition to setting up committees on membership, legislation and ethics and education, SORD will also establish a special committee to develop plans for an industry trade show for 1964. This would be staged with the help of a professional convention organization and with the co-operation and support of manufacturers.

Other goals will be the reduction to dealers of wholesale prices with the idea of stimulating consumer business at retail, and the reinstatement of close ties between local chapters of SORD and the national body.

Shapiro, who has served for some time as buyer for the Jersey City-based dealer buying co-op known as DISC, announced his resignation from the group effective with his taking over the SORD presidency.

# Record Firms

• Continued from page 1

by the Ruby Braff-George Wein All-Stars (possibly Columbia); Howard McGhee, Martial Solal, recently signed by Victor, and Stan Kenton's big band (Capitol).

## Not Definite

There was no definite commitment at press time regarding Philips - Mercury recordings by Dizzy Gillespie and Gerry Mulligan.

The traditional Fourth of July weekend jazz bash opened with the biggest advance sale in its history. An opening night attendance of close to 7,500 packed Freebody Park for strong performances by the Cannonball Adderley Six, Nina Simone, Howard McGhee, Thelonious Monk, Pee Wee Russell and Stan Kenton's band.

Producer Wein said a sellout was assured for the Saturday (6) concert, with near sellouts strong possibilities for both Friday (5) and Sunday (7).

# INDUSTRY BRIEFS

## Firms Share House

SAN FRANCISCO—The Eric Distributing Company and the Mainland Distributing Company are now sharing physical facilities but remain separate entities.

The two firms, owned by Irv Pinensky, are now both located on Folsom Street, but have not been combined, according to company spokesmen. Earl Woolf remains as manager of Mainland and Bob Ellis as manager of Eric.

## Pogo Changes Name

NEW YORK — Pogo Music and Pogo Productions has changed its name to Geld-Udell Music and Geld-Udell Produc-

tions. Peter Udell and Gary Geld have been instrumental in all the Brian Hyland hits on ABC-Paramount, including "Let Me Belong to You," "Ginny Come Lately," "Sealed With a Kiss," "Warmed Over Kisses" and the current "I'm Afraid to Go Home."

## Award Inks Dobkins

NEW YORK—Award Music, Premier Album subsidiary, with Artie Ripp a.&r. chief has signed Carl Dobkins Jr., who recently finished stints with the Army and Decca Records.

Award is currently planning record sessions with Dobkins and entertaining bids for his recording contract. The firm released Doris Troy's master of "Just One Look" to Atlantic Records. Also under Award's banner are Jimmy Jones, the Romeos, the Hollywood Flames and the Uptowns, all on Vee Jay. Award recently acquired the contract of Carol Shaw.

## Shoot B-Girl Film

PHILADELPHIA — Music publisher James E. Myers and WPEN radio personality Norman (Red) Benson are now working on their first movie, under the Myers & Benson production banner.

Flick, now in its final editing stage, is entitled "The Block (Street of Sin)," based on the congressional B-girl probe last year. Stars include Dick Lee, Joan Weber, Norman Brooks, Lillian Reis and Bob London.

## Offer Benet LP

NEW YORK — The Anti-Defamation League of B'nai B'rith is offering a new LP recording of the original sound track from the CBS-TV adaptation of Stephen Vincent Benet's Pulitzer Prize-winning poem "John Brown's Body."

The LP may be obtained direct from the ADL office at 515 Madison Avenue, New York, for \$4. It is narrated by Richard Boone and features Douglas Campbell as John Brown.

## NARAS Rookies

NEW YORK—Count Basie, Tony Bennett, Paul Desmond, Peter Nero and Marty Manning head the list of new members who recently joined the New York Chapter of the National Academy of Recording Arts and Sciences.

Other recent additions to the New York Chapter include Dan and Marvin Fisher, Leonard Burkat, Lewis Gluckin, Emil Korsen, Billy James, Lou Pastel, Maida Schwartz and Stephen Bright.

## Old Band Leader Dies

ATLANTIC CITY — Oreste Vessella, a concert band leader at Steel Pier here for many years and noted recording artist of an earlier year, died June 20 at a nursing home here at the age of 86. Before his retirement in 1927, Vessella's Concert Band made 138 phonograph records of classical and popular music. He continued writing and arranging band music until a few years ago.

Born in Italy, he came to the United States in 1901, and in 1906 began 21 years of appearances at Steel Pier. During the winter months, he played at the indoors Casino just off the Boardwalk and toured the country with his concert band. His daughter and two grandsons survive.

# New Firm Not In Surf Field

HOLLYWOOD—When Sea-of-Tunes Productions, the newly formed disk-producing firm started by Brian Wilson of the Beach Boys and his father Murray Wilson makes its services available to other labels, it will be for the production of masters outside of the surfing realm.

The Wilson's production company will work for other labels with those labels' artists and material, but will stay out of the surfing field.

"We don't want to build competition for ourselves or Capitol," Wilson said, adding that Capitol will get first refusal on any masters and artists the production firm originates.

# McMullin Group Says AFM Tax Passed Illegally

NEW YORK — Eddie McMullin, Local 802 member here, has introduced a resolution to be presented at the September meeting of the New York AFM local, opposing the recently passed AFM per capita tax of \$6. New per capita tax was passed at the AFM convention last month.

According to McMullin's resolution, the \$6 per capita tax was illegally introduced. He claims that according to the by-laws of the AFM such a measure must be presented to the membership 15 days prior to the national convention. The resolution calls for non-payment of the \$6 tax up to the 1964 AFM Convention when the proposition can be presented "in proper form in accordance with Federation bylaws, per Section 28, Article 4, of the AFM regulations."

# Pincuses Acquire Wipeout for UK

NEW YORK—Gil Music, operated by George and Irwin Pincus here, has acquired British Commonwealth rights to the surfing hit instrumental, "Wipeout." The tune is in the firm of Robin Hood Music, owned by John Marascalco in the United States. The tune will be handled overseas by the London-based, Pincus firm of Ambassador Music, headed there by Lee Pincus. Rights for additional overseas areas are also being negotiated by Pincus. The Dot dishing of the tune by the Surfaris, is currently No. 10 in Billboard's Hot 100.



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# **DISK JOCKEYS WARNED AGAINST “AT THE SHORE”**

**Smash S-1833**

**Johnny Caswell**

Disk Jockeys and program directors are hereby warned of the consequences of playing Johnny Caswell's new Smash release, "At The Shore."

Playing this hot new pressing will quickly jam a station's switchboard with listener inquiries. Smash Records, which released this new disk by Johnny Caswell, neglected to provide advance warning of the record's impact.

The label refuses to accept any responsibility for resulting crises on station switchboards.

Program directors especially are cautioned to alert all station staff members well in advance of airing Smash S-1833, "At The Shore."

TALENT

Bunny and Me

LOVE THAT BUNNY: And no one can blame Paul Hampton as pretty New York Playboy Club lass helps him deliver his Battle record, "I'm in Love With a Bunny," to jockeys.



TALENT TOPICS

NEW YORK

Skitch Henderson will appear in the dual role of conductor and pianist at Lewisohn Stadium on July 20, in the stadium's first "Irving Berlin Night." Program will honor the composer on his 75th birthday, and it is expected that Berlin himself will be in the audience.

When Bobby Rydell opens next week at the Steel Pier in Atlantic City it will mark his fourth appearance there in as many years. . . . Next fall, comic Jerry Lester will emcee a variety show on CTV, the commercial Canadian television network. The program will showcase Canadian talent.

When Randy Sparks was presented with his first son last month, he immediately went out and bought his wife Diane a token gift—a Rolls Royce. On the dashboard he affixed a plaque which read: "To Diane with love, Randy. And thanks to the New Christy Minstrels, Columbia Records, Greif & Garis and Andy Williams."

Erroll Garner has just completed recordings of his themes, composed for the Paramount film, "A New Kind of Love." This marks Garner's first assignment as a film composer.

MGM Pictures is going folk-nik with a motion picture entitled "Hootenanny," which will feature singers Johnny Cash, Judy Henske, Sheb Wooley and Bobo Lewis. Freddy Karger has been signed as musical director for the Sam Katzman production. BARRY KITTLESON

Gene Norman Sells Niteries

HOLLYWOOD — Gene Norman, who has sold his Sunset Strip night clubs, the Crescendo and Interlude, said this week he will accelerate his activities in the recording field, concentrating on his G.N.P. Crescendo Records. He will also serve as talent consultant to the new night club organization which bought him out.

Two corporations purchased the clubs. They are headed by Shelly Davis, Hollywood publicist, in association with Theodore Flier, Beverly Hills attorney, representing financial interests.

No major policy changes at the Crescendo are anticipated and acts booked through October by Norman will be played according to schedule.

College Act



TOTEM TRIO: Bob Pozar, Ron Brooks and Mike Lang form the Bob Pozar trio, new jazz group which made its big-time debut at Village Vanguard. Act was held over for extra two-week stay after winning week at the spot as prize in fifth annual Collegiate Jazz Festival competition at Notre Dame.

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Headliners at the Village Vanguard through this week are the new Miles Davis Quintet and Blossom Dearie. . . . Connie Francis opens at Freedomland (11) for a week. . . . Featured this week at the Freedomland Hootenanny will be Bud and Travis, the Phoenix Singers and Ian and Sylvia. . . . Odetta will concertize Friday at the New School. . . . Timi Yuro and comic George Kirby are the bill of fare which opens (11) at the Copacabana. . . . On July 9, Della Reese follows Eddie Fisher into the Americana Hotel. . . . Al Martino will be in Spring Lake, N. J., at the Royal Manor for 10 days, opening July 11. . . . Teri Thornton opens a week-long engagement, July 8, at the Royal Arms, Buffalo. . . . Sam Cooke will be at the Club Harlem in Atlantic City from July 11 through 17. . . . Jonah Jones and Bill Dowdy are appearing at the Embers this week. . . . Choo Choo Collins holding forth at the Living Room. . . . On July 8 Betty Johnson bows into the Persian Room. . . . Following her Newport Jazz Festival engagement, Nina Simone will head up the sets at the Village Gate, which will also feature Sonny Terry and Brownie McGhee. . . . Jackie Mason will play the Malibu in Long Beach on the weekend.

SOUTH

Peter, Paul and Mary will play the Casino in Virginia Beach this weekend. . . . Conway Twitty opens (8) at the Palm's Club, Lexington, Ky. . . . Featured at the Vapors Club, Hot Springs, Ark., this week will be Joni James.

MIDWEST

Ella Fitzgerald will be the featured guest at the Ravinia Festival, Chicago, this week. . . . Phyllis Diller opens July 9 at the Drury Lane, Chicago, for a month.

WEST

Barbra Streisand is currently making her Las Vegas club debut at the Riviera. . . . Cal Tjader will be playing at the Blackhawk, San Francisco, through July 21. . . . Eddie Fisher opens July 9 at the Desert Inn, Las Vegas, for a one-week engagement. . . . Addis and Crofut complete their two-week engagement at the Troubador in Los Angeles on July 14. . . . The Count Basie aggregation will play one-nighters this week at the Academy Ballroom, Denver (9), the Lamplighter Club, Dodge City, Kan. (10); the Vall-Air, Des Moines (13), and the Holiday, Chicago (14).

TV GUEST APPEARANCES BY RECORD TALENT

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

JULY 7-13  
(All Times Eastern Daylight Saving)

- MONDAY 8—JOSH WHITE  
The veteran folk singer provides musical entertainment on "Today" (NBC-TV, 7-9 a.m.).
- WEDNESDAY 10—ODETTA  
RCA Victor's renowned folk artist will appear on "Today."
- WEDNESDAY 10—DELLA REESE, ALLAN SHERMAN  
Johnny Carson will have songstress Della Reese and Allan Sherman on this "Tonight" show. Miss Reese's latest single is "More."
- THURSDAY 11—ROBERT GOULET  
Robert Goulet sings for Steve Allen on his Westinghouse tape-syndicated show. The Columbia artist currently has four albums on Billboard's LP chart.
- FRIDAY 12—NAT KING COLE, LES PAUL AND MARY FORD  
All three guest on "The Jack Paar Show" (NBC-TV, 10-11 p.m., rerun). Cole's "Those Lazy-Hazy-Crazy Days of Summer" is on Billboard's charts.
- SUNDAY 14—MARION MARLOW, BILL DANA  
Marion Marlow sings and Bill Dana does a turn as Jose Jimenez on "Ed Sullivan." Dana's latest single is "Jose and Cleopatra" on Kapp.

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.



LITTLE STEVIE WONDER (Tamla)

PERSONAL MANAGER: International Talent Management, Inc. (I.T.M.I.), Detroit. REAL NAME: Steve Hardaway. Age: 12. HOME TOWN: Detroit. EDUCATION: Now in fifth grade. HOBBIES: Stevie has a walkie-talkie, and wants to be a ham operator. BACKGROUND: Stevie began playing piano and harmonica at age five. Though blind

from birth, his handicap wasn't when it came to developing his talents. At his premiere performance at Detroit's Latin Quarter he sang, played harmonica, bongos, piano, organ and drums. Stevie first came to the attention of Tamla/Motown Records when he visited the home of Ronnie White, a member of the Miracles, to play with Ronnie's kid brother. When Ronnie heard Stevie sing and play the harmonica, he introduced him to Brian Holland, Tamla's a.&r. director. Stevie had some success with his first Tamla release, "I Call It Pretty Music," but his latest single "Fingertips"—Part II is a real smash. Stevie lives with his mother, three brothers and a sister.

LATEST SINGLE: After only four weeks on Billboard's Hot 100, "Fingertips"—Part II, is No. 11.

LATEST ALBUM: "That 12-Year-Old Genius, Recorded Live."

ESSEX (Roulette)



NAMES: Walter Vickers, Rodney Taylor, Billie Hill, Rudolph Johnson (not in picture) and Anita Humes. HOME TOWNS: Vickers, New Brunswick, N. J.; Taylor, Gary, Ind.; Hill, Princeton, N. J.; Johnson, New York; Anita Humes, Harrisburg, Pa. AGES: The boys, 21; Anita, 22. BACKGROUND: The Essex are four guys and a girl, all members of the United States Marine Corps. The group was started by Walter Vickers and Rodney Taylor, who met while stationed on Okinawa. When they returned to Camp Lejeune, N. C., they added Billie Hill and Rudy Johnson to their group. The foursome worked at perfecting their sound, but not until they heard Anita Humes singing at an NCO club and asked her to join them were they satisfied with their group. On a short leave from Camp Lejeune the Essex decided to make the rounds of the record companies. Their first and only stop was Roulette Records. The day they got to Roulette, they recorded their first two sides, including "Easier Said Than Done." The record was released and became an immediate hit. The Essex plan to serve out their respective enlisted terms and then to continue in show business.

LATEST SINGLE: "Easier Said Than Done" is No. 1 on Billboard's Hot 100.

LATEST ALBUM: Their first album, "Easier Said Than Done," has just been released.

'... UNQUOTE'

Harpist Gerald Goodman (explaining why he quit playing at Campbell's funeral parlor): "The money was great but I couldn't stand the no-applause."

Maurice Chevalier (on growing old): "In the last 15 years I have done everything in moderation and that includes drinking, loving and raving about blonds."

Attorney-General Robert Kennedy (overheard on the telephone with a stranger): "Yes, this IS the Attorney-General. Yes, yes, I tell you I AM the Attorney-General (hanging up). That guy thinks I'm Vaughn Meader and he's going to call back to make sure."

Jerry Vale (suggesting a title for his new album of Italian love songs): "How about 'Come to Me My Manicotti Baby?'"

Gertrude Berg (about a new musical she is writing herself): "People ask me if I can sing. My answer is plain and simple. If Rex Harrison can sing, I can sing."

Tory Character in a Herblock cartoon (about that British business): "Perhaps Mac might be glad to have some old, tired blood back in the government again."

Sophie Tucker (talking about the musical based on her life which lasted only six performances): "Man, I've taken encores longer than that."

Comic Mel Brooks (on what is funny): "Tragedy is if I cut my finger—comedy is if I fall in an open sewer and die."

Sports Fan (on the new Sinatra): "Frank hasn't had a fight in so long he must be managed by Cas D'Amato."

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# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK


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

## ALBUM REVIEW POLICY

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

**POP SPOTLIGHT**  
**TOVARICH**  
 Original Cast  
 Capitol TAO 1940

It took a long time to get "Tovarich" on record, but it was worth recording. It has a lot of bright and catchy songs—in today's show idiom—and attractive vocal performances from stars Vivien Leigh, Jean Pierre Aumont and the rest of the cast. Since "Tovarich" is still running, the set should sell nicely in New York and Eastern cities where the show played and among show album collectors.



**POP SPOTLIGHT**  
**THE THEMES FROM CLEOPATRA**  
 Rome Sound Stage Ork  
 RCA Victor LPM 2766 (M); LSP 2766 (S)

Stirring performances of the themes from the flick "Cleopatra" recorded by the Riz Ortolani ork in Rome. The sound is rich and lush, and the Dynagroove process adds oomph to the stereo version. Big-styled recording of the score should help this version give the sound-track waxing some real competition.



**SEMI-CLASSICAL SPOTLIGHT**  
**TALES OF OLD VIENNA**  
 Vienna Philharmonic Orchestra - Willi Boskovsky



**POP SPOTLIGHT**  
**SO MUCH IN LOVE**  
 The Tymes  
 Parkway P-7032 (M)

The first LP by the Tymes should do mightily well with the many fans the lads have gained as a result of the smash single "So Much in Love." That tune is included in this album as well as a flock of standards like "Alone," "Wonderful Wonderful," "Autumn Leaves" and "Goodnight My Love." Good songs and a strong vocal style make this a potent release.



**POP SPOTLIGHT**  
**SHAKE A HAND**  
 Jackie Wilson and Linda Hopkins  
 Brunswick BL 54113 (M); BL 754113 (S)

Jackie and Linda have a live-wire LP here that includes the recent chart item "Shake a Hand" and a flock of gospel-oriented-type tracks. The set has big sound production with huge string-filled ork and choir and the material is drawn from the spiritual catalog. Such items as "Whole World in His Hands," "Do Lord," "Joshua" and "Swing Low, Sweet Chariot" as typical.




**SEMI-CLASSICAL SPOTLIGHT**  
**TALES OF OLD VIENNA**  
 Vienna Philharmonic Orchestra (Boskovsky). London CM 9340 (M); CS 6340 (S)

The fifth record in the series featuring the Vienna Philharmonic in music by the Strauss family is another quality release. These have a built-in following of fans who have been buying disks of the annual New Year's concerts. Again, some lesser-known works are intermixed with such favorites as "Roses of the South," "Du und Du" and "Tales of the Vienna Woods." Played with true Viennese elan.



**POP SPOTLIGHT**  
**BEACH PARTY**  
 Chubby Checker  
 Parkway P-7030 (M)

Chubby Checker joins the surfing scene to good results here, results that are sure to please his fans and help this album sell quickly. Chubby brings a lot of excitement to such songs as "Surf Party" (his new single), "We're Goin' Surfin'," and "Let's Surf Again." Also here are "Birdland," "Twist It Up" and "Limbo Side by Side."

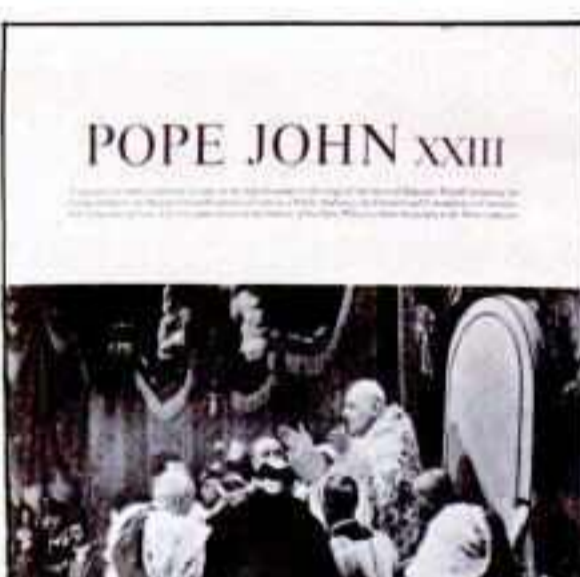


**POP SPOTLIGHT**  
**SOUL SURFIN'**  
 Kai Winding  
 Verve V/V6 8551

Here's a wild instrumental album that's bound to score. The set includes Winding's current singles cover "More" and some other great tracks of recent surf hits. In the first category, "Hero," "Soul Surfin'" and "Tube Well" are leading tracks, while on the hit side "Pipeline" goes both ways and "Sukiyaki" and "Comin' Home Baby" get strong calls. Strong "Telstar"-like organ effects are mixed with driving trombone and guitar blues work by Kenny Burrell.



**SPOKEN WORD CLASSICAL**  
**POPE JOHN XXIII**



**POP SPOTLIGHT**  
**BLUE ON BLUE**  
 Bobby Vinton. Epic LN 24068 (M); BN 26068 (S)

Blue is the word for Bobby Vinton, but sock sales are in store for this new album by the chanter. It contains his hit "Blue on Blue," plus such blue songs as "Blueberry Hill," "Blue, Blue Day," "My Blue Heaven," "Little Miss Blue" and "Am I Blue." Strong wax here.



**JAZZ SPOTLIGHT**  
**THE CHARLES MINGUS QUINTET PLUS MAX ROACH**  
 Fantasy 6009 (M); 86009 (S)

Here's an album that collectors will be glad to acquire the second time around. It's actually a reissue from Mingus' now defunct Debut label and features some of the finest Roach-Mingus interplay in bass and drums on disk. The record was cut on location in the new non-jazz Cafe Bohemia in Greenwich Village, New York City, and also showcases some other stickout talents playing at the time with Mingus' small group: Mal Waldron, piano; George Barrow, tenor sax, and Eddie Bert, trombone.




**SPECIAL MERIT PICK**  
**SPECIAL MERIT PICKS**

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

**POP SPOTLIGHT**  
**ENCORE WOODY HERMAN 1963**  
 Philips PHM 200-092 (M); PHS 600-092 (S)

The exciting Woody Herman crew was recently caught live at a weekend stand at Hollywood's Basin Street West. The results of that live performance are here on this record, and it adds up to one of the best albums this new Herman Herd has yet recorded. The band swings on such tunes as "That's Where It Is," "Watermelon Man," "Body and Soul" and "Days of Wine and Roses," sparked by pianist-arranger Nat Pierce. Bands devotees should dig this. B.T./ "That's Where It Is," SESAC, 3:58



**JAZZ SPOTLIGHT**  
**DIZZY GILLESPIE**  
 SOMETHING OLD, SOMETHING NEW  
 Philips PHM 200-091 (M); PHS 600-091 (S)

What more can a follower ask for? Gillespie plays the old ones—"Bee-Op" and "I Can't Get Started" (sheer jazz history) and the new ones—"The Day After" and "November Afternoon." The old sounds new since nothing is old jazz with Dizzy. The new further echoes the old. James Moody (tenor sax), Kenneth Barron (piano), Chris White (bass) and Rudy Collins (drums) are groovy.




**CLASSICAL SPECIAL MERIT**  
**BORODIN: QUARTET NO. 2; SHOSTAKOVICH: QUARTET NO. 8**  
 The Borodin Quartet  
 London CM 9338 (M); CS 6338 (S)

Coupled here are two of the finest and most popular string quartets in the Russian repertoire, played by a superb group of Russian musicians. Though they have recorded the Shostakovich previously (Mercury), this is their first available recording of their signet composer. It will have special appeal to aficionados of chamber music.

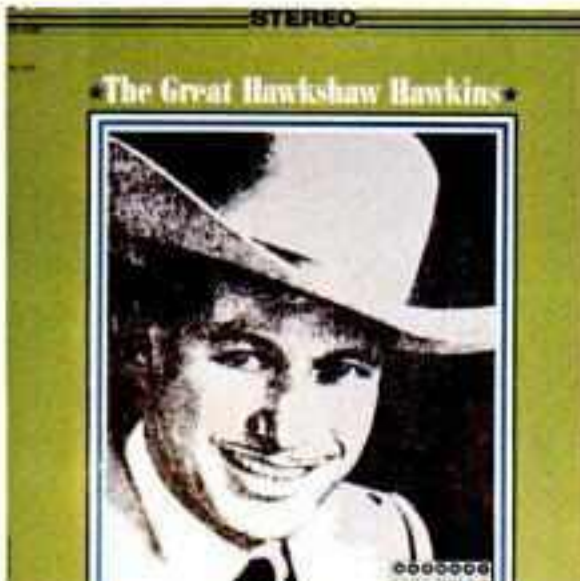
**POP SPOTLIGHT**  
**THE GREAT ESCAPE**  
 Sound Track. United Artists  
 UAL 4107 (M); UAS 5107 (S)

"The Great Escape" has a chance of being one of the top films of the year, and it happens to have an exciting score by Elmer Bernstein. The main theme, on the order of "Bridge on the River Kwai," has already started to get action, which should help the picture and this album no end. Strong LP in all areas where the movie is playing.



**C.&W. LOW PRICE SPOTLIGHT**  
**THE GREAT HAWKSHAW HAWKINS**  
 Columbia HL 7301 (M); HS 11044 (S)

Here is a fine collection of songs that the late Hawkshaw Hawkins made for Columbia before he returned to King Records in 1963. Included are "Twenty Hiles From Shore," "Put a Nickel in the Juke Box," "Patania," and "Soldier's Joy." Now released on the Harmony low price label, set should get a lot of country sales.



**CLASSICAL SPECIAL MERIT**  
**BORODIN: QUARTET NO. 2; SHOSTAKOVICH: QUARTET NO. 8**  
 The Borodin Quartet  
 London CM 9338 (M); CS 6338 (S)

Coupled here are two of the finest and most popular string quartets in the Russian repertoire, played by a superb group of Russian musicians. Though they have recorded the Shostakovich previously (Mercury), this is their first available recording of their signet composer. It will have special appeal to aficionados of chamber music.

# THE HEAT'S ON!

STEREO  
"360 SOUND"



## RING OF FIRE THE BEST OF JOHNNY CASH

THE REBEL—JOHNNY YUMA  
BONANZA!

THE BIG BATTLE  
REMEMBER THE ALAMO  
TENNESSEE FLAT-TOP BOX

RING OF FIRE  
I'D STILL BE THERE

WHAT DO I CARE  
I STILL MISS SOMEONE  
FORTY SHADES OF GREEN

WERE YOU THERE  
(When They Crucified My Lord)

(There'll Be) PEACE IN THE VALLEY  
(For Me) — With the Carter Family

# A COLUMBIA RECORDS BEST SELLER

# ALBUM REVIEWS (continued)



## 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

**MAURICE CHEVALIER**

Time C 2072 (S)

This album, recently recorded in Paris, shows off today's Maurice Chevalier, who still retains all of his classic charm and personality. On this album he not only sings few of his old favorites, but also some new ones like "A Song and I," "Sad Songs" and "Straw Hat Twist," all with the indomitable spirit of old. Good specialty wax.



### POP SPECIAL MERIT

**THE BOYS FROM SYRACUSE**

New York Cast. Capitol TAO 1933

This off-Broadway revival of the old (1938) Rodgers and Hart show received wonderful reviews and is playing to good audiences. The delightful R&H songs like "This Can't Be Love," "Falling in Love With Love" and "Sing for Your Supper" are all here, sung well by Ellen Hanley and fine cast. Should do well in New York and with R&H fans everywhere.



### POP SPECIAL MERIT

**FILM MUSIC FROM FRANCE**

Various Artists. Sound Tracks. Philips PHM 200-071 (M); PHS 600-071 (S)

Here's an album for foreign movie buffs. It's composed of sound-track themes from 12 movies. Some are vocals and some are instrumental. Among the movie themes included are music from "The Trial," "Monsieur Lafayette," "Liberte 1," "The Seven Capital Sins" and "Sweet Ecstasy."



### POP SPECIAL MERIT

**BEAT THAT DRUM**

Sandy Nelson. Imperial LP 9231

There is a good deal of Nelson product available, but this album is bound to pick up good action because of its variety. The lad and his group swing out on some stompin' rock items, a limbo or two ("Here We Go") and some jazz-like tracks ("Shuckin'").



### JAZZ SPECIAL MERIT

**THE OUTER VIEW**

George Russell  
Riverside RM 440 (M); RS 9440 (S)

"You Are My Sunshine"—a 12-minute documentary on the old tune—is perhaps the most memorable recorded in jazz. Sheila Jordan's remarkable vocal interpretation proves that few can top this gal in the jazz field. The George Russell Sextet is top drawer on the other cuts as well.



### JAZZ SPECIAL MERIT

**BILL ENGLISH**

Vanguard VRS 9127

There's no artifice here, just genuinely excellent jazz played without whimsical performance. "Fly Me to the Moon," "7th Avenue Bill," and "Makin' Whoopie" are just a few sides Bill English and his four helpers serve up in solid fashion.



### JAZZ SPECIAL MERIT

**FERNANDA MARIA**

Monitor MFS 396 (S)

The fine young fado singer, Fernanda Maria, has won a firm place in the hierarchy of those interpreting this traditional Portuguese music. Her previous releases here have gained her a strong following among the sizable number of U. S. fado fans. Her latest shows perhaps her finest work to date and will chalk up sales.



### INTERNATIONAL SPECIAL MERIT

**SING ALONG IN A GERMAN BEER GARDEN**

Various Artists  
Fontana MGF 27516 (M); SRF 67516 (S)

Lusty, good-humored renditions of 24 of the best-known German drinking songs, cut on location and using the voices of a strong-lunged crowd. Everyone seems to be having a ball and the record buyer can join in, for the lyrics are included on the album jacket in both the original German and in English translations.



### JAZZ SPECIAL MERIT

**JAZZ FESTIVAL, VOL. 2**

Various Artists. Imperial LP 9238

Here's an album that should be fun for many collectors. It's a sampler with tracks by five different top-flight artists; there are 10 tracks in all. The first three are classic Art Pepper performances. On Side 2 there are two each by jazz greats King Pleasure, Lester Young and Billie Holiday.



### JAZZ SPECIAL MERIT

**PIANO PASHA**

Erdogan Capli. Time S 2074 (S)

Erdogan Capli is a most exciting Turkish pianist who gets a chance to show off his jazz-pop-Middle Eastern stylings on this impressive disk. Intricate and inventive rhythmic patterns and harmonic changes applied to flock of American standards make this a most unusual album. Capli's 14-year-old son Kermin comes through with virtuoso drum work in support of his dad. Worth exposing.



### CLASSICAL SPECIAL MERIT

**THE PIANO MUSIC OF HENRY COWELL**

Folkways FM 3349

Collectors and students of contemporary music will find this collection fascinating and musically rewarding. The pieces, composed between 1911 and 1929 are a testament to the progressiveness of this pioneer in contemporary music, and as performed and discussed by him, make for a definitive package of musical history. Fine notes and nicely packaged.



### FOLK SPECIAL MERIT

**SONGS OF THE AUVERGNE, VOL. 2**

Netania Davrath  
Vanguard VRS 9120 (M); YSD 2132 (S)

For the first time, the complete songs of the Auvergne, in the settings by Joseph Canteloube, are available on disk. This release, covering the fifth book of the songs, is a fitting companion to the popular LP by the same artists covering the earlier songs. Netania Davrath is again an ideal interpreter of these adaptations of the lovely French folk songs.



### RELIGIOUS SPECIAL MERIT

**MODZITZER FAVORITES**

Ben Zion Shenker  
Neginah NRS 1203 (S)

The music created by three generations of rabbis who were identified with the town of Modzitz, Poland, is brought to life here. It is the output of a sect of Jews who believed in the use of song to express prayer and religious joy. As rendered here, the music is both melodic and moving, and the performances are sincere and musically excellent.



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## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

MONO

**I'LL CRY IF I WANT TO**

Lesley Gore, Mercury MG 20805

**LITTLE STEVIE WONDER THE 12-YEAR-OLD GENIUS**

Tamla 240

**CALL ON ME**

Bobby Bland, Duke DLP 77

**SHUT DOWN**

Various Artists, Capitol T 1918

**STARDUST**

Boston Pops/Arthur Fiedler, RCA Victor LM 2670

STEREO

**NO NATIONAL BREAKOUTS IN STEREO THIS WEEK**

### ★ NEW ACTION LP's

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

MONO

**THE PATSY CLINE STORY . . .**

Decca DXB 176

**MIDNIGHT BLUE . . .**

Kenny Burrell, Blue Note 4123

**KING OF THE SURF GUITAR . . .**

Dick Dale & the Del-Tones, Capitol T 1930

**POT LUCK . . .**

Ramsey Lewis Trio, Argo LP 715

**TRINI LOPEZ AT PJ'S . . .**

Reprise R 6093

**RICK NELSON MILLION SELLERS . . .**

Imperial LP 9232

**GOLDEN GOODIES, VOL. VI . . .**

Various Artists, Roulette R 25211

**BURL . . .**

Burl Ives, Decca DL 4361

**DAVE BRUBECK QUARTET AT CARNEGIE HALL . . .**

Columbia C2L 26

**THIS TIME BY BASIE: HITS OF THE 50's AND 60's . . .**

Count Basie, Reprise R 6070

**PEGGY LEE MINK JAZZ . . .**

Capitol T 1850

**EARL GRANT YES SIRREE! . . .**

Decca DL 4405

**SONGS FOR A SUMMER NIGHT . . .**

Various Artists, Columbia PM 2

**COME DANCE WITH ME . . .**

Sammy Kaye & His Ork, Decca DL 4357

**BYE BYE BIRDIE . . .**

Bobby Rydell, Cameo C 1043

STEREO

**LIVING IT UP . . .**

Bert Kaempfert & His Ork, Decca DL 74374

**THIS TIME BY BASIE: HITS OF THE 50's AND 60's . . .**

Count Basie, Reprise R9-6070

**THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER . . .**

Nat King Cole, Capitol ST 1932

**DAVE BRUBECK QUARTET AT CARNEGIE HALL . . .**

Columbia C2S 826

**SHUT DOWN . . .**

Various Artists, Capitol DT 1918



### 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-stop and rack jobbers handling that category.

#### POPULAR

**PAT BOONE SINGS GUESS WHO?**  
Dot DLP 3501 (M); DLP 25501 (S)

**POPULAR MARCHES**  
Various Artists. Time S 2079 (S)

**ORIGINAL GOODIES**  
Various Artists. Time S 2082 (S)

**GOLDEN MOVIE GREATS**  
Various Artists. Liberty LRP 3306 (M); LST 7306 (S)

**NANA MOUSKOURI SINGS GREEK SONGS**  
Fontana MGF 27509 (M); SRF 67509 (S)

**IVORY JOE HUNTER'S GOLDEN HITS**  
Smash MGS 27037 (M); SRS 67037 (S)

**COME BY SUNDAY**  
Danny Apolinar Trio, Stere Oddities C 1904

**THE ERA OF CLEOPATRA**  
Richard Hayman & His Ork. Time S 2080 (S)

**BOSSA NOVA & SOUL**  
Marian McPartland. Time S 2073 (S)

#### CLASSICAL

**JOHANN STRAUSS WALTZES**  
Vienna Symphony Orchestra (Sawallisch). Philips PHM 500-018 (M); PHS 900-018 (S)

**THE DULCET PIPES**  
Taylor Recorder Consort. Vanguard BGS 5057

**CHOPIN POLONAISES**  
Gyorgy Cziffra. Philips PHM 500-009 (M); PHS 900-009 (S)

**MICHAEL HAYDN: DIVERTIMENTO IN G MAJOR; MOZART: DIVERTIMENTO IN B FLAT MAJOR K. 287**  
Members of the Vienna Octet. London CM 9352 (M); CS 6352 (S)

**BRAHMS: SONATA IN F MINOR OP. 5**  
Clifford Curzon. London CM 9341 (M); CS 6341 (S)

#### COUNTRY

**BLUEGRASS OLDIES BUT GOODIES**  
Various Artists. Smash MGS 27028 (M); SRS 67028 (S)

#### FOLK

**SING OUT! HOOTENANNY**  
Pete Seeger & the Hooteneers. Folkways FN 2513

#### INTERNATIONAL

**SONGS OF YEMEN AND ISRAEL**  
Itamar. Vanguard VRS 9125

**MUSICAL SOUVENIRS OF ARGENTINA**  
Various Artists. Fontana MGF 27511 (M); SRF 67511 (S)

**BEST-LOVED FRENCH FOLK SONGS**  
Andre Claveau, Mathe Aftery & Various Artists. Monitor MF 397



### THREE-STAR ALBUMS

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

#### POPULAR

**COUNTRY AND WESTERN**  
Hugo Montenegro. Time S 2071 (S)  
**GRANNY AND JIM SING**  
Philips PHM 200-095 (M); PHS 600-095 (S)

#### COUNTRY & WESTERN

**COUNTRY & WESTERN GUITARS**  
Cliff Parman & His Boys. Time S 2076 (S)

#### JAZZ

**JAZZ CONFERENCE ABROAD**  
Curtis Fuller & the Jazz Ambassadors. Smash MGS 27034 (M); SRS 67034 (S)  
**SUBTLE SOUND**  
Joe Burton. Joday JD 1000  
**NEW ORLEANS JAZZ AT THE KITTY HALLS**  
Various Artists. Arhoolie F 1013

#### FOLK

**THE WATSON FAMILY**  
Folkways FA 2366

#### RELIGIOUS

**TWO SERMONS BY STEPHEN F. OLFORD**  
Word WLP 3249

#### SPOKEN WORD

**UNDERSTANDING OF SEX**  
Folkways FX 6281

#### GOSPEL

**AN EVENING WITH REV. LOUIS OVERSTREET**  
Arhoolie F 1014

#### POLKA

**POLKAS BY HANK HALLER AND HIS LUSTIGEN SCHWABEN**  
Delta International 1001

#### INTERNATIONAL

**MISS LUBA**  
Les Troubadours du roi Baudouin. Philips PCC 606 (S)

#### EDUCATION SPEECH

**LEARNING TO TALK**  
Margaret Greene. Folkways FX 6271

#### CLASSICAL

**LORTZING: ZAR UND ZIMMERMANN DER WAFFENSCHMIED HIGHLIGHTS**  
Vienna Volksoper Orchestra; Vienna State Opera Chorus (Ronnefeld). London 5768 (M); OS 25768 (S)

### OTHER ALBUMS REVIEWED

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

#### CLASSICAL

**ROBERT HARVEY PLAYS FOR YOU**  
Pharoh PH 1002

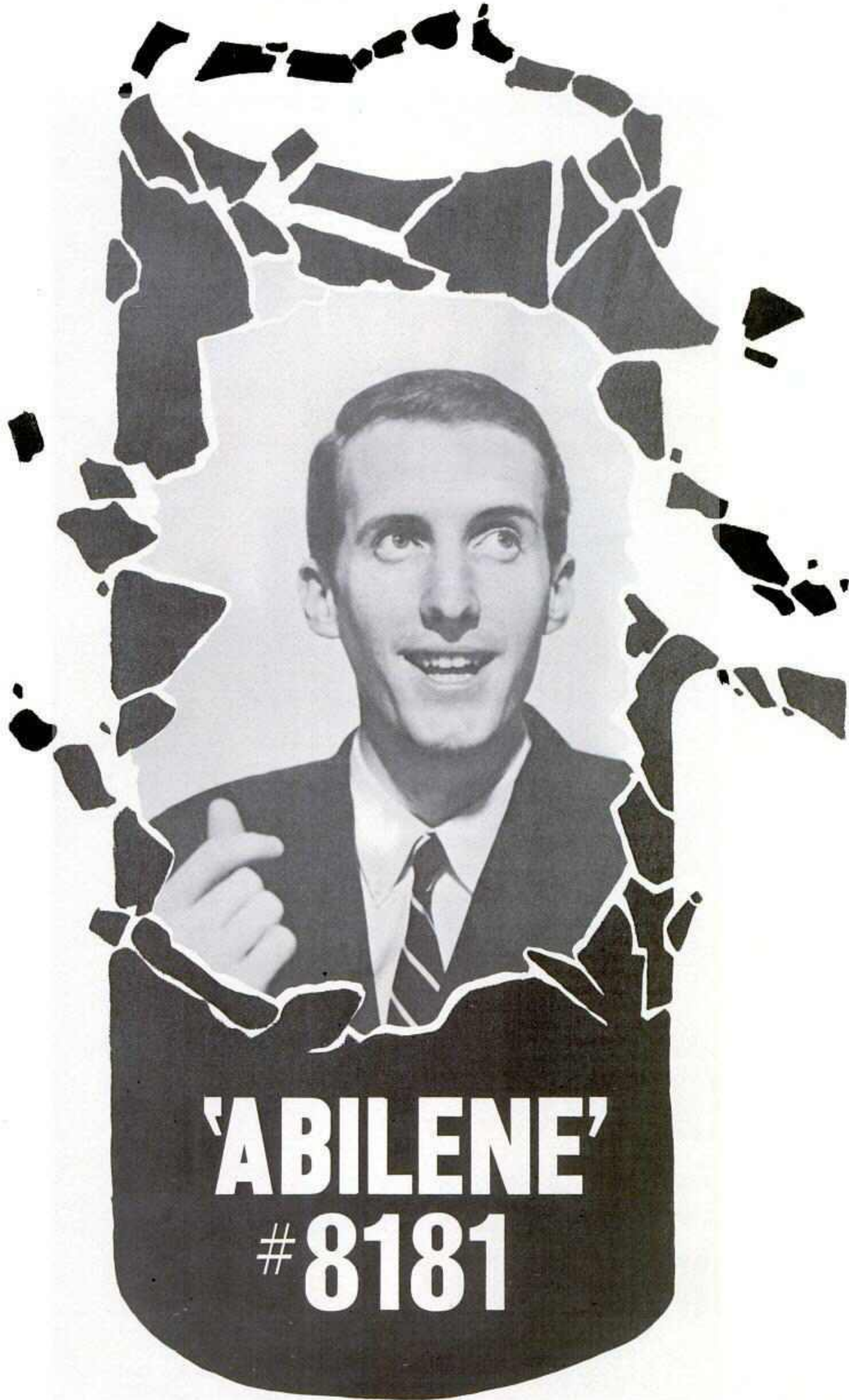
#### INTERNATIONAL

**ELLIE MAO: AN ANTHOLOGY OF CHINESE FOLK SONGS**  
Folkways FW 8877

## 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.


# JULY IS THE MONTH TO CELEBRATE THE IV (GEORGE HAMILTON IV, OF COURSE!)



**IT'S EXPLODING EVERYWHERE! ORDER TODAY!**



## RCA VICTOR

**RCA** The most trusted name in sound 

NEW YORK CAST  
 RICHARD YORK presents  
**THE BOYS FROM SYRACUSE**  
 A MUSICAL COMEDY

Music by **RICHARD RODGERS**  
 Lyrics by **LORENZ HART**

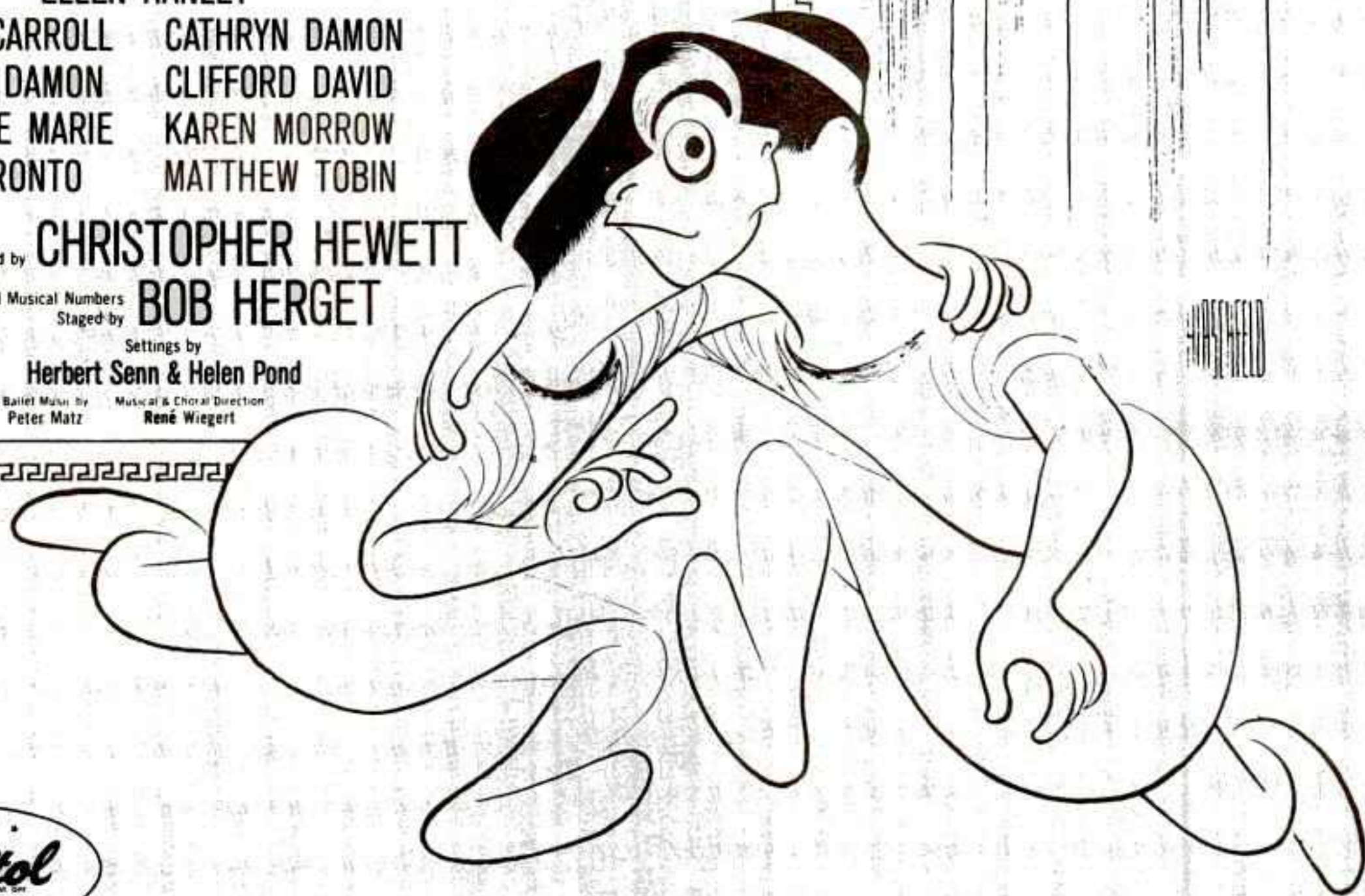
Book by  
**GEORGE ABBOTT**

with  
**ELLEN HANLEY**

DANNY CARROLL CATHRYN DAMON  
 STUART DAMON CLIFFORD DAVID  
 JULIENNE MARIE KAREN MORROW  
 RUDY TRONTO MATTHEW TOBIN

Production Staged by **CHRISTOPHER HEWETT**  
 Choreography and Musical Numbers Staged by **BOB HERGET**

Costumes by **Guy Kent**  
 Settings by **Herbert Senn & Helen Pond**  
 Orchestration by **Larry Wilcox**  
 Ballet Music by **Peter Matz**  
 Musical & Choral Direction by **René Wiegert**



**IT'S A WINNER:**

**THE BOYS FROM SYRACUSE**  
**AND IT'S ON CAPITOL!**

This is the smash hit of the off Broadway season! The Boys From Syracuse has won the DRAMA DESK VERNON RICE AWARD for the outstanding achievement off Broadway, the DANIEL BLUM THEATRE WORLD AWARD for the outstanding new personalities Stuart Damon and Julienne Marie, the OBIE AWARD for the best musical production, and these great reviews.

**SEE YOUR CRDC REP FOR SPECIAL TERMS TO KICK-OFF SALES ON THIS GREAT ALBUM!**

"Oh joy, oh rapture—oh Rodgers and Hart!...the show bursts with song and moves with melody."  
 — JUDITH CRIST, NEW YORK HERALD TRIBUNE

"The magical songs of Rodgers and Hart ring out in all their glory... You won't find a more agreeable and diverting evening anywhere off Broadway and too rarely on Broadway, for that matter, this season."  
 — JACK THOMPSON, NEW YORK MIRROR

"Rodgers and Hart were at their peak when they wrote the beguiling score, and this amazingly talented company plunges into each number as if it had been written yesterday — for them — by the legendary team."  
 — PAUL GARDNER, NEW YORK TIMES

"... one of the rowdiest and liveliest shows around... memorable songs... a score that is without a blemish!"  
 — FRANCES HERRIDGE, NEW YORK POST

# BY POPULAR DEMAND: TOVARICH AND IT'S ON CAPITOL!

At the Majestic Theatre in New York, Vivien Leigh, this year's Tony Award winner, and Jean Pierre Aumont star in *Tovarich*. And all across the country, people who know these two great stars from the motion picture screen now want to hear them in this bright new musical... on Capitol's original cast recording.

"Vivien Leigh is incredibly beautiful, incredibly graceful and incredibly charming, and she would distinguish any musical in which she appears. But '*Tovarich*' is a distinguished musical in its own right."  
— JOHN CHAPMAN, DAILY NEWS

"Vivien Leigh is one of the Crown Jewels. She and Pierre Aumont cast a personal glow over a handsome, friendly and affectionate show."  
— WALTER KERR, HERALD TRIBUNE

"'*Tovarich*' is a fun show which should delight the legion of Vivien Leigh and Jean Pierre Aumont fans. Miss Leigh is completely captivating and Jean Pierre Aumont admirers should be thrilled to know that their idol is as charming as ever. First nighters rocked the Broadway's rafters with spontaneous applause!"  
— ROBERT COLEMAN, DAILY MIRROR

"If you remember Vivien Leigh as Scarlett O'Hara or Juliet or Cleopatra, you know that she's a beautiful woman and a gifted actress. Now she makes the transition into musical comedy with the greatest of ease!"  
— HOWARD TAUBMAN, N.Y. TIMES

The entire score of "*Tovarich*" is published by Piedmont Music Company, Inc., a member firm of Edward B. Marks Music Corporation, 136 West 52nd Street, New York 19, New York.

SEE YOUR CRDC REP FOR SPECIAL TERMS TO KICK-OFF SALES ON THIS GREAT ORIGINAL CAST ALBUM!

ORIGINAL BROADWAY CAST



ABEL FARBMAN & SYLVIA HARRIS  
IN ASSOCIATION WITH JOSEPH HARRIS  
PRESENT

**VIVIEN LEIGH**  
**JEAN PIERRE AUMONT**  
IN A NEW MUSICAL COMEDY  
**TOVARICH**

|            |              |               |
|------------|--------------|---------------|
| BOOK BY    | MUSIC BY     | LYRICS BY     |
| DAVID SHAW | LEE POCKRISS | ANNE CROSWELL |

BASED ON THE COMEDY BY JACQUES DEVAL ENGLISH ADAPTATION BY ROBERT E. SHERWOOD

WITH

|                   |                  |                  |                 |
|-------------------|------------------|------------------|-----------------|
| ALEXANDER SCOURBY | LOUISE TROY      | GEORGE S. IRVING | LOUISE KIRTLAND |
| BYRON MITCHELL    | Michael Kermoyan | Gene Varrone     | MARGERY GRAY    |
| Paul Michael      | Earl Montgomery  |                  |                 |

DANCES AND MUSICAL NUMBERS STAGED BY **HERBERT ROSS**

PRODUCTION DESIGNED BY **ROLF GÉRARD**

COSTUMES DESIGNED BY **MOTLEY**

VOCAL ARRANGEMENTS AND MUSICAL DIRECTION BY **STANLEY LEBOWSKY**

LIGHTING BY **JOHN HARVEY** ORCHESTRATIONS BY **PHILIP J. LANG**

PRODUCTION MANAGER, **JEAN BARRERE**

**MONTY SHAFF**, ASSOCIATE PRODUCER

DIRECTED BY **PETER GLENVILLE**



# Going It Alone, Decca Shoots For Fresh Classical Product

By JACK MAHER

NEW YORK — Dealers and buyers of classical records can expect continued growth and diversity in product from Decca's Classical Gold Label Division. The label, which until last December had its standard and warhorse repertoire supplied by Deutsche Grammophon, has been going it alone again and is out to develop classical product that is fresh and novel. This is a policy, incidentally, that the label's a.&r. head, Is Horowitz, has been following for some years.

Horowitz does not discount the importance DGG material played in helping Decca's classical catalog. But the label has determined that its strength really lies in the recordings of neglected works, outstanding performances of well-known works, or unusual combinations of both. In each case a prerequisite is something novel about the recording that will appeal to the classical connoisseur.

## Take Segovia

Typical of this policy is the label's biggest selling artist, Andres Segovia. He was signed, recorded and promoted by the U. S. production side of the label even when DGG was under the same roof. Segovia's impact was such that he alone sparked world-wide revival in classical guitar. It is interesting to note that all Segovia recordings are active in the catalog. None has been discontinued.

When Decca decided on its policy of recording the unusual, it allied itself with musical institutions with the potential to supply unique material. One of these organizations was the New York Pro Musica, which, when it was signed six years ago, was in the middle of a project to resurrect medieval musical works for chamber orchestra and chorus.

Under the aegis of Noah Greenberg, Pro Musica has recorded a wide variety of past musical ages on Decca. The hit Decca recording of the "Play of Daniel," was the first LP released by Decca with the group.

## Novel Group

In the future Decca will record a most unusual wind instrument group, which Greenberg calls a "wind band." It has also signed the Abbey Singers, five voices a capella, which is an outgrowth of the Pro Musica organization. Pro Musica recently received a \$465,000 grant from the Ford Foundation to aid in its development over the next 10 years.

Another orchestra with which Decca is aligned for similar growth potential is the Orchestra San Pietra. The orchestra had a U. S. concert season last year that took it on 89 dates. It will play even more dates next season.

Other artists who have had, or plan to have material released through Decca are Erica Morini, Rudolf Firkusny, Ruggero Ricci and pianist Rosalyn Tureck and the late Benno Moisewitsch. The label is also working with the Musica Aeter-

na, under the direction of Fredric Waldman.

The Don Cossack Chorus is under contract to Decca, as is pianist Guiomar Novaes. Ruth Slenczynska, pianist, and Marcel Grandjaury, harpist, are two

more artists which label has promoted. A perennial light music favorite with Decca Gold Label buyers is the Original Piano Quartet which racks up substantial sales with many types of repertoire.

## Spotlight on William Steinberg

PITTSBURGH—Conductor William Steinberg and the Pittsburgh Symphony Orchestra are the subject of a 24-page spread that forms the major portion of the latest issue of Pittsburgh Quote, a promotional publication of Herbick & Held Printing Company.

Before heading up the Pittsburgh Orchestra in 1962, Steinberg served as co-founder of the Palestine Symphony Orchestra. Arturo Toscanini, who was that orchestra's first guest conductor, was so impressed with Steinberg's facility that he hired him to become associate conductor of the NBC Orchestra in New York. After several seasons he became musical director of the Buffalo Philharmonic, prior to taking over at the Pittsburgh in 1952.

Steinberg is noted for his powers of concentration and memory, as well as for a certain European reserve, which does not preclude a great sense of humor and a gift for anecdote. He recalls one of his first experiences recording for Command records in Soldiers and Sailors Memorial Hall.

"At first I opposed this location, because I can't hear the orchestra there, the ceiling is so high. I suppose it must be so high to make room for the Lincoln inscription. But the engineers said, 'The microphones hear very well, and we will use a lot of them.' Who am I to argue with the engineers? So we recorded in Memorial Hall. I am the only conductor in history who memorized the Gettysburg Address while rehearsing Brahms' Second Symphony."

## BEST SELLING CLASSICAL ALBUMS

(Billboard SPECIAL SURVEY for week ending July 6)

As reported by dealers carrying large classical stock.

### ONE-UNIT LP'S

1. MAHLER: Symphony No. 1 in D, Boston Symphony Orchestra — Leinsdorf — RCA Victor LM-LS 2642.
2. THE SOUND OF HOROWITZ—Columbia ML 5811, MS 6411.
3. VLADIMIR HOROWITZ—Columbia KL 5771.
4. SCHUMANN: CARNAVAL & FANTASIESTUCKE — Artur Schnabel, pianist — RCA Victor LM 2669, LSC 2669.

Before he left for a tour as guest conductor at various European summer festivals, Steinberg and the Pittsburgh cut more sides for the Command label, soon to be released, the Tchaikovsky Symphony No. 4,

Charlie Fox, a young (22) serious composer, whose "Burlesque for Harp and Orchestra" will soon be played by the New York Philharmonic and American Symphony Orchestra, has—as many of his predecessors—had to moonlight until now in the pop field to earn his living. Actually, Fox started out as a student of jazz, studying for three years with Lennie Tristano, before he went the longhair route to France to study with Nadia Boulanger. So his impressive portfolio reads something like: two String Quartets, Ancient Dance for Solo Harp, Movement for Chamber Orchestra and other works—before it jumps into arrangements for Dizzy Gillespie and Skitch Henderson, and, in addition, a Latin dance album on Gema, entitled "Just for Fun," featuring composer Fox and his charanga.

\* \* \*

Two Philips albums, by violinist Arthur Grumiaux ("J. S. Bach, Sonatas and Partitas for Violin Solo") and Baritone Gerard Souzsy ("Schubert Recital") were recently selected to receive awards for excellence from the Italian Association of Record Critics. The latter album was also singled out in England's Gramophone magazine as one of the best recordings of 1962.

\* \* \*

The Minneapolis Symphony Orchestra will make a major departure in its Sunday afternoon concert programming next season. The series, which always stressed "lighter" fare will additionally stress a policy of guest stars. On the list to appear are Peter Nero, Andre Previn, Ferrante and Teicher, and the George Shearing Quintet. They will all perform in their familiar roles, save one: George Shearing will turn on a new facet when he performs with the orchestra in Mozart's Piano Concerto No. 20, in D Minor.

\* \* \*

Dramatic soprano, Nancy Tatum, from Memphis, Tennessee, has, in her debut season with the Saarbrücken Opera Company in Germany, received such critical acclaim in the roles of Aida and Senta that she has been receiving bids to appear in many of Germany's most important opera houses. Nearly all the critics have compared her with Leonie Rysanek, who was a beginner herself in that region in the early 1950's.

\* \* \*

The directors of the American International Music Fund have announced the establishment of an annual Koussevitzky International recording award, honoring contemporary composers for excellence of symphonic work on records.

BARRY KITTLESON

## A MUSICIAN'S MUSICIAN

By BARRY KITTLESON

NEW YORK—Few artists get such consistent praise and adulation from audiences, critics and fellow musicians as American bass-baritone William Warfield. Warfield's vocal artistry and musical insight are the staples which have made critics scramble for superlatives to try to do him justice.

On four separate occasions the U. S. State Department has arranged concert tours for him. These have taken him to Central Africa, Southern and Southeast Asia, Europe, Australia and New Zealand, and have earned him the title of cultural emissary. More appropriate was an article in the Musical Courier which succinctly observed that "Warfield's voice is his visa."

Warfield has established this kind of pattern in his career: nearly every role he sings becomes his exclusive property. Ever since the now famous 1952 State Department tour of "Porgy and Bess," which starred Warfield and Leontyne Price, he has been identified with the role. And soon thereafter, when MGM made the film "Show Boat," he was unchallenged as the ultimate interpreter of "Old Man River." Even as a straight actor, Warfield's performance as De Lawd in the television production of "Green Pastures," is considered a classic.

Warfield's reputation among conductors speaks for itself. This December, when he appears as soloist in Handel's "Messiah" with Eugene Ormandy and the Philadelphia Orchestra, it will mark his 30th appearance with that group. Of two recordings of "Messiah" on Columbia, Warfield is soloist on both—Bernstein and Ormandy conducting.

Last season, Pablo Casals asked Warfield to sing the major solo role in his peace oratorio

"El Pesebre," which was performed first in Puerto Rico and later in New York. Since then Warfield has been called upon to repeat this performance several times. Last month it was done at the Ravinia Festival in Chicago, and on September 5 will be repeated in Berlin, after which a gala performance of the work will be given at the United Nations on Human Rights Day (October 24).

On records, Warfield has been somewhat neglected, through circumstance, until recently. Some years ago, he had been represented by a number of albums as varied as spirituals, sacred songs of Mendelssohn, sea chanties, and a specialty of his, pre-Baroque music—all of which were on 10-inch LP's. When Columbia discontinued pressing 10-inch disks, they were dropped from the catalog. His current catalog items, with one exception on Capitol, feature him only as a guest soloist. Now, in the next few months, Warfield will be represented by three important releases.

Just released, is a first performance of Schumann's vocal quartet "Spanische Liebeslieder" on Columbia, which features duo pianist Gold and Fiddale along with soloists Lois Marshall, Regina Sarfaty and Leopold Simoneau. Also forthcoming on Columbia is a recording of 10 American folk songs, by Aaron Copland (who will conduct the Columbia Symphony Orchestra). Five of these songs had been recorded previously by Warfield, but are no longer available.

This fall, RCA Victor will release a new high-light recording of Gershwin's "Porgy and Bess" with Warfield and Leontyne Price, re-creating their historic performances in this popular American opera.

## Chatter



WILLIAM WARFIELD





The M<sup>c</sup>Guire's' first single on Reprise is a notable pairing of two unusual songs.

**\*CORDIALLY INVITED**

b/w **\*SUMMERTIME** (is the time for love)

It presents the girls in rare mood and style...making the most of refreshing lyric and melodic material.

Pre-release comment indicates this just might prove to be one of the most spectacular M<sup>c</sup>Guire Sisters singles of this (or any) year.



## Canada's First C.&W. Conclave August 30-31


TORONTO—Plans are under way here for Canada's first national convention of country and western broadcasters to be held at Toronto's King Edward Hotel August 30-31. The convention is slated to get under way Friday night with a four-hour get-together party patterned after that offered at the annual convention held in Nashville.

On Saturday a series of workshops and panel discussions are scheduled, with prominent recording and broadcasting executives taking part. The convention will close Saturday night at Maple Leaf Gardens with a mammoth western show featuring 11 top c.&w. names, including Faron Young, Skeeter Davis, Stonewall Jackson, Carl and Pearl Butler, Billy Walker, Lefty Frizzell, Webb Pierce, Minnie Pearl, Bill Anderson and Carl Smith. Backing up the mammoth show will be Bill Long and a group of Canadian musicians.

Joe Forster, news editor, CHIQ Radio, Hamilton, Ont., is handling convention arrangements.

HOLLYWOOD — Deejay Shane Wilder, formerly of Nashville, and Los Angeles businessman Herb Warne have formed Wil-Mar Records Productions, with offices at 1710 North LaBrea here, to engage in the making of masters for sale to the various labels. First label to be released is "Don't Cry," by the Innocents, on the Decca label. Meanwhile, Wilder continues with his daily four-hour syndicated show, "Spotlight on Music," now heard on 38 radio stations.

THE MOST TALKED OF SONG OF THE YEAR!



**Ernest Ashworth's**  
**TALK BACK TREMBLING LIPS**  
Hickory 1214

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

Don't Miss Out on  
**Bill (The Cat) Gillette's**  
**"GREEN STAMP BOSANOVA" and "IN LOVE WITH LOVE"**  
Produced with everyone in mind  
**CAPA RECORDS**  
803-R Government Street Mobile, Alabama

## LINE UP C.&W. PACKAGE DATES

NASHVILLE—Oscar Davis, the "Baron of the Box Office," has announced a new c.&w. package tour for August 16, 17 and 18 in Denver; Portland, Ore., and Oakland, Calif., respectively.

Davis, who in co-operation with W. E. (Lucky) Moeller, of the Jim Denny Artist Bureau, has chalked up unparalleled success with c.&w. packages this year, said the August dates will feature the following top-drawer artists:

Webb Pierce, Hank Snow, Carl Smith, Carl and Pearl Butler, Ferlin Husky, Porter Wagoner, George Jones and Red Foley.



EARL SCRUGGS, left, displays some of the citations that he and Lester Flatt received during Lester Flatt Day in Sparta, Tenn. Lester shows key to the city that was presented following parade in his honor.

## COUNTRY MUSIC CORNER

By BILL SACHS

George Kent, whose new release, "I Got Hurt All Over Me," is reported kicking up excitement, has signed to work out of the Wil-Helm Agency, Nashville. . . . United Artists singer **Kathy Dee**, managed by **Reed Welty**, of B-W Music, Inc., Wooster, Ohio, Wednesday (10) concludes an extended promotional tour of the South. Her next UA release is carded for

### Grammer Joins Cody Circus

NASHVILLE—Decca artist Billy Grammer will join the Cody Pioneer Circus for an extensive tour during July and August, it was announced last week.

Billy joins the circus this week for a short tour through Montana and Idaho, rejoining the circus July 22 and continuing through August.

The circus is under the direction and supervision of Buster Doss.

### Farmer's Daughter Features Top Names

SAN ANTONIO—One of the most popular western-atmosphere dancing spots in South Texas is the Farmer's Daughter here, built and operated by Bobbie Barker, a farmer's daughter.

The spot presents top name bands in the country and western music field. Coming attractions include Bob Wills, George Jones, Claude King, Johnny Lee Wills, Roy Price and others.

On the bandstand for regular Wednesday and Saturday dances is Adolph Hofner, maestro of the Pearl Wranglers. On Thursdays, Leonard Brown and the Frontiersmen supply the music, and on Friday and Sunday guests dance to the tunes of Amel Mann and the Bluebonnet Ramblers.

late this month. . . . Some 6,000 people saw Station KRAK's fourth country music spectacular staged recently at Memorial Auditorium, Sacramento, Calif. Featured in the talent line-up were **Johnny Cash**, **Flatt and Scruggs**, **Faron Young**, the **Carter Family**, **George Jones**, **Loretta Lynn**, **Grandpa Jones** and **Georgia Riddle**. KRAK deejay **Dick Haynes** emceed the proceedings. The next KRAK spec, scheduled for September, will be a gospel concert featuring the **Blackwood Brothers** and the **Statesmen Quartet**.

**Jim Reeves** will be the feature attraction at the Miss Tennessee Pageant to be held in Jackson, Tenn., July 24-27. . . . **Sunny Lee O'Daniels**, heard in the past on several of the smaller labels, has teamed with her brother, **Little Mike**, for a duet release on Shenandoah Records. Sides are "Goodbye, Kisses," penned by the late **Cowboy Copas**, and "Queen of the Back Street Bars," written by **Bobby Butler**, who also records for Shenandoah. . . . **Hilda Young**, wife of **Faron Young**, and their two sons, **Damion** and **Robin**, are in Germany for a visit with Hilda's parents. They will be joined there August 1 by **Faron**, who is set for dates in Europe through August.

**Sonny James** shows his wares at Poplar Bluff, Mo., July 13; Amarillo, Tex., 19, and Big Spring, Tex., 20. . . . **Minnie Pearl** is routed for Angola, Ind., July 14; the fair at Alexandria, Ky., July 20, and Dunkirk, N. Y., July 25. . . . **Joe Sweat**, Associated Press rep in Nashville, has been commissioned to write a country music column to run weekly in a string of newspapers carrying the AP service.

. . . **Jim Gemmill Productions**, Richmond, Va., has set a country package, featuring **Wilma Lee and Stony Cooper** and the **Clinch Mountain Gang**, of the "Grand Ole Opry," and **Shirlee Hunter**, for a showing at the Lyric Theater, Richmond, August 3. The Gemmill office also has booked **Jim Eanes** and the **Shenandoah Valley Boys** for Echo Lake Park, Bainbridge, N. Y., August 18.

**Quentin (Reed) Welty**, president of B-W Music, Inc., Woos-

## HOT COUNTRY SINGLES

### Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/13/63

| This Week | Last Week | Title, Artist, Label & No.   | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1         | 2         | <b>ACT NATURALLY</b> . . . . .<br>Buck Owens, Capitol 4937   | 14             |
| 2         | 1         | <b>STILL</b> . . . . .<br>Bill Anderson, Decca 31458   | 21             |
| 3         | 4         | <b>RING OF FIRE</b> . . . . .<br>Johnny Cash, Columbia 42788   | 6              |
| 4         | 3         | <b>SIX DAYS ON THE ROAD</b> . . . . .<br>Dave Dudley, Golden Wing 3020                                     | 7              |
| 5         | 5         | <b>LONESOME 7-7203</b> . . . . .<br>Hawkshaw Hawkins, King 5712  | 18             |
| 6         | 6         | <b>WE MUST HAVE BEEN OUT OF OUR MINDS</b> . . . . .<br>George Jones & Melba Montgomery, United Artists 575 | 11             |
| 7         | 10        | <b>ABILENE</b> . . . . .<br>George Hamilton IV, RCA Victor 8181  | 5              |
| 8         | 9         | <b>SWEET DREAMS (of You)</b> . . . . .<br>Patsy Cline, Decca 31483   | 10             |
| 9         | 11        | <b>I'M SAVING MY LOVE</b> . . . . .<br>Skeeter Davis, RCA Victor 8716                                      | 8              |
| 10        | 7         | <b>ROLL MUDDY RIVER</b> . . . . .<br>Wilburn Brothers, Decca 31464   | 10             |
| 11        | 17        | <b>TALK BACK TREMBLIN' LIPS</b> . . . . .<br>Ernest Ashworth, Hickory 1214                                 | 4              |
| 12        | 12        | <b>BUILDING A BRIDGE</b> . . . . .<br>Claude King, Columbia 42782  | 3              |
| 13        | 8         | <b>PEARL, PEARL, PEARL</b> . . . . .<br>Lester Flatt & Earl Scruggs, Columbia 42755                        | 10             |
| 14        | 19        | <b>NIGHTMARE</b> . . . . .<br>Faron Young, Mercury 72114   | 6              |
| 15        | 21        | <b>SANDS OF GOLD</b> . . . . .<br>Webb Pierce, Decca 31488   | 4              |
| 16        | 13        | <b>OLD SHOWBOAT</b> . . . . .<br>Stonewall Jackson, Columbia 42765   | 8              |
| 17        | —         | <b>GUILTY</b> . . . . .<br>Jim Reeves, RCA Victor 8193   | 1              |
| 18        | 14        | <b>DON'T CALL ME FROM A HONKY TONK</b> . . . . .<br>Johnny & Jonie Mosby, Columbia 42668                   | 9              |
| 19        | 20        | <b>THE OTHER WOMAN</b> . . . . .<br>Loretta Lynn, Decca 31471  | 6              |
| 20        | 23        | <b>DOWN TO THE RIVER</b> . . . . .<br>Rose Maddox, Capitol 4975  | 4              |
| 21        | 28        | <b>DETROIT CITY</b> . . . . .<br>Bobby Bare, RCA Victor 8183   | 2              |
| 22        | 29        | <b>TIPS OF MY FINGERS</b> . . . . .<br>Roy Clark, Capitol 4956   | 2              |
| 23        | 27        | <b>MY FATHER'S VOICE</b> . . . . .<br>Judy Lynn, United Artists 571  | 6              |
| 24        | 25        | <b>LOVING ARMS</b> . . . . .<br>Carl Butler & Pearl, Columbia 42778  | 2              |
| 25        | —         | <b>YOU COMB HER HAIR</b> . . . . .<br>George Jones, United Artists 578                                     | 2              |
| 26        | 16        | <b>TAKE A LETTER, MISS GRAY</b> . . . . .<br>Justin Tubbs, Groove 0017                                     | 14             |
| 27        | 22        | <b>IS THIS ME?</b> . . . . .<br>Jim Reeves, RCA Victor 8127  | 23             |
| 28        | 24        | <b>THE ONLY GIRL I CAN'T FORGET</b> . . . . .<br>Del Reeves, Reprise 20158                                 | 10             |
| 29        | 18        | <b>GOODBYE KISSES</b> . . . . .<br>Cowboy Copas, Starday 621   | 12             |
| 30        | 26        | <b>WALK ME TO THE DOOR</b> . . . . .<br>Ray Price, Columbia 42658  | 20             |

er, Ohio, writes from Hawaii, where he has been vacationing: "Country music is making a slow but steady climb in Hawaii. Many live acts include Western music in their shows. The increasing popularity of c.&w. music here is due almost exclusively to the efforts of one man and one station—**John Livingston**, PD of Station KAHU in Wai-pahu, near Honolulu. It was interesting to sit in with **John, Hal Bradbury** and **Mike Rogers** as they put the c.&w. sounds over the air and see an almost swamped phone line as listeners called in requests by the hun-

dreds! The really significant thing is that calls came not only from the military personnel, but from Island civilians of all nationalities and fans from the outer Islands as well."

. . . **Skeeter Davis** plugs her latest releases in showings at Montgomery, Ala., July 12; Jacksonville, Fla., 13, and Delle, Mo., 27. . . . **Billy Grammer** and **Faron Young** are teamed for personals at Billings, Mont., July 12; Coeur d'Alene, Idaho, 13; Lewiston, Idaho, 15; Pendleton, Ore., 16; Boise, Idaho, 17; Kellogg, Idaho, 19, and Kalispell, Mont., 20.

# TRINI LOPEZ IS HAPPENING IN LOS ANGELES!

Check with Al Sherman at Record Sales re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single



**great new sound!**  
**"Janie is Her Name"**  
**Roger Williams**

K-533

**everybody's pick...**  
**already breaking big in**  
**San Francisco, Cleveland and Miami**  
**"Saturday Sunshine"**  
**Burt Bacharach**

K-532

# ALL WINNERS

**the hit that has the whole business buzzin'**  
**"It Hurts to be Sixteen"**  
**Barbara Chandler**

K-542



**exclusively on Kapp Records**

**third hit in a row**  
**"Dum Dum Dee Dum"**  
**Johnny Cymbal**

K-539

R & B ROUNDUP

By NICK BIRO  
(Chicago Office)

Chicago may be the scene for the next heavyweight championship of the "Word." WYNR's Bruce Brown has thrown out the gauntlet to rhymer-sluggo Cassius Clay. Bill Stewart, the McLendon Corporation's programming consultant, currently with WYNR, was slated to go to Louisville over the weekend to meet with Cassius and his managers to iron out the details. If all goes well, Clay and Brown will do an air show that should be one of the year's zaniest. Credit the whole thing to Stewart, one of radio's top idea men. It all started with a wire sent by Bruce to Cassius: "What you are to boxing, in your estimation, I am to radio, in my estimation."

Modestly, I'm the world's greatest disk jockey and rhymer, and hereby challenge you to an immediate in-person battle for the heavyweight championship of the word." The wire was accompanied with a poem:

"Cassius Clay—you are a farce, A loudmouth one to boot. Maybe in the ring you're great, although the point is moot.

Nonetheless I'll take you on. Let's meet behind my mike. I'll sit you down and talk in rhyme You choose the words you like.

I'm big as Sonny—twice as glib I'll tear you right in two. My rhymes will leave you reeling I'll verb and adverb you.

My mike is yours—you talking fool To talk to Windy Town I'll just sit back and Liston close and then I'll rhyme you down.

I know you're great—and beautiful You've told us many times But I'm sure that I'm the boss when it comes to rhymes.

If you're so great—here's your chance Jump on a plane—we'll pay But I'm afraid you're chicken, pal—with a tongue that's made of clay."

It's signed: "Bruce Brown, the world's greatest disk jockey, radio Station WYNR.

Not to be outdone, Clay got on the phone and answered with this dilly:

"After I 'Eenihilate' Bruce I will be sad Because there'll be no one to make me mad.

Tell Bruce to be cool He's no fool 'Cause he went to school."

James Gaylord, president of Stacy Records, signed Lloyd McNeil of Denver. First release: "Run Johnny Run." John Dolan, Stacy sales manager, reports action on "Surfin' Hootenanny" by Al Casey. . . . Kal Rudman, formerly a rock and roll deejay at WAAT, Trenton, N. J., is now spinning folk music at WDAS-FM in Philadelphia. . . . Billy Harper is now promoting for Universal Distributors, Philadelphia, replacing Buzz Curtis who is free-lancing. Billy was formerly with Saul Lampert. Billy claims action on Pervis Herder's "Soul City."

Al Kelly, Philadelphia, reports that Diane Renay is getting action with her Atco dishing of "Tender." . . . Ted Kellem, Columbia's promotion ace, reports "Feelin' No Pain" by the Del-Satins is taking off. The side was written and produced by Dion. . . . Georgie Wood, WDAS, recently did a show at Philadelphia's Uptown Theater with Bobby Bland, the Flamingos, Flip Wilson and Doris Troy. . . . Bernie Binnick, Swan's national promotion man, claims action on "Where Is Johnny Now" by the Sapphires, and "Jack the Ripper," Link Wray.



ONE OF THE NEWEST gospel groups is the Gertrude Ward Singers, started by the mother of well-known gospel artist, Clara Ward. The Gertrude Ward Singers recently completed engagements in New York's Bitter End and Philadelphia's Second Fret Coffee House.

Coast NARAS To Elect Board

HOLLYWOOD — The Los Angeles chapter of the National Academy of Recording Arts and Sciences will elect 21 new members to its board of governors, replacing those whose terms expire next month.

Classifications and candidates for election are vocalists and singers: Clark Burroughs, Evangelian Carmichael, Bill Cole, Marilyn King, Salli Terri; leaders and conductors: Allan Ferguson, Jerry Fielding, Bob Florence, Rene Hall, Jimmy Haskell. Also a.&r. men and producers: Charles Dant, Jackie Nills, Dave Pell, Neely Plumb, Irving Townsend; songwriters and composers: J. W. Alexander, Alan Bergman, Mack David, Barry DeVorzon, Jerry Livingston; studio engineers: Hugh Davies, Bob Doherty, James Mellow, Thorn Nogarth; instrumentalists and musicians: Harry Betts, Red Callender, Von Fagerquist, Justin Borden, Eleanor Slatkin. Also arrangers: Perry Botkin Jr., Ralph Carmichael, Ernie Freeman, Jack Marshall; art directors and literary editors: Stan Cornyn, Allen LaVinger, Harry Pack, Jim Silke; comedy, documentary-spoken word: Bill Tanner, June Foray, Marilyn Keith, Sid Kuller; classical: Carmen Dragon, Vernon Duke, Ernest Gould, Bronislaw Kaper, Ed Lustgarten and Kurt Reher.

Thorn on Jaunt

CHICAGO — "Today's Best Hits" by Clebanoff on Mercury is the subject of a 12,000-mile promotion jaunt this month by Don Thorn, Clebanoff's personal manager. Thorn will be on the road some six weeks visiting rack jobbers, record dealers, one-stops and radio stations. Morris Diamond, Mercury promotion manager, said the album is starting to get good top-40 play in the South and is already rated in the top three in New Orleans.

HOT R&B SINGLES

Billboard SPECIAL SURVEY  
FOR WEEK ENDING 7/13/63

| This Week | Last Week | Title, Artist, Label & No.  | Weeks on Chart |
|-----------|-----------|---|----------------|
| 1         | 1         | HELLO STRANGER . . . . .<br>Barbara Lewis, Atlantic 2184                      | 8              |
| 2         | 4         | PRIDE AND JOY . . . . .<br>Marvin Gaye, Tamla 54079                           | 7              |
| 3         | 14        | EASIER SAID THAN DONE . . . . .<br>Essex, Roulette 4494                       | 3              |
| 4         | 7         | JUST ONE LOOK . . . . .<br>Doris Troy, Atlantic 2188                          | 4              |
| 5         | 3         | THE LOVE OF MY MAN . . . . .<br>Theola Kilgore, Serock 2004                   | 13             |
| 6         | 8         | ONE FINE DAY . . . . .<br>Chiffons, Laurie 3179                               | 3              |
| 7         | 2         | IT'S MY PARTY . . . . .<br>Lesley Gore, Mercury 72119                         | 8              |
| 8         | 24        | SURF CITY . . . . .<br>Jan & Dean, Liberty 55580                              | 2              |
| 9         | 9         | YOUR OLD STAND BY . . . . .<br>Mary Wells, Motown 1042                        | 5              |
| 10        | 12        | YOU CAN'T SIT DOWN . . . . .<br>Dovells, Parkway 867                          | 7              |
| 11        | 18        | FINGERTIPS (Part II) . . . . .<br>Little Stevie Wonder, Tamla 54080           | 3              |
| 12        | 30        | NO ONE . . . . .<br>Ray Charles, ABC-Paramount 10453                          | 2              |
| 13        | 5         | IF YOU NEED ME . . . . .<br>Solomon Burke, Atlantic 2185                      | 10             |
| 14        | 6         | COME AND GET THESE MEMORIES . . . . .<br>Martha & the Vandellas, Gordy 7014   | 12             |
| 15        | 16        | MOCKINGBIRD . . . . .<br>Inez Foxx, Symbol 919                                | 4              |
| 16        | 10        | PRISONER OF LOVE . . . . .<br>James Brown & the Famous Flames, King 5739      | 10             |
| 17        | 17        | NOT ME . . . . .<br>Orlons, Cameo 257   | 3              |
| 18        | 22        | WITHOUT LOVE (There Is Nothing) . . . . .<br>Ray Charles, ABC-Paramount 10453 | 2              |
| 19        | 20        | HARRY THE HAIRY APE . . . . .<br>Ray Stevens, Mercury 72125                   | 3              |
| 20        | 29        | MY TRUE CONFESSION . . . . .<br>Brook Benton, Mercury 72135                   | 2              |
| 21        | 19        | SO MUCH IN LOVE . . . . .<br>Tymes, Parkway 781                               | 3              |
| 22        | 11        | IF YOU WANNA BE HAPPY . . . . .<br>Jimmy Soul, S.P.Q.R. 3305                  | 12             |
| 23        | —         | SHAKE A HAND . . . . .<br>Jackie Wilson & Linda Hopkins, Brunswick 55243      | 1              |
| 24        | 25        | YOU KNOW IT AIN'T RIGHT . . . . .<br>Joe Hinton, Back Beat 537                | 4              |
| 25        | —         | SPRING . . . . .<br>Birdlegs & Pauline, Vee Jay 510                           | 5              |
| 26        | 27        | THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER . . . . .<br>Nat King Cole, Capitol 4965 | 4              |
| 27        | 21        | ANOTHER SATURDAY NIGHT . . . . .<br>Sam Cooke, RCA Victor 8164                | 10             |
| 28        | —         | SHAKE A TAIL FEATHER . . . . .<br>Five Du-Tones, One-Derful 4815              | 1              |
| 29        | —         | RIVER'S INVITATION . . . . .<br>Percy Mayfield, Tangerine 931                 | 1              |
| 30        | 13        | DA DOO RON RON . . . . .<br>Crystals, Phyllis 112                             | 10             |



JAMES BROWN challenged Jackie (Moms) Mabley to a checker tournament while the two were sharing the bill on a recent East Coast theater tour. It ended in a draw.

Yeh, Yeh, Yeh Baby . . .  
**"THIS IS THE END"**  
by  
**The Fabulons**  
BENSON 100  
BIG EASTERN BREAKOUT  
Nationally Distributed by  
**RITCO RECORDS**  
604 Tenth Ave. LT 1-0576

BRAND NEW GREAT POTENTIAL  
**MAMA WON'T YOU TURN ME LOOSE**  
B/W  
**SO LONG—GOODBYE**  
**SUGAR BOY & THE SUGAR LUMPS**  
PEACOCK 1925  
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**"MAM'S TEMPTATION"**  
by  
**Gene Chandler**  
Vee Jay #536  
**RECORDS**  
1449 S. Michigan Ave. Chicago 5, Ill.

Mercury Re-Signs Clyde McPhatter

CHICAGO — Clyde McPhatter, popular vocalist, was re-signed by Mercury Records last week to a long-term contract. Irving Green, Mercury president, announced the negotiations were handled by Shelby Singleton, Mercury a.&r. director, and Major Robinson, McPhatter's manager.

McPhatter's hit singles include "Ta Ta" and "Lover Please." His latest Mercury album is "Clyde McPhatter's Greatest Hits." Mercury plans to have Singleton record the artist at a session July 2.

Pat Opens Offices

HOLLYWOOD — Indie promotion vet Stan Pat opened new offices this week at 7663 Hollywood Boulevard. Pat is now handling record promotion for Henry Mancini, Al Hirt, Norman Luboff, Grandison Singers, the Page Seven (all RCA Victor artists), Roland Kirk, (Mercury), Clancy Brothers and Tommy Makem (Columbia) and Oscar Brand (Electra).

Pat recently completed a four-year stint with RCA Victor as Midwest promotion manager from 1959 to 1962 and West Coast promotion manager for the past year.

TRINI LOPEZ IS HAPPENING IN CLEVELAND!!

Check with Godfrey Dickey at Cleve-Disc. re: "TRINI LOPEZ AT P.J.'S"—Album "IF I HAD A HAMMER"—Single



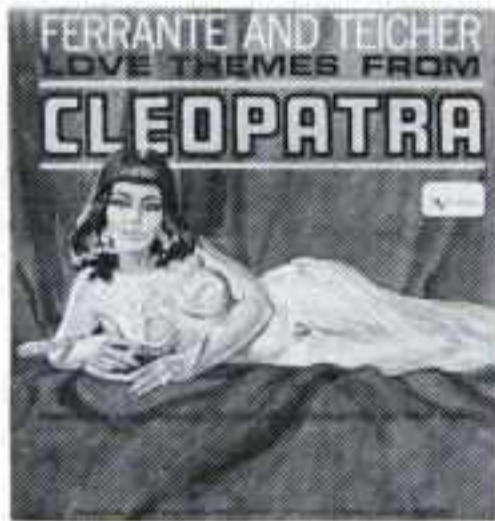
# A PUBLIC APOLOGY

FROM: ART TALMADGE AND LLOYD LEIPZIG  
**UNITED ARTISTS RECORDS**

WE'VE BEEN SO BUSY SHOUTING ABOUT

**OUR CURRENT HIT!**

THE MOST WIDELY  
AWAITED ALBUM  
OF THE  
YEAR!



AND BOASTING ABOUT OUR JUST-RELEASED

**BLOCKBUSTER!**

sauciest  
album of  
the year  
from the  
sauciest  
film of the year

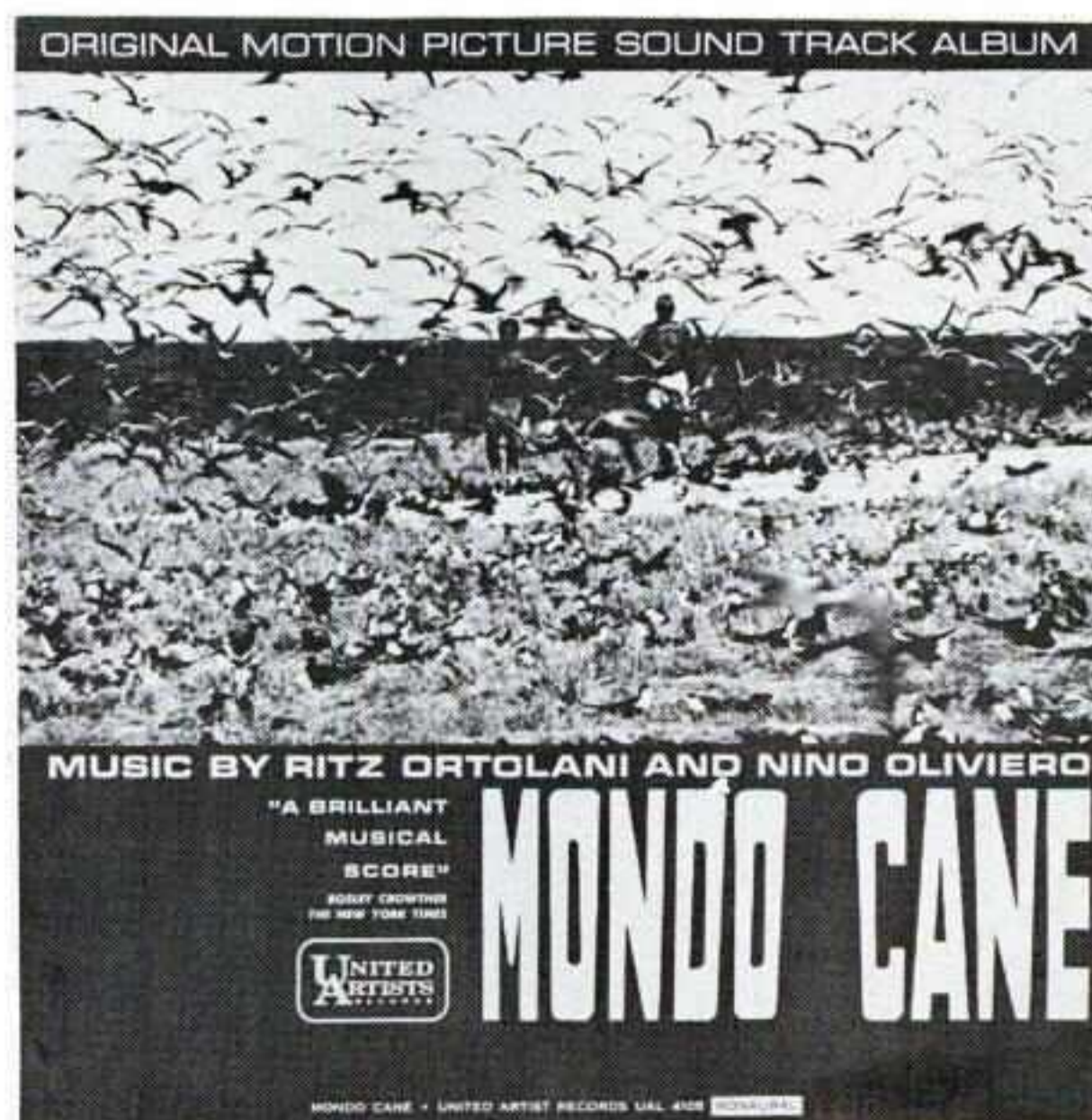
Andre Previn conducts  
his great original motion  
picture sound track!



# WE'VE COMPLETELY OVERLOOKED THE ALBUM SLEEPER OF 1963

**"A BRILLIANT  
MUSICAL  
SCORE"**  
BOSLEY CROWTHER  
THE NEW YORK TIMES

**P.S. 25,000 COPIES  
SOLD LAST WEEK!**



*all on the famous label...*



*the proudest name in entertainment*

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs including 'Easier Said Than Done', 'Surf City', 'Tie Me Kangaroo Down, Sport'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66 including 'Without Love (There Is Nothing)', 'Don't Say Goodnight and Mean Goodbye', 'I Love You Because'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'My Block', 'Gypsy Woman', 'If My Pillow Could Talk'.

Billboard Award

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including entries like 'Abilene (Acuff-Rose, BMI)', 'Gypsy Woman (Hilliard-Doral, BMI)', and '101. BREAKWATER... Lawrence Walk, Dot 16488'.



*the nation's best selling records*

**BEST SELLING SINGLES!**

- #16479 **Wipe Out** ..... The Surfaris
- #16488 **Breakwater / Scarlett O'Hara** ..... Lawrence Welk
- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** ..... Pat Boone
- #16500 **The Next Time / Violet And A Rose** ..... Wink Martindale
- #16492 **Monsoon / Scotch High's** ..... The Chantays
- #16493 **Torquay Two / Peg Leg** ..... The Fireballs
- #16440 **Pipeline** ..... The Chantays
- #16453 **Hot Pastrami** ..... The Dartells
- #16484 **Sukiyaki / Theme From A Summer Place** ..... Billy Vaughn
- #16497 **My Midnight Prison / Mr. Bass Man** ..... The Andrews Sisters
- #16499 **Tips Of My Fingers / Summertime Love** ..... The Fontane Sisters

**NEW RELEASES**

- #16503 **Apology At Bedtime / Musings Of A Father** ..... Dick Whittinghill
- #16501 **The Three Little Pigs** ..... John Buzon Trio

**BEST SELLING ALBUMS!**

|   |   |  |  |   |
|---|---|--|--|---|
| DLP 3534<br><b>Tie Me Kangaroo Down, Sport</b><br>PAT BOONE | DLP 3529<br><b>The Andrew Sisters Present</b>               | DLP 3523<br><b>Sukiyaki</b><br>BILLY VAUGHN          | DLP 3522<br><b>Hot Pastrami</b><br>THE DARTELLS              | DLP 3516<br><b>Pipeline</b><br>THE CHANTAYS             |
| DLP 3515<br><b>Gravy Waltz</b><br>STEVE ALLEN               | DLP 3510<br><b>1963's Early Hits</b><br>LAWRENCE WELK       | DLP 3501<br><b>Pat Boone Sings Guess Who?</b>        | DLP 3499<br><b>Waltz Time</b><br>LAWRENCE WELK               | DLP 3497<br><b>1962's Greatest Hits</b><br>BILLY VAUGHN |
| DLP 3489<br><b>Bubbles In The Wine</b><br>LAWRENCE WELK     | DLP 3481<br><b>The Lennon Sisters' Favorites</b>            | DLP 3458<br><b>A Swingin' Safari</b><br>BILLY VAUGHN | DLP 3457<br><b>Baby Elephant Walk</b><br>LAWRENCE WELK       | DLP 3455<br><b>Pat Boone's Golden Hits</b>              |
| DLP 3453<br><b>No One Will Ever Know</b><br>JIMMIE RODGERS  | DLP 3452<br><b>Great Golden Hits</b><br>THE ANDREWS SISTERS | DLP 3447<br><b>The Wright Touch</b><br>GEORGE WRIGHT | DLP 3433<br><b>12 Great Hits In Ragtime</b><br>JO ANN CASTLE | DLP 3412<br><b>Moon River</b><br>LAWRENCE WELK          |

# JULY IS PAT BOONE MONTH

**TIME:** JULY 1 - JULY 31, 1963

**DISCOUNT:** Straight 15% cash discount on all Pat Boone albums: Mono, Stereo & EP's.

**BILLING:** 90-Day dated billing. Pay 1/3 Aug. 15, 1/3 Sept. 15, 1/3 Oct. 15.

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

150 BEST SELLERS—MONAURAL

50 BEST SELLERS—STEREO

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 monaural best-selling LPs.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 monaural best-selling LPs.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo best-selling LPs.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo best-selling LPs.



More New hits from

DECCA



CORAL  
RECORDS

## GARY CLARK

Star of NBC-TV's "The Virginian" sings

### ONE SUMMER IN A MILLION

(Theme from)  
**THE VIRGINIAN**

DECCA 31511

## PETER DUCHIN

& His Orchestra plays

### AURA LEE

—  
**HAIFA  
CONCERTO**

DECCA 31515

## BILLY GRAMMER

sings

### LONESOME LIFE

—  
**LOVE GETS  
BETTER WITH TIME**

DECCA 31514

## JOHNNY & JACK

sing

### SMILES AND TEARS

—  
**LOVE PROBLEMS**

DECCA 31517

## EDDIE LAWRENCE

With the Funniest Record of the Year!

**METS PHILOSOPHER**



**WE LOVE YUH METS**

CORAL 62367

# A TRIO OF HITS

from the

AMERICAN *LONDON* GROUP

Chartsville!

## ACE CANNON COTTONFIELDS

HI - 2065

The U.S.A. has been  
invaded... by this smash

## THE RAN-DELS MARTIAN HOP

CHAIRMAN - 4403

Smash in R & B field  
in the south

## JOE TEX SOMEONE TO TAKE YOUR PLACE

DIAL - 3013

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

**I WONDER**  
Brenda Lee, Decca 31510

### ★ 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.

**CHINESE CHECKERS** . . .  
Booker T & the MG's, Stax 137 (East, BMI)  
(Memphis-Nashville)

**SCARLETT O'HARA** . . .  
Bobby Gregg, Epic 9601 (Regent, BMI) (Buffalo)

**WHERE IS JOHNNY NOW** . . .  
Sapphires, Swan 4143 (Hill & Range-Tilmar, BMI)  
(Detroit)

**GROOVY BABY** . . .  
Billy Abbott, Parkway 874 (Cameo-Parkway, BMI)  
(Memphis-Nashville)

**PLEASE DON'T TALK TO THE LIFEGUARD** . . .  
Diane Ray, Mercury 72117 (Joy, ASCAP) (Houston)

**RATS IN MY ROOM** . . .  
Joey & Danny, Swan 4147 (Juarez, BMI) (Buffalo)

## 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 in 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

NEIL SEDAKA

### THE DREAMER

(Rondak, BMI) (2:34)

### LOOK INSIDE YOUR HEART

(Rondak, BMI) (3:08)—RCA Victor 8209

Once again Neil Sedaka comes through with two sock sides that are smack in the commercial teen-styled groove. Topper is a mighty attractive piece of material that moves and has some clever double-track work; flip is more in the ballad vein, but it also has zing. Sedaka handles them both with gusto.

POP SPOTLIGHT

THE SHACKLEFORDS

### OUR LITTLE BOY BLUE

(Little Darlin'-Hazlewood, BMI) (2:23)—  
Mercury 72153

Here's a heart-tugging effort by the Shacklefords about "Little Boy Blue" who never returned to play with his toys, which rust away untouched. The group sings it with feeling and the lead voice talks it with sincerity. Could be a biggie. Flip is "Golden Bells" (Little Darlin'-Hazlewood, BMI) (2:14).

POP SPOTLIGHT

AL MARTINO

### PAINTED, TAINTED ROSE

(Damion, ASCAP) (2:25)—Capitol 5000

A lovely, melodic tune with a fine style receives a warm and touching reading from Al Martino aided by soft, lush backing. It's a side that could go all the way and appeal to the kid and adult markets. Flip is "That's the Way It's Got to Be" (Promar-Rambled, BMI) (2:15).

POP SPOTLIGHT

JOANIE SOMMERS

### LITTLE GIRL BAD

(Daywin, BMI) (2:20)—Warner Bros. 5374

Joanie Sommers could find herself right back on the charts with this winning effort, a groovy piece of material aimed strictly at the teens market. She sells it solidly and the multi-tracking help, too. Flip is "Wishing Well" (Lantern, ASCAP) (2:35).

POP SPOTLIGHT

JANIE GRANT

### TELL MY MAMA

(Unart, BMI) (2:45)—United Artists 616

Janie Grant, the "Greasy Kid Stuff" lass, bows on the label with a rousing reading of an uptempo rocker that should interest the young fem disk buyers. The backing adds a lot of warmth. Flip is "Whose Heart Are You Breaking Now" (Tee Pee, ASCAP) (2:09).

POP SPOTLIGHT

KING CURTIS

### DO THE MONKEY

(T. M.-Old Lyne, BMI) (2:31)—Capitol 4998

Here's a pulsating, swing version of a new teen dance item, handed a sock performance by the King Curtis combo supported by choral backing. Curtis comes through with some wild horn work. Groovy side. Flip is "Feel All Right" (Kilynn, BMI) (2:30).

POP SPOTLIGHT

RITA PAVONE

### CUORE HEART

(Screen Gems-Columbia, BMI) (2:15)—  
RCA Victor 8212

Rita Pavone, one of Italy's top teen thrushes, comes through with a genuinely exciting performance on a tune clefted by Barry Mann and Cynthia Weil. Her vocal is loaded with emotion, and the ork and chorus backing are outstanding. Side was waxed in Italy and she sings it in Italian, but it could happen here. Flip is "Il Ballo Del Mattone" (BIEM) (2:15).

POP SPOTLIGHT

ROBERT de CORMIER  
FOLK SINGERS

### DANCE, BOATMAN DANCE

(Fall River, BMI) (2:13)  
(Okemo, ASCAP) (3:27)—Command 4034

A new pop-folk group, the Robert de Cormier Singers, bow on the label with lusty, attention-getting readings of a pair of folk-styled efforts that could make it in the pop field. Topper is based on a rural folk tune. Side II is in the spiritual groove. strong debut wax.

POP SPOTLIGHT

BILLY GRAMMER

### LONESOME LIFE

(Lyn Lou, BMI) (2:02)—Decca 31514

Billy Grammer has a bright, breezy side here and he makes the most of it with a lively reading of the catchy ditty, which has a touch of the Tex-Mex style, with solid trumpet work. Has a real chance. Flip is "Love Gets Better With Time" (Painted Desert) (2:25).

POP SPOTLIGHT

NEIL DIAMOND

### CLOWN TOWN

(Blackwood, BMI) (2:28)—Columbia 42809

Here's an impressive new chanter with strong touches of both Neil Sedaka and Bobby Vee. The tune is a bright one, done with a solid arrangement and handled with good dual track effects. Definitely worth watching. Flip is "At Night" (Blackwood, BMI) (2:10).

COMEDY SPOTLIGHT

JOSE JIMENEZ

### JOSE AND CLEOPATRA

### PARTS I & II

(Dana, ASCAP) (3:19, 3:22)—Kapp 540

Jose Jimenez has a mighty funny takeoff here on the "Cleopatra" movie, explaining in his own special brand of English why it cost so much to make, and all about the expensive costumes, lunches, etc. Sure to appeal to Jose's many fans and a fine disk for a change of pace programming.

C.&W. SPOTLIGHT

RUBY AND KATHY

### LET ME WEAR YOUR LITTLE BAND OF GOLD

(Sundown-Beak, BMI) (2:25)—King 5771

Here's a clever answer to the recent hit by James Gilreath. It features a country gal duo with nasal, hill-type harmonies, telling the tale effectively. The trumpet spots, like the original, are also here. Watch this one in pop areas, too. Flip is "Heartaches, Heartaches" (Sono-Sundown, BMI) (2:10).

**C.&W. SPOTLIGHT**

**SKETS McDONALD**  
**CALL ME MR. BROWN**  
(Le Jean, BMI) (2:26)

**THIS OLD BROKEN HEART**  
(Le Jean, BMI) (2:07)—Columbia 42807

One of the most effective pairings for the chanter and he could score both ways. First up is a smart take off on the "Walk on By," or "Pretend You Don't Know Me" theme, while the flip is a warmly delivered lament. Strong wax both ways.

**SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING**

**BILL McELHINEY ORK**  
**DOWN YONDER**  
(La Salle, ASCAP) (2:16)—MGM 13156

Here's a bright, pop-styled bluegrass offering with the happy sound of banjos applied to the familiar oldie and neatly abetted by strings. It's a rollicking side that makes refreshing program fodder for many stations. Flip is "At the Cumberland Gap" (Haworth, ASCAP) (2:11).

**SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING**

**PEGGY LEE**  
**GOT THAT MAGIC**  
(Denslow, ASCAP) (1:43)

**A DOODLIN' SONG**  
(Morris, ASCAP) (2:04)—Capitol 5001

The wonderful Miss Lee has two neatly contrasting sides here with the first a strutting, Bo Diddley kind of swinger, delivered with solid bluesy authority. Flip is a neat, sneaky ditty, done soft-show style. Either side makes mighty good listening.

**★★★★**  
**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**

**JOEY AND DANNY**  
★★★★ Rats in My Room (Parts I and II) (Juarez, BMI) (2:08, 2:38). SWAN 4147

**TERESA BREWER**  
★★★★ Second Hand Rose (Pamper, BMI) (2:08) — ★★★★★ Stand In (Jungnickel, ASCAP) (2:21). PHILIPS 40120

**LATEERS**  
★★★★ Dance Party (Unart-Worart, BMI) (2:35) — ★★★★★ The Smock (Unart-Worart, BMI) (2:35). WORLD 1006

**PRINCE GEORGE**  
★★★★ The Swinging Preacher (Wood, ASCAP) (2:50)—★★★★ 5-4 Time (Duchess, BMI) (1:43). EPIC 9608

**LEROY HOLMES AND HIS ORK**  
★★★★ Corazon de Melon (Watermelon Heart) (Peer Int'l, BMI) (2:00) — ★★★★★ Be Mine Tonight (Peer Int'l, BMI) (2:00). UNITED ARTISTS 612

**GLORIA BROWN**  
★★★★ Looking for My Baby (Hill & Range, BMI) (2:12) — ★★★★★ Happy Birthday (Hill & Range, BMI) (2:20). CHECKER 1050

**SLIM WHITMAN**  
★★★★ Broken Down Merry-Go-Round (Travis, BMI) (2:03)—★★★★ Never (American, BMI) (2:00). IMPERIAL 5966

**LOU MONTE**  
★★★★ Paulucci (The Italian Parrot) (Romance-Sal. Songs, BMI) (2:34)—★★★★ You're So Smart, You're So Smart Eh Papa (Romance-Sal. Songs, BMI) (2:56). REPRISE 20193

**DIMITRI TIOMKIN**  
★★★★ The Peking Theme (So Little Time) (Bronston, ASCAP) (2:13)—★★★★ Moon Fire (Bronston, ASCAP) (1:59). COLUMBIA 42828

**WALTER JACKSON**  
★★★★ It Will Be the Last Time (Correct-Tone & Karlan, BMI) (2:44) — ★★★★★ Opportunity (Robin Hood, BMI) (2:50). COLUMBIA 42823

**BOOKER T. AND THE MG'S**  
★★★★ Chinese Checkers (East, BMI) (2:23) — ★★★★★ Plum-Nellie (East, BMI) (2:02). STAX 137

**VIC DANA**  
★★★★ More (Marks, BMI) (2:18)—★★★★ That's Why I'm Sorry (Sure-Fire, BMI) (2:15). DOLTON 81

**NANCY AMES**  
★★★★ An Elizabethan Ballad (Parts I & II) (Nelco, BMI) (2:23, 2:25). LIBERTY 55598

**JAMES DARREN**  
★★★★ Grande Luna Italiana (Big Italian Moon) (Screen Gems-Columbia BMI) (2:55)—★★★★ Gegetta (Screen Gems-Columbia, BMI) (2:25). COLPIX 696

**GARY CLARKE**  
★★★★ One Summer in a Million (Joy ASCAP) (2:30)—★★★★ Theme From the Virginian (Lonesome Tree) (Alaska, ASCAP) (1:35). DECCA 31511

**THE TEMPTATIONS**  
★★★★ Farewell My Love (Jobete, BMI) (2:23)—★★★ May I Have This Dance (Jobete, BMI) (2:07). GORDY 7020

**WILSON PICKETT**  
★★★★ I'm Gonna Love You (Prigan-Brainbert, BMI) (2:10) — ★★ It's Too Late (Prigan-Correctone, BMI) (2:50). DOUBLE L 717

**THE SPEIDELS**  
★★★★ Fat Lady (Chu-Fin, BMI) (2:02)—★★★ I'll Catch a Rainbow (Chu-Fin, BMI) (2:10). MINARET 112

**THE SUNSETTERS**  
★★★★ Moonlight Cocktails (Jewel, ASCAP) (2:27) — ★★ Summertime in Venice (Pickwick) (2:44). HEART-BEAT 5000

**BILLY BLAND**  
★★★★ Doing the Mule (Maureen, BMI) (2:30)—★★★ Farmer in the Dell (Screen Gems-Columbia, BMI) (2:40). OLD TOWN 1143

**BIG BUDDY K**  
★★★★ White Sneakers and Bermuda Shorts (Lowery, BMI) (2:21)—★★★ Lumber City (Lowery, BMI) (2:19). VEE JAY 530

**LA LUPE**  
★★★★ Fever (Jay-Cee, BMI) (2:17) — ★★ Ooh (Jazz Standard, BMI) (2:05). MERCURY 72149

**KELLY GORDON**  
★★★★ A Phonograph Record (Television, BMI) (1:58)—★★★ I'll Never Be Free (Laurel, ASCAP) (2:46). MERCURY 72136

**THE KNIGHT BROS.**  
★★★★ Love (Can't You Hear Me) (Herco-Chevis, BMI) (2:39) — ★★ Margaret (Herco-Chevis, BMI) (2:09). CHECKER 1049

**JOE HARNELL**  
★★★★ Hud (Famous, ASCAP) (2:35)—★★★ Come Away With Me (Cavalcade, ASCAP) (2:29). KAPP 541

**JIMMY WILLIAMS**  
★★★★ I Gave My Love a Cherry (Eden, BMI) (2:49)—★★★ The Half Man (Eden, BMI) (2:30). ABC-PARAMOUNT 10741

**RAMONA KING**  
★★★★ I Wanna Dance (Briarcliff, BMI) (2:08)—★★★ Ballyhoo (Hazelwood-Briarcliff, BMI) (2:19). EDEN 6

**POLKA**

**L'L WALLY**  
★★★★ Mosquito Polka (Komara) (Jay Jay, BMI) (3:10) — ★★★★★ I Want a Sweetheart (Chee Miec Dziejczyne) (Jay Jay, BMI) (3:10). JAY JAY 287

**L'L WALLY**  
★★★★ Return to Me (Przydz Do Mnie) (Jay Jay, BMI) (2:50)—★★★★ Hay Hay Polka (Siano, Siano) (Jay Jay, BMI) (2:20). JAY JAY 286

**SPIRITUAL**

**DIXIE HUMMINGBIRDS**  
★★★★ Another Day (Lion, BMI) (2:01) — ★★ If You Trust Him (Lion, BMI) (2:22). PEACOCK 1889

**THE FIVE SINGING STARS**  
★★★★ Let Me In (Lion, BMI) (2:41) — ★★ Been in the Storm (Lion, BMI) (2:41). PEACOCK 1890

**JAZZ**

**ART BLAKEY AND THE JAZZ MESSENGERS**  
★★★★ Backstage Sally (Groove, BMI) (6:00) — ★★ Contemplation (Ecaroh, ASCAP) (6:15). BLUE NOTE 1850

**LOU DONALDSON**  
★★★★ Glory of Love (Shapiro-Bernstein, ASCAP) — ★★ Avalon (Remick, ASCAP). BLUE NOTE 1832

(Continued on page 29)

**WOW!**  
**What a follow-up!**  
**JIMMY**  
**SOUL**  
**TREAT**  
**'EM**  
**TOUGH**

3310  
SPQR

**THE AMERICAN LONDON GROUP**



## FUN & BUSINESS CAN MIX, IRS SAYS DEDUCTIVELY

WASHINGTON — IRS has backed down a little in its final regulations on deductible entertainment expenses for businessmen. Connections between the entertainment and the ultimate business results need not be as close as originally proposed: "Less immediate business expectations" can put the expense in deductible category, IRS now says.

Costs of tickets to shows and other entertainment can be treated as gift or entertainment expense, whichever gives the taxpayer the better break. Additionally, the businessman can shift gears on the categories any time within the taxable year.

When business and entertainment are mixed, the time spent on the business aspect of the evening does not have to be longer than the fun time. Also the entertainment can be on an-

other day and does not have to immediately follow or precede the business talks.

Good-will entertaining has been stretched to cover not only those present who may have some actual or hoped for business connection, but anyone "closely connected" with a participant—such as a wife.

A business associate, under the amended rules, can now include the taxpayer's customer, client, employee, agent, partner or professional adviser "whether established or prospective."

New T & E regulations were technically effective as of January 1, 1963, but IRS says it will resolve all reasonable doubts in favor of taxpayers for expenses incurred between January 1 and July 31, 1963. A transition period for setting up entertainment expense recording has been extended to July 31.

## Nice Things Happening to Gloria

CHICAGO—It all happened in a hurry for pretty, 17-year-old Diane Ray from Gastonia, N. C. First she was the unanimous winner over 110 acts in a talent contest sponsored recently by the Thons radio chain.

Among the judges was Mercury's a.&r. director Shelby Singleton, and Diane shortly found herself with a Mercury contract. Her single, "Please Don't Talk to the Lifeguard," was named a Pick Hit at KIMN, Denver, and KOIL, Omaha; a Battle Winner four nights in a row at

CKEY, Toronto, and rated heavy air play at stations such as WMCA, New York.

WLTC in her home town Gastonia played the record every 10 minutes for its entire broadcasting day June 10. Diane has also started her own disk jockey show on WLTC, Monday through Friday from 3:05 to 4 p.m. She has also become somewhat of a local celebrity, last feted as guest of honor at a Gastonia Junior Chamber of Commerce dinner.

## CAEDMON TIES IN WITH BARD AT FESTIVAL

NEW YORK—Caedmon Records has effected a tie-in of its Bard play-recordings and the American Stratford (Conn.) Shakespeare Festival now under way.

The label has stocked a complete catalog of the recordings which are displayed and sold in the festival theater lobby shop under the Shakespeare Recording Society crest. The shop sells Caedmon's Shakespeare play sets exclusively.

In addition to the recordings, Caedmon is offering a special four-page folder listing all of the plays available free to festivalgoers.

## Del Medico To Smash

CHICAGO — Smash Records has named Joe Del Medico its Eastern regional promotion manager. The post was formerly held by Doug Moody, who doubled as promotion and a.&r. director for Smash.

Charles Fach, Smash head, said that with the addition of Del Medico, Moody would concentrate his efforts in the a.&r. field. Del Medico was formerly promotion manager for RCA Victor, covering the Baltimore, Washington and Virginia territory.

## Chet Ward Wheel in Jay Records

CHICAGO — Chet Ward, WTAQ deejay, is among the principals here in Jay Records, new label specializing in c.&w. and pop releases.

Ward serves as executive vice-president and a.&r. director.

## '8½' Track Out on RCA

NEW YORK — The original sound track album of Federico Fellini's latest motion picture, "8½" is being released by RCA Victor International, simultaneously with the film's U. S. premiere.

As he did for Fellini's "La Dolce Vita," Nino Rota, noted Italian composer, has written the "8½" score. The Fellini opus, which stars Marcello Mastroianni, Claudia Cardinale, Anouk Aimee and Sandra Milo, has already received press acclaim. The sound track album was recorded in Italy.

## SINGLES PAIR GOES GOSPEL

NEW YORK — One of the first pop gospel efforts to be recorded and released by currently hot singles artists is the Brunswick album, "Shake a Hand." It stars Jackie Wilson and Linda Hopkins. The LP includes such titles as "Swing Low Sweet Chariot," "He's Got the Whole World in His Hand," "Yes Indeed," "Down by the Riverside" and "When the Saints Go Marching In."

He'll also record as a vocalist for the label. President of the firm is Jay Pinley, a real estate investor.

Ward's c.&w. show is heard on WTAQ evenings from 7-8:30 and 10:30 to midnight. Artists signed to date include: Bill Madewell, appearing in Chicago clubs and a guest on the "Grand Ole Opry" show; Chuck Edward, road vocalist with George Jones and Tex Williams, and Bob Eaton, formerly with Decca.

Ward said Jay will open an office in Nashville shortly. First releases will be c.&w., followed by pop. Cedarwood Publications, Nashville, will handle publishing.

## Lou Monte Sues Leslie

NEW YORK — Lou Monte, Reprise recording artist, has filed a \$500,000 damage suit in New York Supreme Court against Cy Leslie and Pickwick International, Inc., of Long Island City for the unauthorized use of his name and photo in connection with an album release entitled "Spotlight on Lou Monte."

The suit also charges Pickwick with substituting another singer for Monte on all but three cuts in the album. The waxing was released and is being merchandised as a low price album selling at 99 cents.

The singer's manager, George Brown, told Billboard that he and Monte have received complaints from buyers of the album protesting the substitution of singers.

THE HITS ARE ON  
20th CENTURY-FOX RECORDS!

A NATIONAL HIT

BEACH PARTY

by

TEX AND THE CHEX

FOX 411

PLUS

THE  
NO. 1 ALBUM  
OF 1963



**SINGLES REVIEWS**

Continued from page 27

**COUNTRY**

**RENO AND SMILEY**  
 ★★★★★ Lady of Spain (Fox, ASCAP) (2:38)—★★★★ Just About Then (Lois, BMI) (2:51). KING 5772

**JIM KANDY**  
 ★★★★★ Looking Through a Teardrop (Euclid-Tom Cat, BMI) (2:20) — ★★★★★ The Only Girl for Me (Window, BMI) (2:24). KASH 1008

**LOUVIN BROTHERS**  
 ★★★★★ A Message to Your Heart (Pamper, BMI) (2:21)—★★★★ I'm Glad That I'm Not Him (Central Songs, BMI) (2:47). CAPITOL 4999

**PAT ZILL**  
 ★★★★★ The Key Is in the Mail Box (Briarcliff, BMI) (2:19) — ★★★★★ I Couldn't See My Heart Before My Eyes (Pamper, BMI) (2:05). ERA 3108

**WILLIE NELSON**  
 ★★★★★ Take My Word (Pamper, BMI) (1:50)—★★★ Feed It a Mem-

ory (Pamper, BMI) (2:31). LIBERTY 55591

**PATTI LABELLE AND THE BLUE BELLS**  
 ★★★★★ C'Est La Vie (So Goes Life) (Sixty-Six, BMI) (2:25)—★★★ Down the Aisle (Sixty-Six, BMI) (3:30). KING 5777

**REX RINEHART**  
 ★★★★★ In Case of Accident (Cedarwood, BMI) (2:30) — ★★ You Never Called Me Joe Before (Cedarwood, BMI) (2:40). JED 0002

**THE TEXAS PLAINSMEN**  
 ★★★★★ Rolling Stone From Texas (Gaylo, BMI) — ★★ Steel Guitar Waltz (Gaylo, BMI). PLAINSMAN 5228

**INTERNATIONAL**

**LINDBERG SISTERS**  
 ★★★★★ Boy and Pled Piper—★★ Sunshine Cottage. LODESTAR 102

**MUSIC AS WRITTEN**

**PITTSBURGH**

Ritz Lee, a member of the Del Vikings, has waxed a solo stint "Kiss Me" for ABC-Paramount, and leaves to continue his vocal career in Los Angeles on July 15. . . . Belle Barth is being paged to make her Holiday House debut on July 15. . . . Violinist Florian ZaBach is the final attraction at the Horizon Room at the Greater Pittsburgh Airport before the room closes until October 7.

Nick Lomakin, owner of four Pittsburgh record shops, will attend the Music Record Dealers convention in Chicago next month, and will visit Las Vegas, Los Angeles and San Francisco before returning home. . . . Back home from attending record conventions are Nick Cenci of Fenway Records who was in

Miami and Glen Miller, who participated in the Atlantic Records get-together in New York City.

**LEONARD MENDLOWITZ**

**MILWAUKEE**

The fifth annual Wisconsin Music Industry Golf Jamboree will be held Wednesday, September 11, at the Tumblebrook Country Club, Pewaukee, Wis. Plans call for a full day of activities topped by record industry entertainment at the dinner. John Plimpton, Bay Music Center, is chairman of the committee, assisted by Harry Jacobs Jr., United, Inc.; Bob Blie, Decca Records; Bob (Coffeehead) Larson, WEMP; Les Lerche, Morley-Murphy Company and Bob Rippey, Triangle Music.

**BENN OLLMAN**

**CARNEGIE HALL PROGRAM TO HIGH FIDELITY**

NEW YORK—High Fidelity magazine, Billboard's sister publication, will publish the programs for all cultural events taking place in Carnegie Hall in New York starting September of this year. The publication will be a magazine size and type program with a four-color cover of the inside of the hall. It will include program annotations, articles on a wide range of subjects connected with music and the allied arts, picture spreads, and book and record reviews.

Roland Gelatt, editor in chief of High Fidelity, will hold the same post for the program; Leonard Marcus will be managing editor. The full complement of international correspondents of High Fidelity will function as contributors to the program to report on cultural events throughout the world.

One of the regular features will be called "Those Were the Days" and will stress the long history and tradition of the hall.

**Karshner Takes Over Cap Midwest Post**

PITTSBURGH — Rodger Karshner, manager of Capitol Records branch here, exits the post to take over duties as regional promotion manager for the label.

Karshner, who will headquarter in Columbus, will promote the label's LP's and singles there as well as in Cleveland, Pittsburgh and Cincinnati.

**Longhair Music Has Long Reach Into Radio Suburbia**

WASHINGTON — Classical music on radio plays a strong role in reaching homes and women homemakers in non-TV hours, and has an effective reach over entire suburban areas with high income characteristics. These claims for the longhair music on radio are made by WGMS, Washington's "good music" station here, and are based on a market research study conducted by Pulse, Inc., in November, 1962.

Perry S. Ury, general manager of WGMS, says it is clear from the Pulse study that the sales role of the classical music station no longer be limited to institutional product advertising. As a complement to fill out TV advertising, classical music stations have importance to any TV advertisers who wants total market saturation, says Ury, particularly in suburban areas where there is concentration of more educated and higher income audience who are not TV fans.

RKO General Broadcasting's National Sales is sending copies of the Pulse study to major advertising agencies and advertisers. A similar study of heavy radio listening by the higher income, non-TV viewer, with similar findings, was also made by Pulse in San Francisco, at RKO General request, in October, 1962. Washington has highest concentration of professional people, highest percentage of college graduates (26 per cent) of any city in the U. S., double its nearest competitor, San Francisco.

Pulse ratings of radio listen-

ing were criticized heavily during rating probe by Representative Harris' Special Investigations Subcommittee and by Federal Trade Commission, which has Pulse under consent in wake of complaints on inaccuracies and heavy weighting factors in Pulse findings.

**Metromedia Buys KLAC**

WASHINGTON — Sale of KLAC, AM-FM, Los Angeles, to Metromedia, Inc., for \$4,500,000 was okayed by the Federal Communications Commission last week. The FCC granted the switch from Hall Broadcasting Company, Inc., with \$300,000 of the price allotted for the FM facility. Sale includes agreement that Mortimer H. Hall will not operate other radio stations within 50 miles of Los Angeles for 10 years.

Metromedia owns radio stations in Kansas City, Mo.; Cleveland, Philadelphia, and New York City. It also has seven TV outlets, including KTTV-TV, Los Angeles, recently acquired for \$10,300,000.



A SOUTHERN SMASH

**JOHNNY RIVER**

by

**COREY DENVER**

FOX 412

THE NEW STAR OF 1963

**ROBERTA LEAN**

sings

**THANK YOU**

FOX 409

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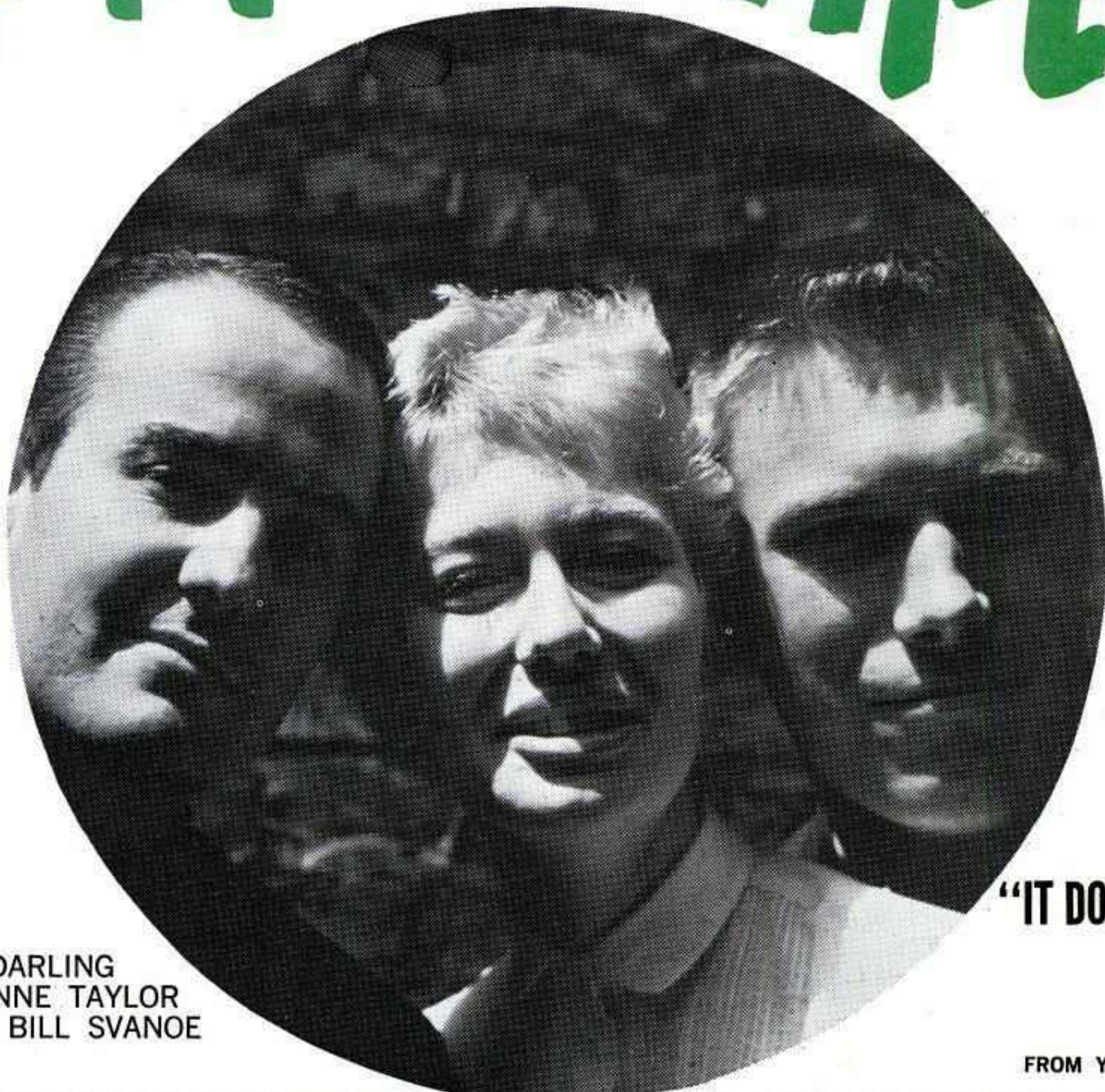


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# Chart Shakeup Puts Elvis 16th

By CHRIS HUTCHINS

LONDON—A points table—which is calculated every six months from the New Musical Express charts—has revealed some astonishing changes during the first six months of 1963 as regards high-selling record artists in Britain.

Elvis Presley—who was still in No. 1 position when the table was last compiled at the end of 1962—drops to 16th place. Columbia's Cliff Richard has a

clear lead of 300 points with his total of 877 but the second half of the year promises special interest in the shape of his nearest rivals—the Beatles (Parlophone) who have only made three singles since being signed to Parlophone last fall.

Columbia's Frank Ifield is placed third—26 points ahead of the same label's the Shadows in fourth position. Remainder of the 10 are No. 5, Jet Harris and Tony Meehan (Decca); No. 6, Gerri and the

Pacemakers (Columbia); No. 7, the Springfields (Philips); No. 8, Billy Fury (Decca); No. 9, Del Shannon (London), and No. 10, Roy Orbison (London).

The results give EMI a monopoly of five places with artists of local origin—both the Beatles and Gerri and the Pacemakers being comparatively new signings by George Martin who leads the wave of Liverpool groups currently being rushed to London for recording purposes.

## Seek New Methods In Brazil

By MAURICIO QUADRIO

RIO DE JANEIRO—While record sales are coming down, the phonograph market is growing and TV sales have been stabilized. Companies that are producing both TV and phonograph units have three months stock of TV sets, while they are four and a half months behind in phono deliveries. Production estimate in 1962 was 150,000 mono sets and 30,000 stereo. Projections for 1963 are 250,000 mono and 80,000 stereo.

Even more interesting figures concern record consumers: 27 per cent female and 73 per cent male; 32 per cent up to 25 years of age.

Estimates are that there has been a 30 to 50 per cent fall in the general market; the record market has fallen 40 to 60 per cent in the last three months. This depressed state of business has been influenced strongly by the credit regulation established recently by the government.

The record industry seems unable to compete with other more powerful industries which are competing with the music market. Dealers prefer to stock refrigerators and air-conditioning sets, which are fast moving items, rather than records. Lack of advertising and promotion does not urge the public to buy records.

There are many here who believe record manufacturers should join together and promote the record as an institutional business. Also big stars must be created. It is also believed a new sales philosophy and new channels of distribution must be developed.

## EMI Price Rise Effects Irish LP

DUBLIN—The increase in disk prices in Britain to offset higher production and management costs may be reflected here shortly, although the last price changes came into effect quite recently. A spokesman for a firm of wholesale distributors said that singles are likely to remain the same price, as they are pressed here generally. But he added that albums, which come from Britain, will probably be increased.

## AUSTRALIA

### Low Price Peril In LP's Cited

By GEORGE HILDER

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

Concern is felt in some quarters of the trade in Melbourne over the dumping of top A-grade products in the album field. Serious drops in sales of A-grade LP's at standard price have been noted by most companies over the past few months, mainly attributable to the release onto the market of big-name current albums at less than half price, following the cessation of one label in this city. Both dealers and companies face a lean time in LP sales until the residue is absorbed by the now price-enlightened record buying public. Could be that permanent damage will result and a large slice of the market won to the low-price product.

Buster Noble off to England. . . . Reg Lindsay, c.&w. artist who has been touring for the past 10 years, is settling down in Sydney to concentrate on radio and television. He would like to hear from c.&w. disk jockeys and record companies in the U. S. His address is 22 Wollie Creek Road, Banksia, N.S.W. . . . Garnet H. Carroll leaves for New York, London and the

### FRENCH TEENS BREAK IT UP

PARIS—Police and civilians were still counting stitches and bumps following a wild riot here by teen-agers Saturday (29). The fracas took place at a pop music show staged by Europe's No. 1 deejay and teen-age magazine publisher Daniel Filipacchi. Leading the bill was Johnny Hallyday, other groups were also slated to perform. The teen-age crowd was placed at over 100,000 mark and the stampeding kids made a shambles of the area around Place de la Nation, turning over automobiles, wrecking newsstands and tearing up pavements, according to reports. The show was geared to celebrate Europe's No. 1 radio coverage of a bike race and the sale of one million copies of the Filipacchi magazine Salut les Copains. The riot started when more than 100,000 teeners filled the area sitting on car roofs, lampposts and balconies and the police tried to keep order.



**MUSIC IS GOLDEN:** Peter Thomas (left), composer of the score for "Fog Over Templehof," was honored with the Golden Film Band, top honor of the German film industry, for the second time with this film, having previously won in 1960 for "Escape From Berlin." With Thomas are other winners for the same film, Willy Tremper, producer-director.

Far East July 20 on a shopping tour for new musicals. He has announced that his company has acquired Rodgers and Hammerstein's "Carousel." ARC will release the Broadway-cast album of "Carousel" August 1. RCA introduced another low-priced album label on the market early in July. It is the Victrola label, which will concentrate on classical music.

The Federation of Broadcasting Stations have banned the Riverside album, "The Establishment," released by Philips Records. . . . Col Joye, Festival artist, has rejected a U. S. offer for night club and hotel appearances. . . . Festival Records rush releasing a single, featuring Japan's top femme vocalist Peggy Hyama singing an Australian folk song "Click Go the Shears," coupled with "O My Papa," sung in Japanese. Tapes are from the King Record Company, Japan.

ARC will release the second single by Sydney's instrumental group the Atlantics entitled "Bomora," a local composition by Peter Hood. . . . Norman Whiteley, Belinda's chief, is expected back at his desk shortly after a serious illness.

William Smith, managing director of the Australian Record Company on an extended overseas tour, plans to be away approximately six weeks, during which time he will visit Columbia Records headquarters in New York, and will attend their National Sales Convention being held at the Americana Hotel, Puerto Rico. Smith will also

## International NEWS REPORTS

# Berlin Film Festival Showcases Tracks

By SAM'L STEINMAN

BERLIN—Film composer Georges Auric, whose sound tracks have appeared with both American and French films, conducted a forum on "The Origin and Use of Film Music" at Congresshalle during the Berlin Film Festival. The latest emphasis on the importance of this music has become evident.

United Artists is planning to bring out a disk which features the spiritual "Amen" and several German religious hymns which are heard in "Lilies in the Field," which had its world premiere here.

Opening event of the Festival was Germany's "Delay in Marienborn" with score by Peter Thomas, musical director for Philips of Germany, who hopes to put his 12-tone score sound track on disk. If this is done it will be the first time a German score has been placed on a record. All such records available in Germany up to now have come from American, English and French films. Nathan Gross, author and star of "The Cellar," Israeli entry here, also composed the score which goes with the film. It will be issued in the country of origin.

Among recording artists from various lands who have made personal appearances here are Charles Aznavour, Petula Clark and Eddie Constantine. While they are French, English and American, respectively, their greatest successes have all been in France, whence they have become internationally known. Roberto Nicolosi has composed the score of "The Reunion," the Italian entry which world premiered here, and it will shortly make its debut on a CAM disk, a label which devotes most of its activity to motion picture sound tracks.

In several instances special credits were given to several record companies for the use of disks to accompany films, a development which is coming into popular use in many European countries. Examples here have been with Brazil's "Garrincha, Joy of the People," Argentina's "The Garden on the Roof" and France's "The Immortal Woman." In the last case no credits were given individual

visit Mexico City, England and Canada.

Ron Wills, a.&r. manager for EMI, has just completed the production of the first locally produced two-record album, featuring Aussie folk singer, Lionel Long. Sydney's first Gospel Club opened, called the Troubadour Club. The opening floorshow featured Brother John Sellers.

records but to three labels which included Boite de Musique, La Voix du Maitre and Odeon.

An American short, "On the Sound," made by Fred Baker with score by Gigi Gryce, was devoted to jazz. Piero Piccioni's score for Italy's "The Devil" also relied largely on jazz, while Finnish jazz recordings furnished backgrounds for Finland's "Open Door," which also carried original string quartet music by Usko Merilainin.

## World Notes

Distributor of the Larry Douglas disk "Common Market" in Holland is Artone Records. The same writer has two new ones on Ronnes Record by Pille Georges "Rock-a-Bossa (in Milano)" and "Marche Commun." . . . "Puff the Magic Dragon," by Peter, Paul and Mary on Warner Bros. has been banned in Switzerland. Seems "Puff" in German means brothel or bordello. The record, however, has been most successfully exploited through Musikvertrieb, exclusive distributor for Seeburg, and has drawn great play in the Alpine land through this heightened juke box play.

## BELGIUM

### Sales Slow, But A Couple Score

By JAN TORFS

Stuivenbergvaart, 37, Mechelen

Record business is still slow and it is possible that this situation will not change within the new few weeks. Records being sold now are the same as those sold a month ago. Only exceptions are "Take These Chains From My Heart," by Ray Charles on ABC-Paramount, and "Falling," by Roy Orbison on London.

Inelco brought a new single of Elvis Presley on the market: "Girls, Girls, Girls," the title song from the same picture. . . . New singles by Ray Conniff and Patti Page and a Robert Goulet stereo album, "Annie Get Your Gun" with co-singer Doris Day were released. . . . Gramophone released a new single by Conny. "Sukiyaki" was recorded in Belgium almost a year ago. In August, 1962, Ray Franky made a Flemish version of this song under the title "Kleine Geisha Boy."

Jenny Rimini, now 16 years old, makes her comeback on the Philips label with two Flemish

# TRINI LOPEZ IS HAPPENING IN NEWARK!!!

Back with Jerry Winston at Wendy Dist. re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single

reprise



versions of well-known best sellers, a translation of Sheila's "L'ecole est finie" and the Flemish version of Brook Benton's "Hotel Happiness." . . . Jacques Raymond recorded his second disk for the Philips label, a Flemish version of French original "Au coeur du silence" by Lucky Blondo, and an adaptation of Nana Mouskouri's "A force de prier." . . . Mercury released Lesley Gore's "It's My Party."

**BRITAIN**

**Barry Exits EMI To Light Ember's**

By CHRIS HUTCHINS  
News Editor,  
New Musical Express

The latest and most sensational move between disk companies is that of John Barry, who has left EMI to become first official recording manager for independent Ember firm owned by Jeff Kruger. Barry was signed to EMI five years ago as an artist. Leading the John Barry Seven, he scored instrumental hits with "Walk Don't Run" and "Hit and Miss" which is the signature tune of BBC-TV's "Juke Box Jury." More recently he was in the charts with his Seven and orchestra's recording of the "James Bond Theme" from "Dr. No," but Barry himself stepped out of the Seven for personal appearances to concentrate on scoring and musical direction. He was responsible for the backings on all Adam Faith's early hits. To Ember he takes his Seven, the Billy Cotton (show) band and jazz singer Annie Ross, and albums are expected shortly

from all three. Several more artists will probably go to Barry, giving Kruger the established talent he has been seeking for American issues being arranged in New York by songwriter Buddy Kaye.

All five major disk firms—EMI, Decca, Philips, Pye and Oriole—confirmed increases in their record prices with an agreed level price for singles of a third of a pound sterling (six shillings and eightpence, or 73 cents) representing a five-penny jump. . . . The Allison's, Fontano duo which soared to international success when they were runners-up in the 1961 Eurovision Song Contest with their own composition "Are You Sure," have disbanded through lack of bookings. They made almost \$40,000 in composers' and artists' royalties from the Gold Disk-winning "Are You Sure." . . . Pending a new agreement on them with Screen Gems, AR-TV has indefinitely delayed screening of the "Mahalia Jackson Sings" programs. . . . Tom Boyd is scripting and scoring "Tom Sawyer" musical in which Adam Faith will star here later this year.

**Record Business**

Philips has launched a huge advertising campaign for its double albums which sell at 35s. 9d. (\$4.70). Newspaper space taken includes a full page in the Daily Mirror. New issue double-album around which the campaign is centered features 24 tracks recorded by Shirley Bassey when she was with the company; others include Frank Sinatra, Ray Conniff and Johnny Mathis. Decca will supply 'spare' plain sleeves to dealers ordering their multi-record opera sets in anticipation of a demand for odd platters from the boxed sets. . . . On the grounds that it is "a distortion of a major

classical work" the BBC has banned a new record by the Cougars, "Red Square." It is based on a theme from Tchaikovsky's First Piano Concerto.

**Publisher Business**

Noel Rogers, of Dominion Music, is handling United Artists' theme of their film company's picture "The Great Escape" which Elmer Bernstein penned. So far it has been waxed by John Leyton (who sings it over the film credits), Mitch Miller (CBS) and the Kirby Stone Four (Warner Bros.) but Rogers is also dealing with intense European interest in the march.

**CANADA**

**White Succeeds Hains at Capitol**

By DEAN WALKER  
57 Yorkminster Road,  
Willowdale, Ontario

Paul White succeeds S. B. (Whitey) Hains as manager of national sales promotion and advertising at Capitol Records of Canada. Hains went to BMI Canada.

Frank Sinatra Jr., the Tommy Dorsey band led by Sam Donahue, Ziggy Helman, Helen Forrest and the Pied Pipers showcased in concert at Maple Leaf Gardens, Toronto, July 9. . . . Monarch Master Manufacturing turns out a Vancouver-designed record vending machine that holds 30 copies each of 100 EP titles.

A mail-order ad for a party LP landed the publisher and advertising manager of Confidential Flash, a sensationalist weekly, in court on obscenity charges.



**NEW GOLD:** J. Kirsch, director of EMI Belgium, presents new gold disk to Adamo, young Belgian singing star, to mark sales of 100,000 in his home land and Luxembourg of "Sans toi mamie." Kirsch left for London for meetings with top EMI brass soon after presentation.

"Hot Pepper" was advertised as "sexiest of all party records," available for \$5 from a New York address. The company was fined \$500; the ad manager \$300. Confidential Flash distributes 20,000 copies weekly in Canada, 120,000 in the U. S. . . . Six Canadian singers or groups will compete in a two-hours-on-four-hours-off endurance test to be staged here soon as a promotion by a shopping plaza. Winners to receive a recording session with Kapp Records. And they'll be paid scale during the Folkathon.

Venus has a new humor LP out. It's Mary Peate's "If You Lived Here You Would Be Home by Now." . . . Fred Edge's Discus label will record Buck Clayton performing at the Colonial Tavern, Toronto, third week in July. It'll be released in stereo and monaural as "Buck Clayton's Canadian Capers."

**EIRE**

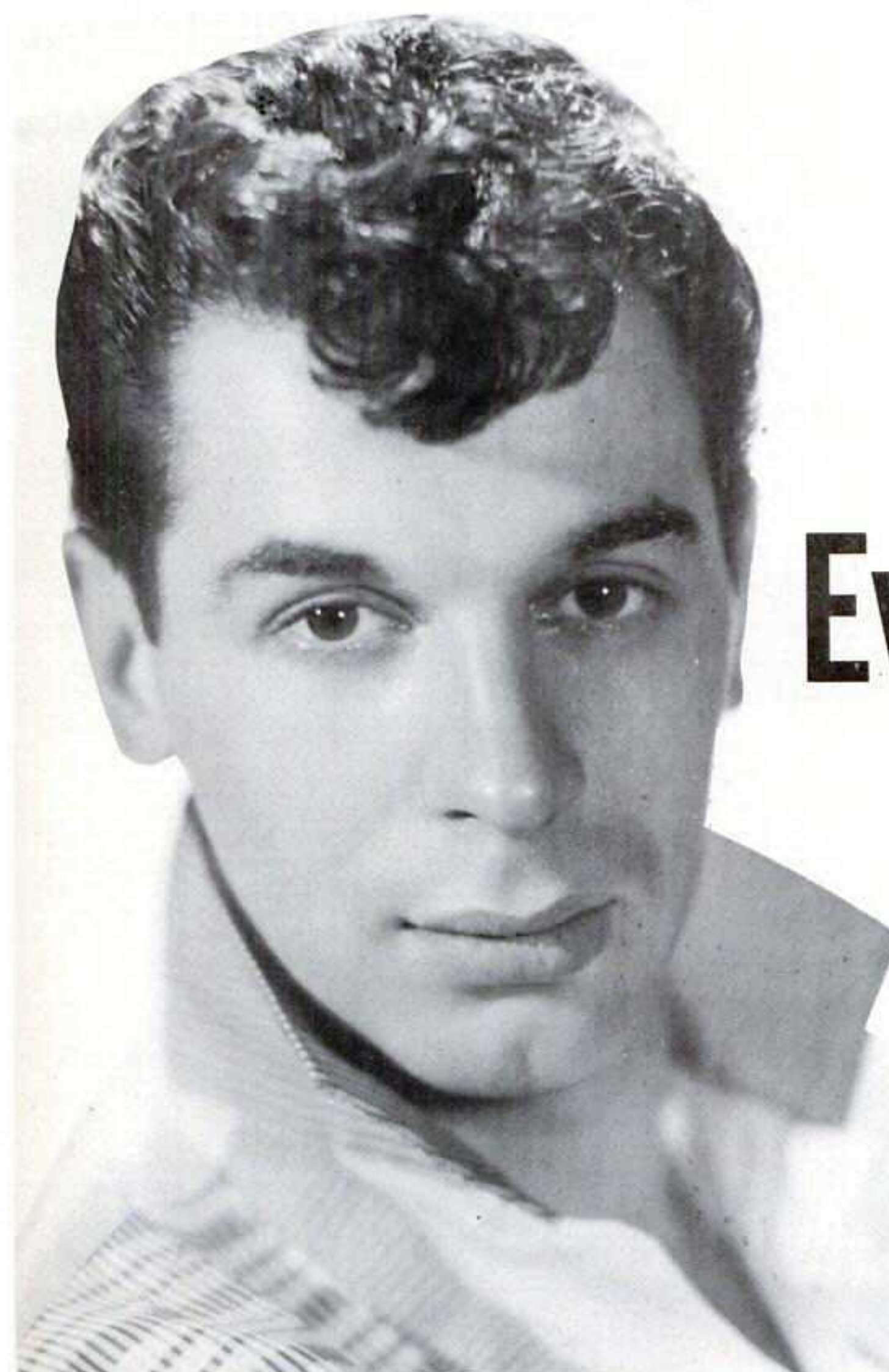
**Bachelors May Tour the States**

By KEN STEWART  
Irish Times, Ltd., Dublin

The Bachelors may tour the U. S. soon. Disk plans include several albums to be cut for Decca before the end of the year. Their new single, "Faraway Places," is getting good radio exposure and could reach the chart.

Ember issued the first batch in a series of country music disks, including titles by Ernest Tubb and George Jones.

The Dixielanders, a Cork band, signed a contract with



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by the #1 and only

**Freddie Cannon**

as he sings out

**Everybody Monkey**

S-4149

MR. EXCITEMENT really brings this one home  
there is no substitute

**EVERYBODY MONKEY**



Corner  
8th & Fitzwater Sts.  
Phila., Pa.

Vocalion Records (distributed here by Irish Records Factors, Ltd.), which calls for six singles a year, beginning with "Cyclone." . . . The Springfields, Danny Williams, Roy Orbison and Bob Luman will make Irish tours in the next few months. Marty Robbins is expected in the autumn.

been written by Leonard Bernstein.

Two new groups will participate at the Antibes Jazz Festival: the Country Blues of Pete Deuchard and Beryl Bryden (Great Britain), and the Ege Thelin Quintet (Sweden). Other groups from Belgium, Italy, Norway and Yugoslavia will be signed up very shortly.

For the next album of his "Word and Jazz" series, Joachim E. Berendt tapes music by Johnny Griffin, words by Peter Ruhmkorf. . . . The U. S. Vee Jay label is released in Germany by Philips. After the Gotham label went to Vee Jay, 500 albums of spirituals and gospels will be available in Germany. . . . Nana Mouskouri has been invited by Harry Belafonte to guest star in a Belafonte tour of the States. . . . "Rex Gildo—West Germany's Favorite Young Singer-Actor"—that's the title of an album recorded by Electrola in Cologne for the States featuring a dozen of Gildo's top hits in Germany. . . . Neal Hefti and Russ Garcia will arrange U. S. music for the Max Greger big band of the second German TV network. . . . Duke Ellington and his ork toured U. S. army bases in Bavaria. . . . The West Berlin Spree City Stompers tour England. . . . Hans Clarin, German voice for Edward (Kookie) Byrnes, recorded two numbers for the Vogue label "77 Little Girls" b-w. "Mademoiselle."

The Ariola label recorded two albums featuring Cedric Dumont and his ork. . . . Dumont visited Cologne, Guetersloh and Hamburg to meet Rudi Von Der Dovenmuehle of Minerva Music, Eberhard Von Berswordt of Ariola Records, and publishers Ralph Arnie and Alfred K. Schacht.

Hans Georg Ehmke started the "Ariola World Import" two

years ago. From July on Ehmke will be boss of the export division at the Ariola Sonopress firm. One of the most important of Ehmke's jobs was to bring the Reprise label to Germany. . . . Horst Reiss and Hans Schmitz started the new label Ukela Record in Bruhl near Cologne. . . . The old German Kristall label is on the market again with a program of hit tunes, dance music, brass and variety music.

Mann," sung by Gitta on Electrola, the winner from the German Song Festival June 15 at Baden-Baden. . . . The Andy Williams song "Can't Get Used to Losing You" (CBS) was just released in a German version on Telefunken with Kai Markus, German lyrics by Hans Bradtke. The next Andy Williams song, "Hopeless," is supposed to be recorded by himself in German. . . . Bobby Darin just recorded a German version of "18 Yellow Roses." The German coach Otto Demler of Electrola especially went to New York for the session. . . . Hal Fein, from Roosevelt Music, New York, visited Hamburg for talks with Bert Kaempfert. . . . Philips is releasing a limited edition anthology of the European music festivals 1963 on LP.

Philips Ton prexy Hans Schrade and impresario Lars Schmidt discussed the recording rights for the Berlin musical "Annie Get Your Gun," which in autumn 1963 will be played at Theater des Westens in West Berlin. . . . Glyn Taylor, Southern Music manager in Johannesburg, South Africa, visited Hamburg for talks with Theodor Seeger at Peer Music about titles of German composers for South Africa. . . . Freddy Quinn, the most successful German singer, will on July 18 receive his seventh Golden Record for about one million singles of "Junge, komm bald wieder" on Polydor, music by Lotar Olias, lyrics by Guenther Loose.

## FRANCE

### French Teeners Favor Guitar

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

More than ever, the electric guitar is the favorite instrument of France's youth. Teen-age groups are signed up almost every week. Latest to be marketed are: the Players (Polydor), the Skyrockets (Ducretet Thomson), the 4 Kiwis (Pathe), the Sunlights (Decca), the Renegards (Gene Norman), and the Blackbirds (Barclay).

William Paley, chairman of the board of CBS, together with Goddard Lieberson, president of Columbia Records, were in Paris on a short tour to inspect progress in the CBS local set-up. Lieberson arrived on a round trip from London where he supervised recording of "On the Town," for which music has

## GERMANY

### U.N. Tips Cap To 'Festival' LP

By JIMMY JUNGEMANN  
102 Ismaninger Street,  
Munich 27

Philips received a special letter from the High Commissioner for Refugees at the UNO praising the fact that the "All Star Festival" sold 200,000 albums in Germany, being the first in the world, followed by Sweden with 180,000. Within three months one million albums of the "All Star Festival" have been sold all over the world.

The UNO High Commissioner will honor the efforts of Nana Mouskouri, Edith Piaf and Maurice Chevalier to promote the "All Star Festival" album with golden records for these stars in a ceremony to be held in Paris.



# joday RECORDS . . . a brand new label presents JOE BURTON at the piano with an easy listening LP.

### SIDE 1

- THERE'S NO YOU . . . *soft and easy listening*
- WISE MAN . . . *catchy, pulsating beat*
- I'M GLAD THERE'S YOU . . . *smooth, with great change of pace*
- I'M IN A DANCING MOOD . . . *music to sip by. Real mellow.*

### SIDE 2

- THE BEST THING FOR YOU IS ME . . . *a delightful trip through the keyboard*
- THE WIND AND THE RAIN IN HER HAIR . . . *a punctuating styling you'll listen to again and again*
- THERE'LL NEVER BE ANOTHER YOU . . . *the magic "Burton touch" makes this one extra special*

ORDER JD-1000

PLUS

A "New Orleans" style modern jazz single that captures the flavor of the town where Joe Burton spent the past five years playing music people wanted to hear.

## "ST. LOUIS BLUES" b/w "BOURBON STREET"

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| Boston, Massachusetts<br>Dumont Record Distributors | Cleveland, Ohio<br>Great Lakes Distributors             | Great Falls, Montana<br>Music Service Company                | Milwaukee, Wisconsin<br>John O'Brien Distributors      | New York, New York<br>Beta Record Distributors          | San Francisco, California<br>C & C Record Distributors |
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**HUNGARY**

**Rome TV Will Air Jazz Meet**

By PAUL GYONGY  
Derek Utca 6, Budapest

The fourth Jazz Festival in Yugoslavian Spa of Bled, held by the Association of Yugoslavian jazz musicians, the Ljubljana radio and television network and the Yugoslavian Tourist Office was a personal triumph for the Budapest Jazz Trio of **Jeno Balogh**, piano; **Aladar Pege**, bass, and **Gyula Kovacs** on drums. **Kornel Kertesz**, leader of the 1,000-member Budapest Jazz Club and himself a very fine progressive pianist, told of the attendance of jazz ensembles from Belgrade, Sarajevo, Zagreb, Ljubljana, Graz (Austria), Warsaw, Milan, Munich, Dusseldorf, Prague and Budapest. Small combo and big band sounds were heard. Rome Television decided on the spot to present the best East European jazz ensembles, the Budapest Jazz Trio getting its spot in October. The Budapest Jazz Club will try to arrange a similar jamboree in August.

Dr. **Rudolf Missim**, chief of ASCAP's foreign and serious music department, spent three days in Budapest and had talks with the Hungarian Performing Right State Agency. They came to an agreement to represent each other's interests but this agreement needs the consent of the Hungarian Ministry for Culture and Education. Dr. Nissim arrived here after his talks with French, British, West German and Swiss performing right societies. Before returning to the U. S. A. he will visit the Czechoslovakian and Italian societies.

**NORWAY**

**Meyer Returns From Disk Meet**

By ESPEN ERIKSEN  
C/o Verdens Gang, Norway

**Eilif Meyer**, managing director of A/S Nera's grammophone department in Norway, handling

RCA and Telefunken here, returned from Spain, where he had been attending this year's meeting in the Council of the International Federation of the Phonographic Industry. The meeting was held just outside Barcelona. Meyer is the chairman of the Norwegian group. Delegates from all Western European countries were present at the meeting, which took place from June 10-13. Also representatives from Israel and the South African Union took part in the conference.

The Council does not deal with grammophone business, rather legal, business and political questions, and the branch's interests on a legal level. Among the questions discussed this year were the Rome convention. Between 20 and 30 participants were present. The president of the Council is now Dr. **Werner Betcke** of DGG. **Stephen Stewart**, London, is the director general of the Council. Next Council meeting will take place in May or June next year in Great Britain.

RCA in Norway introduced a series of 10 EP records of Norwegian folk music, including the sounds of the Norwegian Hardanger fiddle and other typical instruments.



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By AZARIA RAPOPORT  
73, Ahad Haam St., Tel Aviv

Subscription tickets and tickets for separate concerts of **The Israel Festival** is in full swing in all major cities of Israel. Prominent among the stars of this drama and music festival are such names as **Agnes Moorehead**, American theater and film actress, and **Rosalyn Tureck**, pianist, first of the stars to appear after the opening gala concerts by the Israel Philharmonic Orchestra and three choirs on July 16 in Jerusalem.

Before the end of this Festival on August 12 **Sir William Walton**, the **Israel National Opera**, **Isaac Stern**, **Leonard Rose** and **Eugene Istomin** will give concerts, and the **New York Pro Musica** under **Noah Greenberg** will give five concerts.

**William Steinberg**, with soloists **Hilde Zadek**, **Joy Clements**, **Jan Peerce**, **Paul Ukena**, **Dezso Ernster**, **Howard Fried**, **Mordechai Ben Shahar** and narrator **Azaria Rapoport** will be featured in a performance of "Fidelio."

**Robert Stolz** conducted another series of "Evenings of Vienna" at the Israel Philharmonic in Tel Aviv, Jerusalem and Haifa to sell-out halls.

**DEL SHANNON'S**

Chart Single

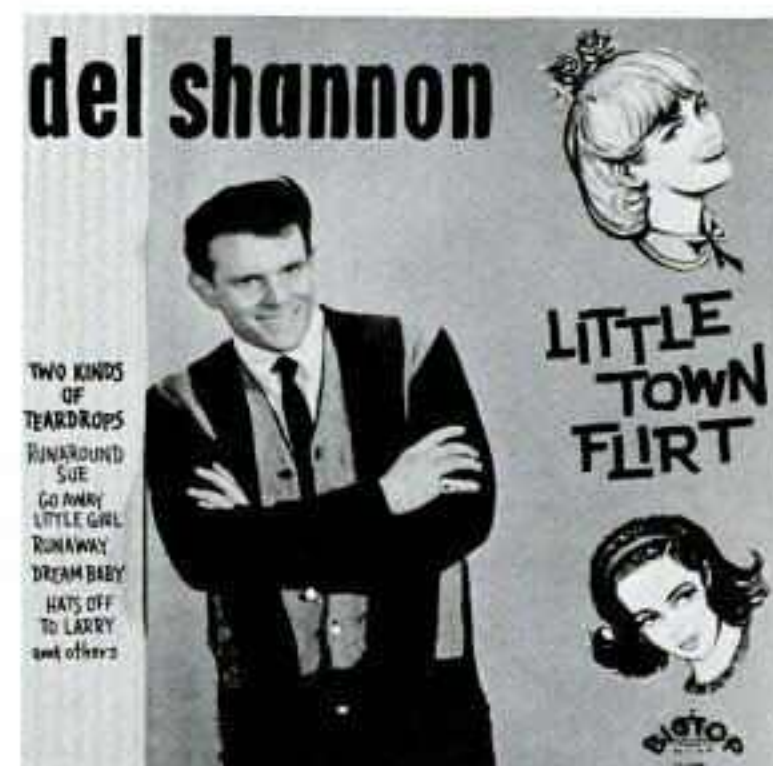
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Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

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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.

**PUERTO RICO**

## March of Big Bands Fills Air

By ANTONIO CONTRERAS  
26 Gertrudis St., Santurce

Tito Puente (Tico-Roulette) with his big orchestra and female vocalist Guille, are in Puerto Rico for an extended tour. They will do television, one-night stands and public dances. Their visit coincides with the 1963 Carnival that extends from June 16 to June 25.

Puente recorded an album for Tico, "Tito Puente in Puerto Rico," during a previous visit here, which is selling well.

Tito Rodriguez (United Artists) visits Puerto Rico for a second year in succession. Rodriguez is another Puerto Rican-born big-name star and great record seller. He will also do television, theater shows and one-night stands. Tito Rodriguez also has an album, "Tito Rodriguez Back Home in Puerto Rico," for United Artists. . . . Pachin (Seeco) Spanish child singing star, visited Puerto Rico for the first time. This nine-year-old trouser has taken the Puerto Rican public by storm. Parents and small-fry are crowding his shows at local movie

houses. He is also doing television and one-night stands. A movie based on the "Pachin in Puerto Rico" theme is in the works and to be filmed here. . . . Seeco Records, New York, rushed release of a cute single, "Pachanga del Colegio" (School Pachanga), by boy-wonder Pachin and is doing very well sales-wise. An LP is in the works by Seeco. . . . Puente, Rodriguez and Pachin are all under the managerial banner of Empresas Chiroldes, Puerto Rico's leading booking agents.

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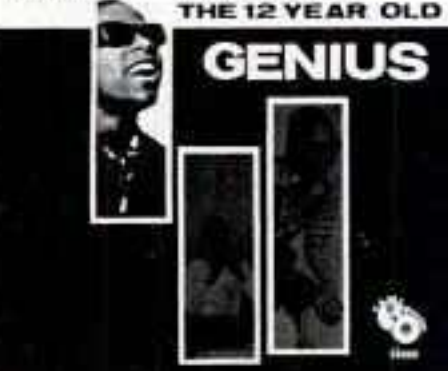
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# TODAY'S TOP TUNES

## HONOR ROLL OF HITS

TRADE MARK REG.

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

| FOR WEEK ENDING JULY 13 |           |                                      |  |                |
|-------------------------|-----------|--------------------------------------|--|----------------|
| This Week               | Last Week | Tune                                 | Composer-Publisher   | Weeks on Chart |
| 1                       | 2         | EASIER SAID THAN DONE                | By Linton-Huff—Published by Nom (BMI)                            | 4              |
| 2                       | 7         | SURF CITY                            | By Berry-Wilson—Published by Screen Gems-Columbia (BMI)          | 4              |
| 3                       | 9         | TIE ME KANGAROO DOWN, SPORT          | By Harris—Published by Beechwood (BMI)                           | 4              |
| 4                       | 1         | SUKIYAKI                             | By Ei-Nakamura—Published by Beechwood (BMI)                      | 8              |
| 5                       | 10        | SO MUCH IN LOVE                      | By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)      | 3              |
| 6                       | 6         | ONE FINE DAY                         | By King-Goffin—Published by Screen Gems-Columbia (BMI)           | 5              |
| 7                       | 3         | BLUE ON BLUE                         | By David-Bacharach—Published by Famous (ASCAP)                   | 7              |
| 8                       | 8         | MEMPHIS                              | By Berry—Published by Arc (BMI)                                  | 4              |
| 9                       | 4         | IT'S MY PARTY                        | By Wiener-Gluck-Gold—Published by Arch (ASCAP)                   | 9              |
| 10                      | 5         | HELLO STRANGER                       | By Lewis—Published by McLaughlin (BMI)                           | 7              |
| 11                      | 18        | WIPE OUT                             | By Surfari—Published by Miraleste-Robin Hood (BMI)               | 2              |
| 12                      | 21        | FINGERTIPS (Part II)                 | By Paul-Cosby—Published by Jobete (BMI)                          | 2              |
| 13                      | 14        | PRIDE AND JOY                        | By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)            | 3              |
| 14                      | 22        | NOT ME                               | By Anderson-Guida—Published by Rock Masters (BMI)                | 2              |
| 15                      | 15        | ON TOP OF SPAGHETTI                  | By Glazer—Published by Songs (ASCAP)                             | 4              |
| 16                      | 23        | HARRY THE HAIRY APE                  | By Stevens—Published by Lowery (BMI)                             | 2              |
| 17                      | —         | (You're the) DEVIL IN DISGUISE       | By Giant-Baum-Kaye—Published by Presley (BMI)                    | 1              |
| 18                      | 13        | THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER | By Tobias-Carste—Published by Comet (ASCAP)                      | 8              |
| 19                      | 29        | JUST ONE LOOK                        | By Carroll-Payne—Published by Premier (BMI)                      | 2              |
| 20                      | 11        | YOU CAN'T SIT DOWN                   | By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)    | 9              |
| 21                      | 26        | FALLING                              | By Orbison—Published by Acuff-Rose (BMI)                         | 2              |
| 22                      | 12        | DA DOO RON RON                       | By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI) | 9              |
| 23                      | 27        | RING OF FIRE                         | By Carter-Kilgore—Published by Painted Desert (BMI)              | 2              |
| 24                      | 17        | MY SUMMER LOVE                       | By Hilliard-Garson—Published by Rosewood (ASCAP)                 | 4              |
| 25                      | —         | NO ONE                               | By Pomus-Shuman—Published by Hill & Range (BMI)                  | 1              |
| 26                      | 16        | STILL                                | By Anderson—Published by Moss Rose (BMI)                         | 10             |
| 27                      | 24        | STRING ALONG                         | By Duncan-Doyle—Published by Blue Grass (BMI)                    | 5              |
| 28                      | —         | DETROIT CITY                         | By Dill-Tillis—Published by Cedarwood (BMI)                      | 1              |
| 29                      | —         | HOPELESS                             | By Pomus-Jeffreys—Published by Brenner (BMI)                     | 1              |
| 30                      | 28        | FIRST QUARREL                        | By Smith-McDuff-Couch—Published by LeBill-Marbill (BMI)          | 3              |

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### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. EASIER SAID THAN DONE—Essex, Roulette 4494.
2. SURF CITY — Jan & Dean, Liberty 55580.
3. TIE ME KANGAROO DOWN, SPORT—Pat Boone, Dot 16494; Rolf Harris, Epic 9596.
4. SUKIYAKI — Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010.
5. SO MUCH IN LOVE — Tymes, Parkway 781.
6. ONE FINE DAY — Chiffons, Laurie 3179.
7. BLUE ON BLUE—Bobby Vinton, Epic 9593.
8. MEMPHIS — Lonnie Mack, Fraternity 906.
9. IT'S MY PARTY—Lesley Gore, Mercury 72119.
10. HELLO STRANGER — Barbara Lewis, Atlantic 2184.
11. WIPE OUT — Surfari, Dot 16479.
12. FINGERTIPS (Part II)—Little Stevie Wonder, Tamla 54080.
13. PRIDE AND JOY — Marvin Gaye, Tamla 54079.
14. NOT ME—Gary (U. S.) Bonds, LeGrand 1005; Ortons, Cameo 257.
15. ON TOP OF SPAGHETTI — Tom Glazer & the Children's Chorus, Kapp 526.
16. HARRY THE HAIRY APE—Ray Stevens, Mercury 72125.
17. (You're the) DEVIL IN DISGUISE—Elvis Presley, RCA Victor 8188.
18. THOSE LAZY - HAZY - CRAZY DAYS OF SUMMER—Nat King Cole, Capitol 4965.
19. JUST ONE LOOK—Doris Troy, Atlantic 2188.
20. YOU CAN'T SIT DOWN — Dovells, Parkway 867.
21. FALLING—Roy Orbison, Monument 815.
22. DA DOO RON RON—Crystals, Philles 112.
23. RING OF FIRE—Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
24. MY SUMMER LOVE—Ruby & the Romantics, Kapp 525.
25. NO ONE—Ray Charles, ABC-Paramount 10453.
26. STILL — Bill Anderson, Decca 31458.
27. STRING ALONG — Rick Nelson, Decca 31495.
28. DETROIT CITY—Bobby Bare, RCA Victor 8183.
29. HOPELESS — Andy Williams, Columbia 42784.
30. FIRST QUARREL — Paul & Paula, Philips 40114.



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# Seashore Show Proves Teen TV Dances Alive & Kicking

By GIL FAGGEN

NEW YORK—The television dance shows are far from dead ... in fact there is a strong likelihood there may be more coming on around the country once Dick Clark's net "American Bandstand" goes once-a-week starting next month.

In March of 1958 Billboard reported more than 100 local bandstand-type shows on the air with 10 being added each year. Five years later, though the total is far lower, teen dance shows are still being launched. A few of the new ones are on WHEC-TV (Rochester) with Jack Friel (actually a comeback); "Teen Dance-O-Rama" WLW-C (Columbus, O.) and "Studio City Bandstand" WABI-TV (Bangor, Me.) emceed by Jim Winters.

Typical of the oncoming shows is "Summer Time on the Pier" aired by WRCV-TV (Philadelphia) from Atlantic City's Steel Pier Marine Ballroom Saturday and Sunday 1 to 3 p.m. during the summer.

## 'Stone-Age Clark'

Ed Hurst, the show's host since its beginning four seasons ago, is one of the pioneers of the teen-age dance participation show. (Hurst refers to himself as "The Stone-Age Dick Clark.") Ed, with his former sidekick Joe Grady, co-hosted the "950 Club" on WPEN radio (Philadelphia)—a radio show which invited teen-agers to dance in the studio to on-the-air records. That program had an 11-year run as Philadelphia's top record show.

Hurst and Grady conducted several variety shows on the order of Clark's now defunct Saturday night ABC-TV net stanza on Channel 3 in Philly from 1952 to 1955.

Though it was a humid 80 degrees in Atlantic City last Saturday (June 29) more than 300 teen-agers performed their dance rituals under the added heat of the kleig lights on "Summertime on the Pier."

Sharing the hosting chores with Ed is pretty Micki Marlo, a former recording artist and once a regular on Steve Allen's late night show, and "Charge Account" on NBC-TV with Jan Murray. (Micki, incidentally, was a former "950 Clubber.")

## Bang-Bang Format

Hurst and Marlo got their guests and special features on and off quickly. Producer-director Lew Barlow works with a 15-man WRCV-TV crew. Barlow, radio-TV director at the University of Pennsylvania's Annenberg School of Communications, fell off the stage just before the show's debut June 22 and broke his foot. Barlow directed (he does his own camera switching) the opener without a hitch while his left foot swelled to three times its usual size. (Now when Barlow stamps his casted foot on set the crew really listens!)

Besides lip-synching record artists such as Peggy March,

(Continued on page 40)



ED HURST AND MICKI MARLO, co-hosts of WRCV-TV's teen-age dance-variety show, pose on Atlantic City's Steel Pier with area record promotion director "Fleas" Funfer.

## STATIONS HAIL THE 4TH WITH SPECIAL FIREWORKS

NEW YORK—Independence Day was given special treatment this year by many of the nation's radio outlets with special programming and safety campaigns hitting the air.

KQV, the ABC-owned station in Pittsburgh, observed the nation's 187th birthday with a 24-hour tribute that traced in words and music the nation's history as far back as 1776. Featured throughout the day and night were patriotic poetry readings by Carl Sandburg, MacArthur's farewell speech at West Point and a recording of the World War I standard "Over There" as sung by Enrico Caruso.

The station also aired specially recorded safety pitched from the

governors of Pennsylvania, New York, Ohio, West Virginia, and Maryland.

The station's program director is Jerry Spinn. Production-music director is Neil McIntyre.

WIBG, Storer Broadcasting in Philadelphia, designated the period from July 1 through 4 as "Freedom Week" airing ceremonies and events from Philadelphia's historic locations.

WINS, New York's Group W (Westinghouse Broadcasting Company) station, scheduled a 10-hour salute to the Coast Guard on July 4 by joining them in act at Rockaway Beach and Floyd Bennett Field. Lew Fisher and Paul Parker fed WINS listeners live reports from ships, planes and helicopters.

## EDITORIAL

### Heat's Got Somebody

In the wake of sizzling summer temperatures, a transistor tempest got loose.

The awesome and profound New York Times editorial page cleared its throat mightily and blasted not only the transistor radio but "the sight of the person who lovingly carries it, usually walking about open-mouthed and/or glassy-eyed."

No doubt the critics of blaring transistor radios have a point. We hear (or maybe it was something in the humid air) that the NAB is considering a code of ethics for transistor radio users and that radio stations are going to promote a "Use Your Earphone Attachment Week."

In fact, broadcasters and transistor lovers in the New York City area—as well as around the nation—stand united in sympathy with The Time's editorial writer when he typed out: "Transistor radios, especially in outdoor weather, are a blight on the landscape and to the eardrums."

After all, it was 98 degrees in New York the other day and somebody had to be affected by it.

## Radio-TV PROGRAMMING

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

## programming newsletter

By BILL GAVIN •

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

"HOW CAN I GET A JOB AS A DISK JOCKEY?" It never ceases to amaze me how many letters ask that question. Quite a few such inquiries come from members of the Armed Forces Radio Service. Apparently they like what they're doing and want to continue this friendly association with records, turntables and microphones in civilian life. This week's Newsletter is directed to these—and other—aspiring young DJ candidates.

Why do you want to be a disk jockey? Ask yourself, and be sure that the answers check with the facts. Let's look at some of the answers:

"DISK JOCKEYS MAKE BIG MONEY." Two or three big names are said to make over \$70,000 a year. Another 200 or so DJ jobs pay upward of \$15,000 a year. However, the big majority of DJ's in the U. S.—several thousand of them—earn less than \$7,500 a year. You might be surprised to learn how many of this number take home less than \$100 a week. (These are my personal estimates and are not based on income tax statistics.) The chances are about 10 to 1 against your ever making more than \$10,000 per year as a disk jockey. That means that you have to be better than 90 per cent of all the disk jockeys in the country in order to make important money.

"THE HOURS ARE GREAT!" Three or four hours a day, six days a week, sounds like a breeze. The facts are that most disk jockeys in the country have no union protection on hours or working conditions. Many of them are assigned other duties, sometimes including—so help me!—janitorial work. It's common in smaller towns for DJ's to double as salesmen. While this may sound like a fine opportunity to increase income through sales commissions, all too often it means a 12-hour day and a total take home pay that averages little better than a dollar an hour.

"DISK JOCKEYS ARE LOOKED UP TO AS PRETTY IMPORTANT PEOPLE." If your record programming can break hits for thousands of sales in your city, you'll be important to the record people. Recording artists may even phone you to say, "Thanks for your help." If you build a large teen audience, your name will attract them to your record hops. If you run a high-rated show, you'll be important to some of the local advertisers. But in the community at large the occupation of disk jockey does not carry any particular prestige. You'll be surprised how many people never heard of you.

"THERE ARE LOTS OF OPPORTUNITIES IN RADIO." There are opportunities in any business for constructive ideas and accomplishment. In radio there is still room for new techniques and ideas, but not as much room as there was a few years ago. Station managers in general are a pretty conservative group, and appear to be getting more so. There's a growing tendency to restrict the freedom of DJ's and to control things more closely from the front office. This is especially true of the top stations in large cities. Only in the growing field of FM radio do we find a general willingness to experiment. In AM radio it's mostly a matter of giving the boss what he wants. Several DJ friends of mine—good men at important stations—are so fed up with stereotyped policies and front office control that they're quietly looking around for berths in some smaller operation, where they'll have a chance to make more use of their knowledge and ability. The best way to put your own good ideas to work is to own a radio station yourself.

"IF, AFTER READING THIS FAR, you still want to be a disk jockey, you should know that there are always jobs available at stations in smaller cities. As an inexperienced beginner you will probably be wasting your time looking for a big city job. Besides, in a smaller market, you'll have a chance to learn a lot more about radio in general.

Just how you locate these openings is up to you. If you know any record promotion people, they might tip you on some place where you could apply. You could also climb in your car and go browsing through the hinterlands, monitoring local stations as you go. You might not come up with a job, but you'd learn a lot about radio. Then again, there are special training schools that help their graduates find DJ jobs. Some of these are good, others are phonies. Be sure to check out the track record before you enroll in one.

Finding a job isn't as important as growing with it. Don't let the excitement of air work trap you in a blind alley after you're 45. You'll find more old age security at a desk than at a mike.

Good luck!

## TRINI LOPEZ IS HAPPENING IN BOSTON!!!

Check with Gordon Dinerstein at Music Suppliers re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single



# 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

- SHAKE A HAND**—Jackie Wilson and Linda Hopkins (Brunswick BL 54113, BL 754113) "He's Got the Whole World in His Hands" (2:42) (BMI)
- SOUL SURFIN'**—Kai Winding (Verve V/v6 8551) "Hero" (Helicos, BMI) (2:16)
- ENCORE WOODY HERMAN 1963**—(Philips PHM 200-092) "That's Where It Is" (SESAC) (3:58)
- BLUE ON BLUE**—Bobby Vinton (Epic LN 24068, BM 26068) "Little Miss Blue" (Feather, BMI) (2:08)

## MIDDLE-ROAD SINGLES

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

| This Week | Last Week | From this week's Hot 100  | Weeks on Hot 100 |
|-----------|-----------|---|------------------|
| Week      | Week      | TITLE, ARTIST, LABEL  | Hot 100          |
| 1         | 3         | TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596                 | 6                |
| 2         | 1         | SUKIYAKI, Kyu Sakamoto, Capitol 4945                                | 10               |
| 3         | 2         | BLUE ON BLUE, Bobby Vinton, Epic 9593                               | 9                |
| 4         | 5         | ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526 | 7                |
| 5         | 4         | THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945   | 9                |
| 6         | 6         | MY SUMMER LOVE, Ruby & the Romanics, Kapp 525                       | 9                |
| 7         | 8         | FALLING, Roy Orbison, Monument 815                                  | 6                |
| 8         | 12        | NO ONE, Ray Charles, ABC-Paramount 10453                            | 4                |
| 9         | 11        | DETROIT CITY, Bobby Bare, RCA Victor 8183                           | 5                |
| 10        | 13        | HOPELESS, Andy Williams, Columbia 42784                             | 3                |
| 11        | 7         | STILL, Bill Anderson, Decca 31458                                   | 13               |
| 12        | 15        | MY TRUE CONFESSION, Brook Benton, Mercury 72135                     | 5                |
| 13        | —         | BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368          | 3                |
| 14        | 10        | I LOVE YOU BECAUSE, Al Martino, Capitol 4930                        | 14               |
| 15        | 18        | GOODNIGHT MY LOVE, Fleetwoods, Dolton 75                            | 7                |
| 16        | —         | BE TRUE TO YOURSELF, Bobby Vee, Liberty 55581                       | 4                |
| 17        | 19        | SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020                 | 8                |
| 18        | —         | TILL THEN, Classics, Music Note 1116                                | 4                |
| 19        | 14        | THE GOOD LIFE, Tony Bennett, Columbia 42779                         | 9                |
| 20        | —         | BE CAREFUL OF STONES THAT YOU THROW, Dion, Columbia 42810           | 2                |

## YESTERYEAR'S HITS

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

### POP—5 YEARS AGO July 14, 1958

1. Purple People Eater, S. Wooley, MGM
2. Hard Headed Woman, E. Presley, RCA Victor
3. Yakety Yak, Coasters, Atco
4. Poor Little Fool, R. Nelson, Imperial
5. Splish Splash, B. Darin, Atco
6. Patricia, P. Prado, RCA Victor
7. All I Have to Do Is Dream, Everly Brothers, Cadence
8. Endless Sleep, J. Reynolds, Demon
9. Secretly, J. Rodgers, Roulette
10. Rebel Rouser, D. Eddy, Jamie

### POP—10 YEARS AGO July 11, 1953

1. Song From Moulin Rouge, P. Falth, Columbia
2. I'm Walking Behind You, E. Fisher-Hugo Winterhalter, RCA Victor
3. April in Portugal, L. Baxter, Capitol
4. Ruby, R. Hayman, Mercury
5. No Other Love, P. Como, RCA Victor
6. Vaya Con Dios, L. Paul & M. Ford, Capitol
7. Limelight, F. Chacksfield, London
8. P.S.: I Love You, Hilltoppers, Dot
9. Anna, S. Mangano, MGM
10. You, You, You, Ames Brothers, RCA Victor

### RHYTHM & BLUES—5 Years Ago—July 14, 1958

- Yakety Yak, Coasters, Atco  
 Hard Headed Woman, E. Presley, RCA Victor  
 What Am I Living For! C. Willis, Atlantic  
 Do You Want to Dance! B. Freeman, Josie  
 Poor Little Fool, R. Nelson, Imperial

- Endless Sleep, J. Reynolds, Demon  
 Jennie Lee, Jan & Arnie, Arwin  
 Secretly, J. Rodgers, Roulette  
 All I Have to Do Is Dream, Everly Brothers, Cadence  
 Looking Back, M. K. Cole, Capitol

## Appeal in on License Lift

WASHINGTON—KWK, St. Louis radio station facing license revocation for alleged fraudulent "treasure hunts," has appealed to the Federal Communications Commission for a stay of the drastic sentence. Station owner points out that the treasure hunts were conducted by a previous station executive no longer with KWK, that the public will lose service, and the present

owners will lose a million-dollar investment if license is killed. KWK has asked the FCC instead to impose a fine, or a short-term renewal, or cease and desist orders—or a combination of all three. The events that brought down the punishment took place before a ruling permitting forfeitures in lieu of revocations for so-called willful and repeated violations of FCC rules in some cases. KWK has asked the Commission not to stand on this legal technicality, but permit the station to waive any rights necessary to invoke the forfeiture classification, as has been done in recent case.



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## Seashore Show Proves Teen TV Dances Alive & Kicking

• Continued from page 38

Enzo Stuarti, Steve Clayton, the Sapphires, and the teen dancers, the June 29 show also had a live performance by the Twins of Dixieland, a short teen fashion show and interviews with the top boy and gal tuna anglers. Barlow used the myriad of activities going on at the pier for relief shots. During the show the viewer was treated to Steel Pier's high diving horse and rider, a water show and shots

of the city's beachline and boardwalk.

### Show Techniques

The program utilizes three cameras. One is on the teen dancers (personally pre-selected by Hurst for dance ability). Camera two concentrates on a side set, where two couples—top dancers—are singled out for dance relief shots as well as a stage for Hurst, Marlo and guests.

Camera three is mounted high on the pier for panoramic relief shots or close-ups on activities outside of the ballroom.

WRCV-TV, NBC owned, has racked up impressive ratings and sales with its local live telecasting of "Summertime on the Pier" for the nation's fourth largest market.

Hurst retired from full-time radio-TV work several years ago. He now heads his own insurance brokerage firm in Philadelphia.

## Deejays Find Home on Busy San Diego Air

SAN DIEGO, Calif.—The nation's 19th largest radio market has become a large sponge for a number of deejays absorbed from around the country in the past six months or more primarily by KGR and KDEO.

The massing of outside air talent by the stations spells an increase in fighting for position in the market which is served by seven AM and eight FM (plus Tijuana, Mexico's, six AM) stations.

The past few weeks have brought announcements of the migration of Detroit's Tom Clay to KDEO in the 6 to 10 slot, with reports that Morton (Doc) Downey, who recently exited KUDL (Kansas City, Mo.) for KDEO (Bakersfield, Calif.) will soon enter the market.

Other newcomers are Chuck Daugherty, Detroit; Dick Drury St. Louis; Don Newman, San Francisco, and King Richards, St. Louis.

Drury, former operations manager at WIL, has taken over the program helm at KGB, instituting a somewhat modified "top 40" format. KGB air staffers beside Drury are Bill Browning, Lee Clark and Jack Burns.

Rival swinger, KDEO, headed by Rex Jones, is staffed by Don Bowman, Mike Ambrose, Chuck Daugherty, Ed Thomas and Ben Bright.

KDEO is a 1,000-watt; KGB, 5,000 watts days-1,000 watts nights.

The stalwart pop-music player in the market at this point is the 50,000-watt Bartell operation, KCBQ. Virtually no personnel changes have taken place at the station in quite a while. Air personalities are Jerry Walker, Don Howard, Johnny Holiday, Shadoc Jackson, Seamus O'Hara and Phil Roberts.

Rounding out the market picture are KFMB, 5,000-watt CBS affiliate owned by Transcontinent. Geogg Edwards is program director. Middle-of-the-roader KOGO, a Time-Life station, operates with 5,000 watts and the NBC affiliation and is programmed by Dick Roberts. KSDO is a 5,000-watt day-1,000-watt nights. P.d. is Alan Bowles. KSON is a 24-hour 250-watt.

## VOX JOX

By GIL FAGGEN

**SEGUING AROUND:** Wayne Seal, upped to assistant news director, and Martin Morgan takes helm as chief announcer at WLOS-TV (Asheville, N. C.).

... Gordon Vann, noon to 3 p.m. deejay, assumes music director chores at KTKT (Tucson).

... George L. Sansbury, senior member of WBTW-TV's (Florence, S. C.) production staff, moves into sales dept. ... Paul Crouch new WBT-TV (Charlotte) news staffer. ... Eddie Bond upped to p.d. at KWAM (Memphis). Bond will continue his country music show 3 to 7 p.m.

Dan Shannon new program chief at KING-AM (Seattle) replacing Pat O'Halloran who has resigned to assume national sales manager post at KBOI-AM-FM (Boise). Jim Wilke takes over as operations manager of KING-FM. ... Bill Small, director of news of the CBS news Washington bureau, named bureau manager and news director. ... Ed Hersch, former U. S. Army American Forces Network news hawk, joins news staff of WHK (Cleveland).

"Jack the Bellboy" roll now being played by ex-WTAC (Flint) deejay Terry Knight on WJBK (Detroit). ... Steve May appointed music director and p.m. deejay at WALE (Fall River, Mass.).

**THERE'S SOMETHING NEW IN** the nation's capital as WWDC presents the all-night "Swing Shift" co-hosted by Norman Page and Don Maclean. Page comes to WWDC from WCAR (Detroit) and Maclean is the syndicated columnist of The Washington Daily News and Scripps-Howard Newspapers. Art Brown has been rewarded by the station with a five-day week and will be heard 5:30 a.m. to 10 a.m.

**AH, THAT DEEJAY** talent. Scott Burton and Johnny Holliday, WHK (Cleveland) airators, have roles in "Finian's Rainbow" at the Cain Park summer theater. Thrush Jeannie Smith has lead and who would have trouble following her? Multi-voiced Holliday also has release on Diamond entitled "How Sweet It is."

**AH SO:** Jerry Solomon, Louisville, Ky., Capitol representative presents WAKY's Tim Tyler (in kimono) with Sukiyaki LP after Tim had broadcast his entire three-hour show in Japanese on a promise to do so if record ever hit No. 1. Tim, who lived in the Far East and Okinawa, got his start in radio at KSBK, the island's English language commercial station.

Special summertime addition



Special summertime addition

to the WEBR (Buffalo) program schedule are traffic reports between 3 and 4 p.m. Sundays aired by Jack Gold.

KDKA Radio (Pittsburgh) wound up a swiftie "Tom Swifties" contest Thursday (27) in which listeners swamped the station with their favorite adverbial phrases. Kurt Russell, KDKA's all nighter, read on the air the best two entries received each day—and prizes were awarded.

"It was an exciting contest," Russell said Kurtly. Get the idea. Audrey Tittle, WSB Radio (Atlanta) women's director, will be feted in all-day salute, July 3 on station.

Sig Sakowicz, WTAQ-WGN's (Chicago) answer to Castro, flies to Guantanamo Bay, Cuba, July 7 for one week on invitation of Defense Dept. to tape interview Navy and Marine personnel for his radio shows.

WFUN (Miami) has a new address: 6101 Sunset Drive, Miami 43. Dick Starr is music director.

**MUSIC NOT** to go to sleep by: KITY-FM (San Antonio) recently celebrated the 150th anniversary of the birth of Richard Wagner (German cacophonist) in a truly Wagnerian manner by featuring a Wagner opera each Sunday for a month after official sign off. Fortunately or unfortunately, (depending on your taste) KITY-FM remained on the air after sign off. The station usually plays easy-listening music during the week and jazz on Saturday nights—featuring full length operas on Sundays.

WNEW's (N.Y.C.) morning buffos, Gene Klavan and Dee Finch will be heard throughout Western Europe July 4 in a program specially prepared for the 20th anniversary of the AFN... or what will be left of it when they get through.

### SURE BETS

from

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## TRINI LOPEZ IS HAPPENING IN SEATTLE!!!

Check with Stan Sulman at Music Dist. re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single

reprise



# Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## Emerson Shows New Lines



**EMERSON RADIO** introduced its 1964 lines of phonos, TV, radio and Telectro tape equipment at recent Miami Beach, Fla., meeting of distributors and licensees. Included in 10-model tape recorder line is MM215, shown in top photo. The unit includes built-in FM tuner which permits direct recording from FM radio programs. The set is pegged at \$179.95. Emerson also demonstrated its new phono line. Line consists of eight monaural portables, 10 portable stereo phonos and Phonoradios and nine console stereo phonos and Phonoradios. One of these is model 1944, a Phonoradio, shown above.

## DOING IT THEMSELVES

**NEW YORK**—A few years ago Bill Hirsch and George Hoch of Action Record Store of Ridgewood found that customers in their German-speaking neighborhood requested current or recent hits in Germany not available on LP's through the usual foreign import channels. These songs were heard on two German-language radio stations that broadcast regularly in this city.

To fill these requests for German hits on LP's, the two partners entered a deal with Tempo Records of West Germany to make their own LP's.

Tempo is a West German firm that deals exclusively in singles. It also produces versions of nearly all the biggest German hits in versions that follow the original very closely. Tempo ships tapes of its singles to the States where Hirsch and Hoch have the LP's produced by their subsidiary company North American Music, Inc. (NAM Records).

Three volumes are available. All are titled "Tanze Mit Mir," Vols. 1, 2 and 3. The recordings included read like the German hit charts for the last two or three years. Included are such titles as "Weisse Rosen Aus Athen," "Hawaii Tattoo," "Wooden Heart," "Zwei Kleine Italiener," "Silvermoon" and "Addio, Addio Maria."

**JACK MAHER**

# See Biggest Turnout for Music Trade Show in Chi

**CHICAGO**—The 1963 Music Industry Trade Show is two weeks off, and spokesmen for the National Association of Music Merchants, sponsor of the annual affair, are already predicting record-breaking attendance and activity.

Bill Gard, executive secretary of NAMM, is planning on a registration of 11,000 persons, representing music, appliance, furniture, department and discount store buyers as well as manufacturers, sales

reps and distributors of virtually any product that can be sold through music stores, excluding records.

Despite the fact that the record industry is again expected to short circuit the affair, as it has increasingly in recent years, the home entertainment equipment industry will be abundantly represented, with displays of and corridor conversation about stereo, tape, TV and FM stereo radio expected to vie with the musical instrumental field for the major share of attention.

The disk business may come in for certain peripheral publicity value in terms of specific disks being used to demonstrate various phono lines. Some highly specialized disk lines may also be expected to show some of their wares.

Nevertheless, the continuing blackout of the NAMM affair in terms of major disk firm participation — a situation which has been developing for at least a decade—is expected to focus added interest in plans for a disk industry trade show for 1964 now envisioned by the Society of Record Dealers (SORD).

A SORD meeting in Miami Beach last week resulted in plans for an all-record-industry  
*(Continued on page 42)*

## Bel Canto New Release Has 2 Sound Tracks

**COLUMBUS, Ohio.** — Bel Canto Division of Thompson Ramo Wooldridge has announced one of its hottest—and smallest—tape releases in the current five-package release. At the same time, the division, in concert with its sister division, Bell Sound Systems, announced a strengthening of its sales representation team in key markets.

The Bel Canto release includes tape versions of two hot original movie sound tracks in "Cleopatra" from 20th-Fox and a condensed version of "The Longest Day," with Lowell Thomas, also from 20th-Fox.

The line has also released the first album by the new 16-year-old thrush chartmaker, Lesley Gore, whose "I'll Cry If I Want To," on Mercury has been a No. 1 single disk hit. Album bears the title of the single. Finally, Bel Canto has packaged two "best of" tape samplers, which offer the best of the Mercury and of the Liberty Records catalog. The samplers each sell for \$3.95. Other packages carry a \$7.95 list.

Meanwhile, Bell Sound appointed Jack E. Wilson Sales of Marblehead, Mass., to handle all of New England; Associated Engineering Sales of Charlotte, N. C., for the Southeastern U. S., except Florida; Spivey Cole of Richardson, Tex., for Texas and Oklahoma, and Jack R. Sproch Sales, North Miami, for Florida.



**CHARLIE SIMMS**, record buyer for the West Coast White Front discount chain, is pictured with new floor merchandiser for needle sale developed by Walco Electronics. The unit is a feature of the record department at the chain's new Canoga Park, Calif., outlet. The unit, made of plexiglass with Formica trim, stocks extensive display of needles and contains microscope for needle inspection. Entire front section lights up, thus serving as point of sale display.

## ATLANTA SHOW OFF TILL FALL

**ATLANTA** — The Southeastern Music and Home Entertainment Show, originally scheduled for August, has been rescheduled for October 10-13, according to Rufus Frick, show manager. The show will take place at the Atlanta Merchandise Mart, with special dealer showings the first two days. Thereafter, the affair will be open to the public. Sponsor of the annual event is the Sertoma Club of this city.

list, in any of the six finishes, is \$99.95.

At the same time, Wellington announced two new appointments by the firm. Robert Harris, who had been with Telectro, was named assistant sales manager in charge of tape recorders. Leonard Lapine, formerly a manufacturers representative, was appointed Symphonic sales rep for Ohio, Indiana and Kentucky.

## Symphonic Brings Out Phono Line

**NEW YORK** — Symphonic Radio has introduced a newly designed group of phonos, known as the Decorator series, according to Duke Wellington, national sales manager.

The console series is available in five different styles and six furniture finishes and each unit contains four-speed automatic BSR drop-down changer and swivel speakers. The versatile units, each of which comes complete with a set of 10-inch and five-inch legs, can be used as regular consoles, room dividers, coffee tables, cocktail tables, TV or bric-a-brac stands or as planter bases. Suggested

## Phonola Line Unveiling at Trade Show

**CHICAGO** — The forthcoming Music Industry Trade Show here (see separate story), to be held at the Palmer House July 21-25, will be the scene of the unveiling of the new Phonola phonograph line of Waters Conley, Inc.

Highlights of the line, according to Howard Kavin, national sales manager, will be a series of three-way portable phonos, suitable for wall-mounting, table use or as consolettes employing optional Conso-legs.

A series of slim-profile models will also be shown, along with a transistorized portable. The firm's Decorator design series includes three consoles and upper end portables. Several of the models incorporate lightweight floating cartridges while several also offer AM-FM-FM stereo radios.

In the merchandising area, the firm has produced a dealer, in-store, permanent floor display for volume selling in a small (72 inches wide and 60 inches high) area. Only two feet from front to back, the unit permits display of five models including a console. The full line will receive national promotion through a series of spots, beginning in September, on the NBC-TV "Today" show.

# TRINI LOPEZ IS HAPPENING IN DETROIT!!!

Check with Henry Droz at Arc. Dist. re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single



# equipment newsletter

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

**"THE PHONOGRAPH,** radio and television business really belongs to the music and record dealers. But they have stubbornly refused to make profits. As a result, many people go to the refrigerator store to buy a musical instrument."



These are the words of Roland Kalb, who has long been associated with the phonograph business. He's now vice-president and general manager of Pilot Radio Corporation, a company whose sales are about equally divided between console and component hi-fi equipment. The other day, Kalb gave us his ideas on why the old-line music or record store is missing these profit opportunities, and what they can do about it.

The Pilot line, he told us, has had its greatest success in music stores. "But what do you often find when you walk into a music store? You walk up to the second floor and there are a hundred pianos. You go to the third floor and you see a hundred organs. If you look hard enough, you may find one phonograph. By setting up a music salon, this store could increase its business by five or six times."

But, Kalb added, quality phonographs can be sold with limited space. "You can set up an attractive display without a hundred consoles. For example, you could display one product in elegant form, with large Kodachromes above it to show the other styles and set-ups available."

**THE RECORD DEALER,** said Kalb, should make it his business to be the authority on music. "Too often, he's selling a tune, or an artist, not an end product. He should remember that for every phonograph he sells, he's buying himself a long-time record customer. The record dealer is too preoccupied with large volume turnover, almost completely ignoring the idea of profit."

He should be able to take a cue from appliance dealers and others, "who often create record departments and sell at no profit just to help sell stereo consoles."

Every record customer, Kalb said, is a potential phonograph customer, and every phonograph customer is a potential record customer. "Record and music dealers should stop and think, and change their large-quantity sales philosophy. They must become recognized as experts on music—not just as suppliers of records. The dealer must have confidence in himself and be able to sell quality instruments, and get the customers coming back to buy records."

"This takes know-how. The dealer must understand furniture. A console is a his-and-hers product. 'He' is the expert on quality musical reproduction. 'She' is the expert on furniture. The trouble is, the record dealer hasn't emphasized the end product, and he's not even being solicited by most quality phonograph manufacturers. He often depends on the record manufacturer for his phonograph merchandise. It's true that whenever a record manufacturer has had the courage to upgrade his merchandise and merchandising, he has been extremely successful."

Added Kalb: "There are tremendous opportunities in the portable phonograph market, but record and music dealers are so used to selling teen-agers and associating teen-agers with low price that they often make little effort to sell real quality portables. Why should teen-agers be associated with junk? Music students aren't 90 years old. And once exposed to a quality product, the consumer doesn't go backward. He continues to upgrade what he owns."

**ON THE SUBJECT OF UPGRADING,** Kalb pointed out that the buying public is sometimes ahead of the dealer in its attitude toward price. "The buyer doesn't measure only initial price, but service and maintenance. Price is a factor, but it only stands for something—What do I get for the price? Therefore, the dealer must associate himself with quality—not only in his product, but in his salespeople, his displays, his service, his advertising, his philosophy. We have found that each console sale represents at least four additional customers if properly sold and properly exposed."

Kalb makes it a practice to keep the "feel" of retail selling by occasionally working the sales floor of one or another of his customers. He told us this incident, which recently occurred on one such stint in a West Coast music store:

A woman and her husband had inspected a low price console, then thanked the salesman, murmuring they "may be back later." As they were leaving the department, Kalb struck up a conversation with them. How much did they spend a year for records? About \$200, they estimated. What kind of phonograph did they have? A portable. "In other words," said Kalb, "you are going to invest about \$800 in records in the next four years. Isn't there something wrong with the ratio—800 for records and only \$200 for the instrument to play them?" P.S.: After a pitch on quality music-reproduction equipment, they bought a \$1,700 console.

Though Pilot does as much business in components as in consoles, their distribution is different and they generally are handled by different dealers. Pilot's consoles are principally sold direct to dealers on a selective franchise basis, whereas its components use conventional distribution patterns.

Pilot has developed a plan whereby a record dealer can also handle components without a high inventory investment. "Don't try to be an engineer," Kalb advises, "but have available two or three component 'packages.' For example, we have a component display which gives the customer a choice of three basic systems—

## NEW DEALER PRODUCTS

### Reeves Package



Here's a new sales gimmick for small and medium-sized tape retailers. Package, the size and shape of a hat box, holds 100 three-inch reels of tape packed in individual plastic bags. These tapes are 200 feet in length on a one-mil mylar base and are especially handy for the portable transistorized tape units now gaining increasing favor among buyers. The unit is designed to build impulse sales and is available through Soundcraft headquarters in Danbury, Conn., or distributors.

### Floor Rack



Bel Canto is making this special floor display rack for its tape line available to dealers placing stocking orders. Five feet high and with basket arrangements for holding tapes on all four sides, the rack features the Bel Canto logo on top. National sales manager, George Duarte, says the rack is free to any dealer ordering 100 tapes. In 100-tape orders, the dealer also gets this merchandise, plus one free tape for each 10 over the 100 quantity purchased. The rack can be bought for \$10 by dealers taking smaller quantities.

### Strohbach on Road

MIAMI — Sandy (Beach) Strohbach, Southern Division representative for Disneyland and Vista Records, hit the road last week with his wife and two children for a 60-day promotional tour for Disney's two new releases, "Savage Sam" and "Summer Magic."

Stops will include New Orleans, Houston, Dallas, El Paso, Tucson, Phoenix, Los Angeles, Disneyland, Salt Lake City, St. Louis, Milwaukee, Chicago, Detroit, Cleveland, Cincinnati, Atlanta and Nashville.

three receivers, three changers, three speaker systems. The display has a built-in push-button control board. Each package in this display should be backed up with one more in stock. The whole thing represents an investment of only about \$3,500. The proper approach should be: "We have done the selection for you. We have picked three basic packages which fulfill the requirements for good music systems."

**SIN OF OMISSION.** In our recent column on FM stereo broadcasting, KMBC-FM station director Chris J. Stolfa points out we omitted mention of the Kansas City market in the list of those having two FM stereo stations. Kansas City has been an FM stereo market for two years and has had two stations for nearly a year. We slipped up on that one, and we apologize.

## BEST SELLING

### PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

#### BEST SELLING AM-ONLY TABLE RADIOS

| POSITION   |               |               | BRAND            | % OF TOTAL POINTS |
|------------|---------------|---------------|------------------|-------------------|
| This Issue | 4/13/63 Issue | 1/12/63 Issue |                  |                   |
| 1          | 2             | 5             | RCA Victor       | 23.5              |
| 2          | 5             | 4             | Zenith           | 19.9              |
| 3          | 1             | 2             | General Electric | 14.0              |
| 4          | 3             | 1             | Magnavox         | 13.8              |
| 5          | 4             | 3             | Motorola         | 8.7               |
| 6          | 6             | 6             | Admiral          | 5.1               |
| 7          | —             | —             | Olympic          | 3.4               |
|            |               |               | Others           | 11.6              |

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

4/13/63 Issue: All brands represented in current chart.

1/12/63 Issue: Emerson (7).

#### BEST SELLING AM-FM TABLE RADIOS

| POSITION   |               |               | BRAND            | % OF TOTAL POINTS |
|------------|---------------|---------------|------------------|-------------------|
| This Issue | 4/13/63 Issue | 1/12/63 Issue |                  |                   |
| 1          | 2             | 2             | Zenith           | 22.3              |
| 2          | 1             | 1             | Magnavox         | 20.4              |
| 3          | 3             | 5             | RCA Victor       | 11.1              |
| 4          | 7             | 7             | Panasonic        | 6.9               |
| 5          | 6             | 5             | Motorola         | 6.4               |
| 6          | 4             | 3             | General Electric | 4.6               |
| 7          | —             | 4             | Masterwork       | 4.2               |
| 8          | —             | —             | Emerson          | 3.3               |
|            |               |               | Others           | 20.8              |

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

4/13/63 Issue: Granco (5).

1/12/63 Issue: Granco (7); Channel Master (9).

### Music Trade Show

• Continued from page 41

trade show for 1964, to be sponsored by SORD with the support of manufacturers (see separate story).

This year's NAMM convention, meanwhile, even without disk industry backing, is expected to be one of the biggest ever held. The 62d annual event, to be held at Chicago's Palmer House, Sunday through

Thursday (21 to 25), carries the theme, "Move more music from store to homes," with seven floors of exhibits and a program of seminars and discussions designed to carry out this concept.

**HOTEL FORREST**  
49 ST. West of B'way.  
New York City. Circle 6-5252  
In the Heart of Times Square  
"At the Crossroads of the World"  
**NEW SENSATIONAL ONE-RATE PLAN!**  
Every Single room \$7.50  
Every Double room \$11.00  
new only  
FULLY AIR CONDITIONED  
21" TV & Hi-Fi in every room  
GARAGE adjacent to hotel  
SHOWROOMS available  
Dry-Wash-Moist

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

# TRINI LOPEZ IS HAPPENING IN HARTFORD!!!

Check with Dick Godlewski at Eastern Record Dist. re: "TRINI LOPEZ AT P.J.'S"—Album  
"IF I HAD A HAMMER"—Single

# Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

**DISTRIBUTORS CLOSE-OUT**  
50 recorded songs only \$3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R&B or Country. Offer good only USA. No COD's.

**RHYTHM RECORDS**  
Box 521 Arcadia, Calif.

### HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

**ESOTERIC, INCORPORATED**  
P. O. BOX 1799  
HARTFORD, CONN.

National Distributors for  
HAYDN SOCIETY RECORDS

### RAYMAR'S MEMORY LANE GOLDEN (400) CIRCLE

We are in a position to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request.

Also 100 assorted new 45 RPM's, \$9.00; \$80.00 per 1,000.

**RAYMAR SALES CO.**  
170-21 Jamaica Ave.  
Jamaica 32, New York  
Olympia 8-4012

## WANTED

**NEW RECORD LABELS ATTENTION, NEW RECORD MANUFACTURERS:**

We have a few choice openings for distribution of good record labels. We offer complete coverage in Pennsylvania, New Jersey and Delaware. You will receive at no extra charge top-flight Promotion and Distribution. Write:

**HELLER DISTRIBUTING CO.**  
1528 N. Broad St.  
Philadelphia 21, Pa.  
(215) PO 5-1010

## RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

### PRESSING & PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

**Say You Saw It in Billboard**

## RECORDING FACILITIES & SUPPLIES

### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female). 10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two songs, \$23.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.  
WRITE FOR FREE BROCHURE.

**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

### RECORD PROMOTION & PUBLICITY

**NORTHERN CALIFORNIA**  
Record and Artists promotion.

Now available Bay area to Reno to Fresno.

**TED PONSETI**  
221 Knight Drive  
San Rafael, Calif.  
Phone:

Area Code 415; 453-4388

### NEW OFFICES • NEW LOCATION

Same great promotion know-how

### JOE PETRALIA

Record Artists Representative  
Park Sheraton Hotel

Suite 267 55th St. at 7th Ave.  
New York 19, N. Y.  
Phone: JU 6-6935

## BUSINESS OPPORTUNITIES

**MOSS**  
(Music Operators Stereo Service)  
A regular program of 33½ stereo singles for Operators.

Developed by RSI\* in cooperation with Rock-Ola Rowe-AMI and Wurlitzer.

**DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #2 IN THIS ISSUE**

\*Record Source International, A Division of Billboard.

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed alongside for your convenience. eh-np

MAKE OUR PRESTIGE NEW YORK address yours. Mail, telephone calls received, forwarded daily. Local, out-of-town accounts serviced. New York Mail Service, 210B Fifth Ave., New York 10, New York. jy27

## USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

### FOR SALE

### FOR SALE

16 Rock-Ola Model 3400 Instant Coffee Vendors with whipped chocolate unit, like new, \$275.00 each.

Contact:  
**ROBERT ROMIG**  
Davis Distributing Corp.  
738 East Erie Boulevard  
Syracuse 3, New York  
Phone: GRanite 5-1631  
Area Code 315

## MISCELLANEOUS

### For Your Copy of The Just-Published INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace  
Dept. 525, Billboard  
2160 Patterson St.  
Cincinnati 14, Ohio  
Price: \$1.00 per copy

## MISCELLANEOUS

ANNOUNCING THE ARRIVAL OF THE Jockey Joker, a new series of one-line gags and bits for DJ's and comics. First edition, \$2.50; write for complete catalogue of other gag files. Show-Biz Comedy Service (Dept. JJ), 65 Parkway Court, Brooklyn 35, N. Y. jy27

### Attention, Radio Stations: Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

### RSI

Record Source International  
1564 Broadway, New York 36, N.Y.  
PL 7-2800

LYRICS FOR SALE OR ROYALTY CONTRACT. Write Edwin J. Harendza, 111 Young St., Honesdale, Pa.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

### 1564 BROADWAY N.Y.C.

Times Square Office Space for Rent.  
8700 Square Feet.  
Central Air Conditioning.  
Very Reasonable Rental.

### Contact

**KENNETH LAUB**  
of Collins Tuttle & Co.  
261 Madison Ave.  
New York 16, N. Y.  
Telephone:  
MUrrayhill 2-4020

### CLASSIFIED RATES Per Insertion

|                                       | 1/2" | 1"   | 2"   | Each Additional Inch |
|---------------------------------------|------|------|------|----------------------|
| Manufacturers Advertisers             | \$9  | \$15 | \$25 | \$9                  |
| Distributors & Employment Advertisers | \$5  | \$9  | \$15 | \$5                  |

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

### USE THIS HANDY AD ORDER BLANK

Please insert the following ad for \_\_\_\_\_ consecutive issues.  
Classification: \_\_\_\_\_ Size: \_\_\_\_\_  
 Set regular classified style.  Set boxed classified style.  
 Amount enclosed \_\_\_\_\_  
Copy: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Please enclose your payment. We do not bill for classified ads.

### BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

## TIMES SQUARE OFFICE SPACE

1560 Broadway  
New York City

700 sq. ft. to 10,000 sq. ft.  
Air-conditioned, fully modernized, moderate rentals.  
Renting office on premises.  
Phone: H.G. SHEPHERD  
at CI 5-8975

## EMPLOYMENT SECTION

### HELP WANTED

WANTED — BINGO MECHANIC FOR work in fabulous Las Vegas. Must be experienced. Call (702) DU 2-3633, ask for Norm Little. jy27

## Attorney

to supervise artist contract and royalty department of major Chicago record Company  
Replies Confidential

### Contact:

BOX NO. 194  
BILLBOARD PUBLISHING CO.  
188 W. Randolph Street  
Chicago 1, Ill.

## SITUATIONS WANTED

### COUNTRY & WESTERN D. J. PERSONALITY

Play and Programs NEW C/W. Perfect for midmorning. Desires SALES, also 4 years air time, 3 years sales. 27 years old, married and responsible. Tapes on request. Contact  
BOX 503  
c/o Billboard Publishing Co.  
1564 Broadway  
New York 36, N. Y.

**The Company that REALLY goes after more business CAN get more business...**

**by consistent advertisements in Billboard's**

Buyers and Sellers'  
**CLASSIFIED MART**

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

# bezazz



When its good looks wins admiring glances, and there's lots of get up and go and stamina under the hood, automotive men say a new model has "bezazz."

This new Rowe AMI has it—and then some. Dramatic, full-width location-name panel—"Top Talent" tunes displayed with single titling—ear-pleasing Stereo Round\*—"Three-in-One" program adaptability, to mention a few.

And, under the "hood," dependable engineering refinements that permit Rowe to give operators the most generous guarantee of trouble-free performance in the industry.

It makes sense—and dollars, too—to see your Rowe AC Services distributor now. He's making real deals, even on those old klunkers that are costing you money.

\*PAT. PENDING



**ROWE  
AC SERVICES**

18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,  
bill changers, music systems*

# Keeney Names Weinand



ART WEINAND

CHICAGO — Art Weinand, 28-year-veteran of the coin machine field, was last week elected president of J. H. Keeney, succeeding Roy McGinnis, who vacated that post to become board chairman.

Weinand had been vice-president at Williams Electronic Manufacturing Company for the past 18 months resigning to accept the Keeney post.

Sam Stern, Williams president, expressed his regret over Weinand's departure, but extended his "heartiest congratulations" on Weinand's new post.

McGinnis said that Weinand would provide Keeney with dynamic leadership and that he was delighted to welcome him into the organization.

Weinand noted that Keeney had a number of plans to be announced shortly. Keeney currently manufactures a line of vending and novelty equipment

plus uprights for the foreign market.

Weinand's first coin machine post was with Rock-Ola Manufacturing Corporation, an affiliation that lasted some 16 years. He was vice-president of the firm when he left in 1952 to accept a post as vice-president with Exhibit Supply.

He left Exhibit after two and a half years to join Williams as director of sales. He left to join Chicago Dynamic Industries, also as director of sales.

He stayed with Chicago Dynamic Industries for three years, returning to Williams as vice-president in 1961.

## EUROPEAN NEWS BRIEFS

### Int. Coin Group

HAMBURG—President Kennedy's visit to West Germany has stimulated interest of the German trade in creation of an international juke box operators' organization.

On his trip here the President hammered at the theme of an "Atlantic Community," welding Western Europe and North America into a family relationship.

This idea has inspired German operators, who wonder if enormous potential advantages and benefits would not accrue to individual operators everywhere by the pooling of operator resources into a single international organization.

### French Bowling Drive

PARIS — Sodemal, the Parisian firm specializing in U. S. bowling games, is pressing a high-voltage promotional campaign on the theme "the best people bowl."

Sodemal's promotion strives to build the image of bowling as a society sport and pastime, "the

place where you rub shoulders with the celebrities."

In fact, the firm arranges invitations for French public figures to attend bowling premieres. The French writer, Jean Cocteau, for example, is a bowling fan and always ready to turn out for a premiere.

Sodemal represents United Manufacturing Company and the Bowl-Mor Company.

### Monemat Bows

STUTTGART — The Monemat, a coin-changing device for attachment to coin machines, has just been marketed by the Allgauer-Werke GmbH, of Udingen, Wuerttemberg.

The Monemat operates all types of coin machines, accepting coins of higher value and returning change. The coin changer is designed, according to the manufacturer, to supply the operator with "flexibility."

Studies by the manufacturer shows that the average operator loses substantially through patron lack of change. It is estimated that installation of the "Monemat" will increase collections between 5 and 15 per cent.

### Juke Box Label

HAMBURG—The diskery E. Heckscher is bringing out a new label "Juke Box," which will release two titles monthly specifically for phonograph play.

Disks will concentrate on U. S. top tunes, and pressings will be delivered on regular schedules to operators in West Germany, Austria and Switzerland.

Flip side will have a tune of comparable quality with the "A" side, and U. S. tunes will be picked primarily on the basis of

*(Continued on page 54)*

bob Restaurant in the absence of Phil Sreden, president.

News that Redondo Beach had hiked its license from \$2 per machine to \$25 for a license plus \$5 per machine was reported. Manhattan Beach license is now \$3.25. The new schedules were discussed. Zola will investigate these fees as one of his first moves as the executive secretary.

## Western Operator Group Names Zola to Paid Post

LOS ANGELES—The Western Vending Machine Operators Association is strengthening its fight against what it feels are unfair licenses and has employed a paid executive secretary for the first time since its organization in 1926.

Eugene Zola, who has successfully led the fight against high licenses in this area for more than a year, was named to the post. He will handle the secretary-treasurer assignment along with a stepped-up campaign against unfair licenses. He will work from his law offices in the Gibraltar Tower, 9107 Wilshire Boulevard, Beverly Hills.

The regular monthly dinner meeting was conducted by Leo Weiner, secretary, at the Nika-

## Winning Salesmen Split 30G in Rowe AC Contest

CHICAGO—Some \$30,000 in cash prizes was divided among winners in Rowe AC Service's Accelerated Sales Contest for salesmen in the firm's 37 distributorships.

Myron Sugarman, Runyon Sales, New Jersey, was the top money earner, followed by Dan Brown, Trimount Sales, and Leroy Bergman, Sheldon Sales.

A special Top Team award went to Trimount Sales, Boston. Top distributors in each of the six Rowe AC sales areas were: Region I, David Rosen, Philadelphia; Region II, Banner Specialty Company, Pittsburgh; Region III, Bush International, Jacksonville, Fla.; Region IV, Atlas Music, Chicago; Region V, Southern Amusement, Memphis; Region VI, R. F. Jones, San Francisco.

Top five winners of the special salesman awards were: D. J. Barton, and J. L. Townsend, Bush, Jacksonville, Fla.; Fred Wynn, Central Sales, Houston; Leo Crawford, David Rosen, Philadelphia, and Joel Kleiman, Pioneer Sales, Milwaukee.

Top money earners following Sugarman, Brown and Bergman were David Weiss, David Rosen; David Riskin and Arthur Frates, Trimount; Dan Perrotta, Santone Sales; Andrew Chaplin, David Rosen; Frank Negri, R. F. Jones, (Denver), and Marshall Caras, Trimount.

Receiving special salesman awards besides the top five already mentioned were Sam Cooper, Pioneer Sales; William Hamel, Banner Specialty; Joe Wasserman, David Rosen; E. W. Holyfield, J. H. Lynch; Donald Edwards, R. F. Jones; Roger Legault, R. C. Gilchrist, Ltd. (Montreal); Charles Cade, David Rosen; William Hendrix, Runyon Sales; Allen Smith, Southern Amusement; Jerry Barrett, Automatic Music; Robert Fabian, Atlas Music; John Montgomery, R. F. Jones; Max Dazoretz, Sheldon Sales; Fred Iverson, Sheldon Sales; Kenneth Glenn, K. C. Sales; Lloyd Strawhand, Roanoke Vending Exchange; Joe Mendel, R. F. Jones; William Dotson, Southern Amusement, and Norm Diffey, R. F. Jones.

# Coin Machine

## OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING



ROWE AC SERVICES last week presented its Top Salesmen Team Award "for outstanding success in the 1963 Rowe Sales Contest and the co-operative efforts and untiring zeal of the salesmen for this organization as sales leaders among Rowe distributors" to the Trimount Automatic Sales Company, Boston. Left to right: David Riskin, award recipient; Dick Gluck, regional sales manager; Fred Pollak, vice-president of marketing; Arthur Frates, award recipient; David Bond, Trimount president; Marshall Caras, award recipient, and Irwin Margold, Trimount general manager.

## JFK Visit May Prove Aid For U. S. Coin Exporters

By OMER ANDERSON

BONN—U. S. trade officials believe that President Kennedy's visit to West Germany has killed hopes of the German trade for legislation to curb American coin machine imports.

Coin machines were not discussed during the President's visit here. But chickens were, and Mr. Kennedy deliberately promoted the U. S. fowl as the symbol of American determination to beat back barriers erected against U. S. trade on the Continent.

The U. S. chief executive shocked the Bonn government

by brandishing the American broiler at a lunch given in his honor by West Germany's President Wilhelm Luebke. President Luebke served chicken (presumably German) for lunch.

### National Emblem

President Kennedy pounced on the fact in his after-lunch remarks. "I congratulate President Luebke," Mr. Kennedy said, "upon his excellent choice of the entree. I want to correct the impression that some of you have that the United States has changed its national emblem to the chicken. That is not true—it is still the eagle."

The President continued, "It is better that friends quarrel over matters like chickens than more important issues."

In his talks here with Chancellor Adenauer and other German leaders, President Kennedy emphasized that there must be no further barriers raised against U. S. trade with Europe and that present inequities must be redressed.

### Trade Deficit

U. S. coin machine trade sources in this country are now satisfied that the German trade has no prospect of obtaining legislation discriminating against U. S. coin machines. The German trade has been wistfully eyeing import quotas and currency controls, pointing to the substantial deficit in West Germany's trade with the U. S. (although German foreign trade over-all shows a surplus balance).

President Kennedy's visit has convinced Bonn government leaders that the United States intends taking reprisals for any further discrimination against American trade, with Volkswagen as the prospective No. 1 target for the reprisals.

A German coin machine trade source observed glumly,

*(Continued on page 54)*

## New York Ops Shed Woes at Laurel Frolic

MONTICELLO, N. Y.—Gotham cigaret operators, beset by the new hike in city taxes, location loans, high commissions and a host of other weighty problems, put aside their cares for a weekend to rollick and frolic at the Laurels Country Club here at the 27th annual outing of the Cigarette Merchandisers Association.

While no business sessions were planned, small groups gathered informally at poolside to discuss the impact of the recent New York City cigaret tax increase.

As in the past, a large contingent of juke box and game operators were on hand, headed by Al Denver, president of the Music Operators of New York.

Also present was the ubiquitous John Bilotta, Wurlitzer distributor for up-State New York.



DANIEL A. NIMER was appointed budget director by Automatic Canteen Company of America last week. Nimer was formerly manager of budget and sales forecasting for Zenith Sales Corporation.

# Just Published

**The first separate international buying guide and reference volume ever published exclusively for the Coin Machine Industry.**

*Comprehensive directory listings for more than 60 countries of:*

- **Manufacturers**
- **Trade Associations**
- **Distributors**
- **International Air Freight Carriers**
- **Importer-Exporters**
- **Coin Machine Part Suppliers**

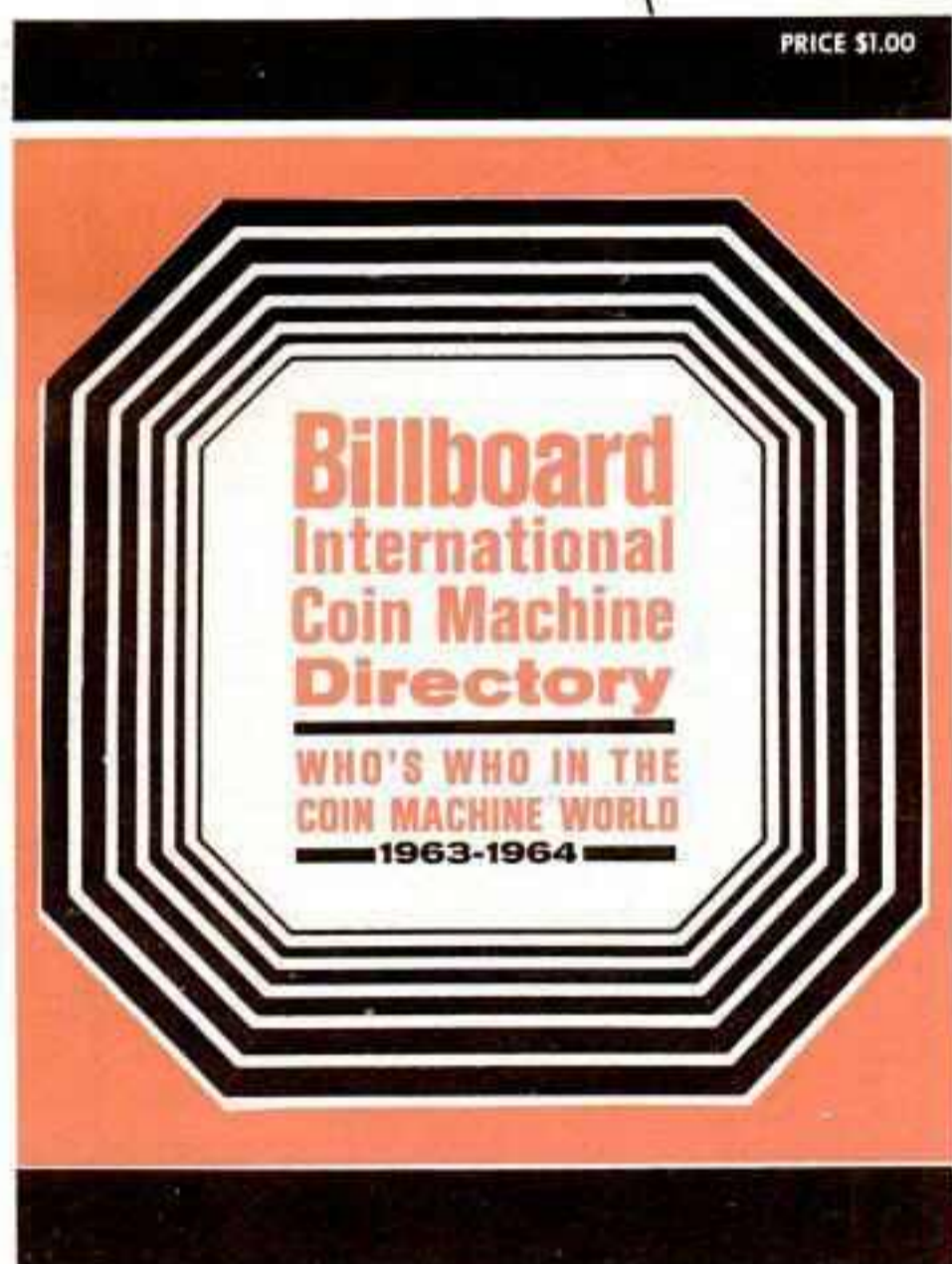
**AND . . . Who's Who Internationally** — pictures and personal biographies of U.S. and foreign coin machine industry leaders, manufacturing executives and heads of associations.

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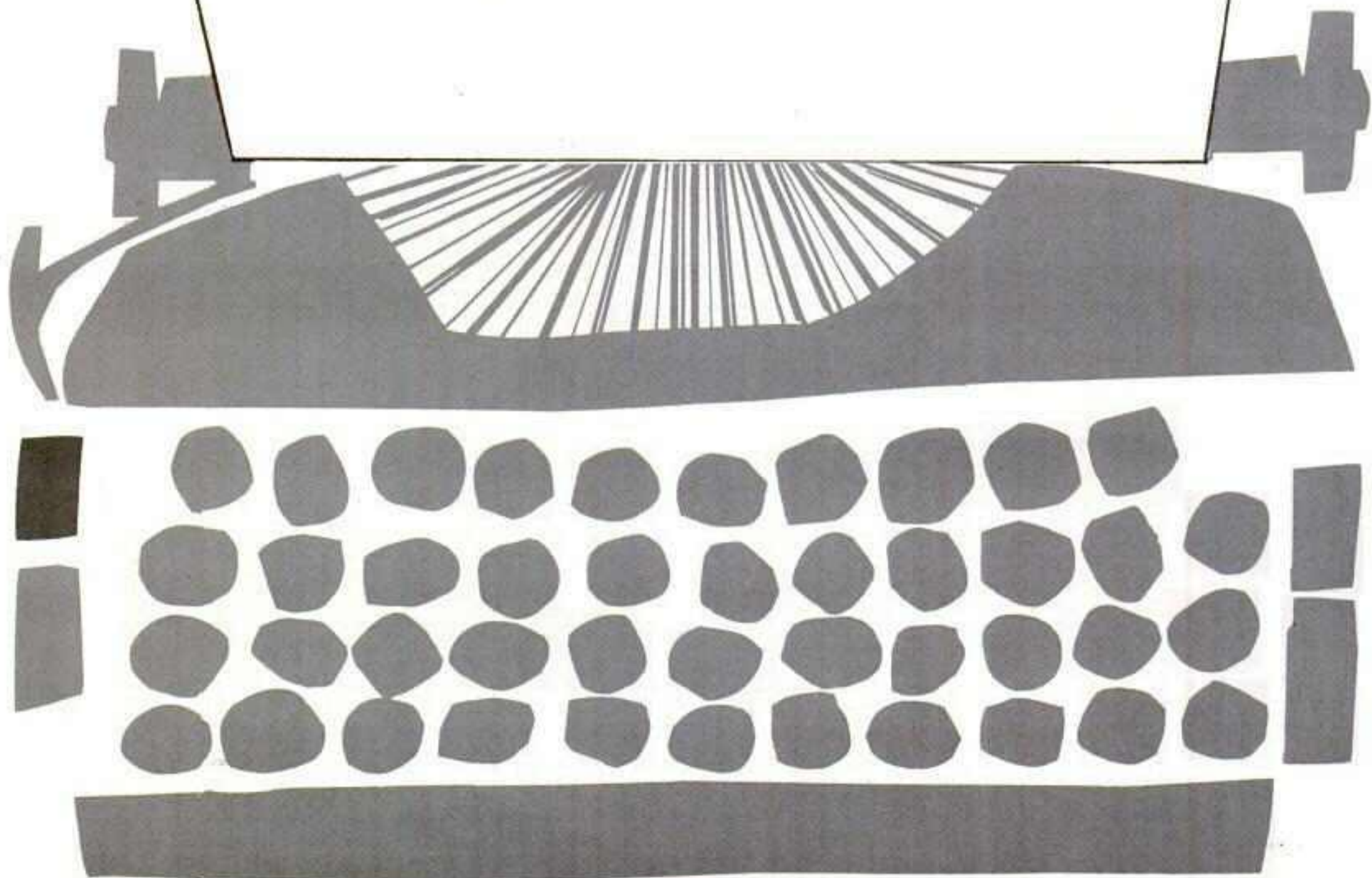
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ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

### MOSS PACK #2 CONTAINS

| Selections                                       | Artist                         | Label   | Album Titles             |
|--|--------------------------------|---------|--------------------------|
| NEVER ON SUNDAY b/w<br>WHAT KIND OF FOOL AM I    | PETER NERO                     | RCA     | HAIL THE CONQUERING NERO |
| LAWRENCE OF ARABIA b/w<br>ARRIVAL AT AUDA'S CAMP | ORIG. SOUNDTRACK               | COLPIX  | LAWRENCE OF ARABIA       |
| PLEASE BE KIND b/w<br>MY KIND OF GIRL            | FRANK SINATRA &<br>COUNT BASIE | REPRISE | SINATRA-BASIE            |
| WALK RIGHT IN b/w<br>BLAME IT ON THE BOSSA NOVA  | LAWRENCE WELK                  | DOT     | 1963'S EARLY HITS        |
| THE BREEZE AND I b/w<br>PERFIDIA                 | MANTOVANI                      | LONDON  | LATIN RENDEZVOUS         |

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

### KEEPING TRACK OF OPS EASY IN NEW YORK STATE

MONTICELLO, N. Y.—The New York State Operators Guild, probably the most horsey operator association in the country, will hold its next regular meeting at the Monticello Raceway July 17. One of the feature races of the evening will be the Presentation Race, with the owner of the winning horse being given a cooler by the association.

One of the entries, Success Saint, is owned by the Greco Brothers, association member from Glasco. Another Greco-owned trotter, Lucille Brewer, won a race here a couple of weeks ago.

Another member of the association, Russ Carpenter of Chester, is the owner of Audio Senator, which has been building up a reputation on local tracks.

A short time ago, Audio Senator was introduced to Pascolet, a filly from the Greco stable. The association proved fruitful, and last week Pascolet became the mother of a colt.

#### Recent

### STEREO RELEASES

for Music Operators

#### SEEBURG LITTLE LP's

##### Pop Vocal

ANDY WILLIAMS—Days of Wine and Roses. Columbia

SARAH VAUGHAN—Snowbound . . . . . Roulette

##### Pop Instrumental

MAYNARD FERGUSON—Maynar '63 . . . . . Roulette

ENOCH LIGHT—My Musical Coloring Book. Command

##### Jazz/Rhythm & Blues

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

##### Country & Western

RED FOLEY—The Red Foley Show . . . . . Decca

\* \* \*

#### SEEBURG ARTIST OF THE WEEK

##### PERCY FAITH—Exotic Strings

Columbia (Pop Instrumental)

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

All titles listed are custom 33 1/2 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

### MUSIC OPERATORS STEREO SERVICE

|  |
|--|
| <b>NEVER ON SUNDAY</b><br>RSI • LAWRENCE WELK • STEREO                     |
| <b>WHAT KIND OF FOOL AM I</b><br>From RCA Album "Hail the Conquering Nero" |
| <b>LAWRENCE OF ARABIA</b><br>RSI • ORIGINAL SOUNDTRACK • STEREO            |
| <b>ARRIVAL AT AUDA'S CAMP</b><br>From Colpix Album "Lawrence of Arabia"    |
| <b>PLEASE BE KIND</b><br>RSI • SINATRA-BASIE • STEREO                      |
| <b>MY KIND OF GIRL</b><br>From Reprise Album "Sinatra-Basie"               |
| <b>WALK RIGHT IN</b><br>RSI • LAWRENCE WELK • STEREO                       |
| <b>BLAME IT ON THE BOSSA NOVA</b><br>From Dot Album "1963's Early Hits"    |
| <b>THE BREEZE AND I</b><br>RSI • MANTOVANI • STEREO                        |
| <b>PERFIDIO</b><br>From London Album "Latin Rendezvous"                    |

## N. Y. Ops Head for Resorts

NEW YORK—Gotham operators are beginning to make their annual pilgrimages to the mountains and seashore in an attempt to follow their patronage to their hot weather hideaways.

While the season doesn't really get into full swing until the July 4 weekend, operators began placing equipment on locations late last month, and by mid-June virtually every summer stop in the area was ready for the season.

Local operators are no longer using summer locations as dumping grounds for old equipment. Only a few years ago, vintage juke boxes, including 78's, were not uncommon in the Catskill resorts and in some areas of Long Island. The prevalent attitude was: "Why spoil resort locations with good equipment? The captive audience will appreciate whatever we can spare."

#### Radical Change

This attitude has undergone a radical change. Operators now realize that they can earn top dollar only with top equipment, even if the location is only good for 10 weeks a year.

As a result, many operators are buying new

equipment in late spring instead of after Labor Day.

The new pieces are placed on summer locations immediately, and, when they are pulled after Labor Day, they go to top year-round stops where, for practical purposes, they are still new pieces.

Also, the cost of hauling an old phonograph to a summer location and taking it back after the season is the same as the transportation charges on a new piece. But the newer equipment could gross twice what the older phonograph will do.

Tom Greco of Greco Brothers, Catskill Mountain operator and Rock-Ola distributor, has long been a champion of new equipment for summer locations.

This year, Greco Brothers is placing new Rock-Olas in all its summer locations. Some of the machines will go back to the showrooms in the fall and will be sold to operators at reduced prices. Others will wind up on their own locations.

## Chi's Getting the Monkey Itch

By NICK BIRO

CHICAGO — The monkeys have hit the city. Radio stations are playing monkey songs. Kids are buying monkey records. Juke box operators are programming them.

There's even a dance called the monkey. Not only the kids, but a limited number of adults are taking part.

It all started with a record based on the monkey theme. Now there are five. Biggest is "The Monkey Time" with Major Lance on Okeh. Close behind is "Monkey" with J. C. Davis on Chess.

Others selling but not as strongly are "Green Monkey," Garnell Cooper and the Kin-folks, Jubilee; "Do the Monkey," Beverly Ann Gibson, Jubilee, and "Monkey See, Monkey Do," Five Dutones, One-der-ful.

#### Fills Bill

According to Fred Sipiora of Singer One-Stop, the whole thing is probably sparked by the kids getting out of school. "Kids always go for a fad and the wilder the better," Sipiora said. "The monkey songs and dances look as though they're filling the bill."

Were it not for the monkey

action though, business would be slow. Even now, it's spotty, at best.

Biggestcrippler during the past week was the presence of the White Sox. The team is fighting for a pennant, and when the club is playing ball the television sets are tuned in and the juke boxes tuned off.

#### Pennant Drive

Operators checked by Billboard compared last week to the White Sox pennant drive in 1959. As the Sox got hotter, the radios and television sets did likewise. The juke boxes, meanwhile, gathered dust in the corner.

Though it's too early for a pennant prediction as yet, the Sox are close enough to hurt the phonograph business. Particularly harmful was the series during the past week with New York and Cleveland.

Operators noted receipts down anywhere from 10 to 35 per cent.

#### New Tunes

Along with the monkey records, four other new tunes were doing well. "Six Days on the Road," by Dave Dudley on Gold Wing was getting excellent operator action.

Doing well at both the operator and retail level were: "Detroit City," Bobby Bare, RCA Victor; "Devil in Disguise," by Elvis Presley, and "Marlena" b-w "Candy Girl," 4 Seasons on Vee Jay.

## YOUNG BOBBY GORDON BRINGS OUT DECCA LP

CHICAGO—Bobby Gordon, son of Seeburg's Jack Gordon, brings out an album titled "Warm and Sentimental" on Decca this week. The LP features Bobby on the clarinet, backed with strings, on such songs as "You're Nobody 'Til Somebody Loves You," "I Can't Give You Anything But Love," "All Alone" and "Remembering."

The younger Gordon is a protege of Joe Marsala, the great New York jazz clarinetist. Bobby studied at the Berkeley Music School in Boston. He subsequently won a competitive scholarship at the Lenox Massachusetts Jazz School and played in a number of East Coast jazz festivals.

His night club appearances include Eddie Condon's in New York, the Red Onion in Aspen, Colo., and the London House in Chicago. He has also appeared in St. Louis, Columbus, Cleveland and Port Washington, N. Y. Bobby has had one record out previously on Dot.

## Site Owners Do the Programming

GREELEY, Colo. — Jack Wycaver, whose Ideal Music Company here operates all over northern Colorado, lets his location owners do much of his programming for him.

He has to. The route covers a wide geographical area, and the locations range from Spanish to Polish, with a smattering of Asians and a fair percentage of Scandinavians.

With such a wide variety of musical tastes, Wycaver feels that neither he nor his two routemen are up to the programming chores.

#### List of Numbers

The result has been that at almost every location, the collectors find a list of numbers made up by the location owner when it comes time to switch records, some of them requests from the patrons, but most of them carefully selected by bartender, tavern owner or restaurant chef as best suited to the clientele.

Programming involves a change of as many as 10 or 12 records per stop, where machines are not serviced oftener than every two weeks because of distances involved. Other, weekly locations, usually shows a five-disk change, always with the location owner's personal recommendations given plenty of consideration.

In only a few instances over the entire routes does such a list fail to appear, illustrating what an excellent job Wycaver has done in selling his location owners on the wisdom of co-operation.

The Colorado operator has been helped substantially, of course, by the fact that stops in this network of small towns show a much lower gross than big-city locations, and consequently, location owners will go to more pains to insure that their percentage on the phonograph is bigger.

At the headquarters building,

Wycaver uses the Phonolog system for keeping track of records and ordering and a mimeograph machine-typewriter combination for making up label strips.

A full-time secretary handles the typing and mimeographing process, making up enough to cover every spot on the routes at a sitting, plus typewritten strips, sometimes in different, eye-catching colors where special requests are concerned.

The mimeograph has been a tremendous time saver since it was introduced, and provides a neat, uniform job far preferable to typing the strips on the spot with portable machines such as has been the case before.

#### Service Calls

Despite the long distances intervening on the routes, Wycaver bends over backwards to answer every service call just as fast as 70-mile-an-hour speed limits on connecting highways

(Continued on page 54)



# N. Y. Groups Discuss Outing

NEW YORK — Representatives of the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild met at MONY headquarters here Wednesday (3) to plan for the forthcoming convention—outing of the three groups.

The associations, together with the New York State Coin Machine Association, hold their annual convention at the Nevele Country Club, Ellenville, N. Y., September 13-15.

Some 500 persons are expected to show up, with game, music and vending operators and distributors invited.

Al Denver, MONY; Mike Mulqueen, NYSOG, and Carl Pavesi, WOG, comprise the convention committee.

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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.

|   |
|---|
| <b>NO ONE</b><br>RAY CHARLES, ABC-PARAMOUNT 10453<br><b>WITHOUT LOVE (There Is Nothing)</b> |
| <b>STRING ALONG</b><br>RICK NELSON, DECCA 31495<br><b>GYPSY WOMAN</b>                       |
| <b>SHUT DOWN</b><br>BEACH BOYS, CAPITOL 4932<br><b>SURFIN' U. S. A.</b>                     |
| <b>BE TRUE TO YOURSELF</b><br>BOBBY VEE, LIBERTY 55581<br><b>A LETTER FROM BETTY</b>        |
| <b>I WONDER</b><br>BRENDA LEE, DECCA 31510<br><b>MY WHOLE WORLD IS FALLING DOWN</b>         |
| <b>CANDY GIRL</b><br>4 SEASONS, VEE JAY 539<br><b>MARLENA</b>                               |
| <b>SURF PARTY</b><br>CHUBBY CHECKER, PARKWAY 879<br><b>TWIST IT UP</b>                      |
| <b>RAT RACE</b><br>DRIFTERS, ATLANTIC 2191<br><b>IF YOU DON'T COME BACK</b>                 |
| <b>TEARS OF JOY</b><br>CHUCK JACKSON, WAND 138<br><b>I WILL NEVER TURN MY BACK ON YOU</b>   |
| <b>BREAKWATER</b><br>LAWRENCE WELK, DOT 16488<br><b>SCARLETT O'HARA</b>                     |

# PPL Cracks Whip On British Juke Box Ops

By JOHN THOMPSON

LONDON — Juke box operators in the United Kingdom who are remiss about paying copyright and performance levies are finding themselves as vulnerable as the hare to the hunt of the hounds.

Phonographic Performance, Ltd., permit authority for the British Phonographic Industry, federation of EMI, Decca, Pye, Phillips and other majors, is tracking the evading operators down and slapping writs for High Court action into their hands. This is happening rapidly, county by county.

Last month a Kentish operator was restrained by High Court injunctions, and the mat-

ter of damages and costs is being argued.

This month a Lancashire operator with a sizable route was summoned to appear in High Court on a similar action by PPL. Samuel Farr, headquartered in Shaw, Lancashire, did not appear to defend the application for restraint, which was granted. And he, too, by the judge's order, is in jeopardy regarding damages and costs.

PPL is well-equipped. Professional investigators, with long-time police backgrounds, marshal the evidence. And it is not an isolated instance of one infringement on one location that the company cites. The operator's route is spot-checked, it would seem.



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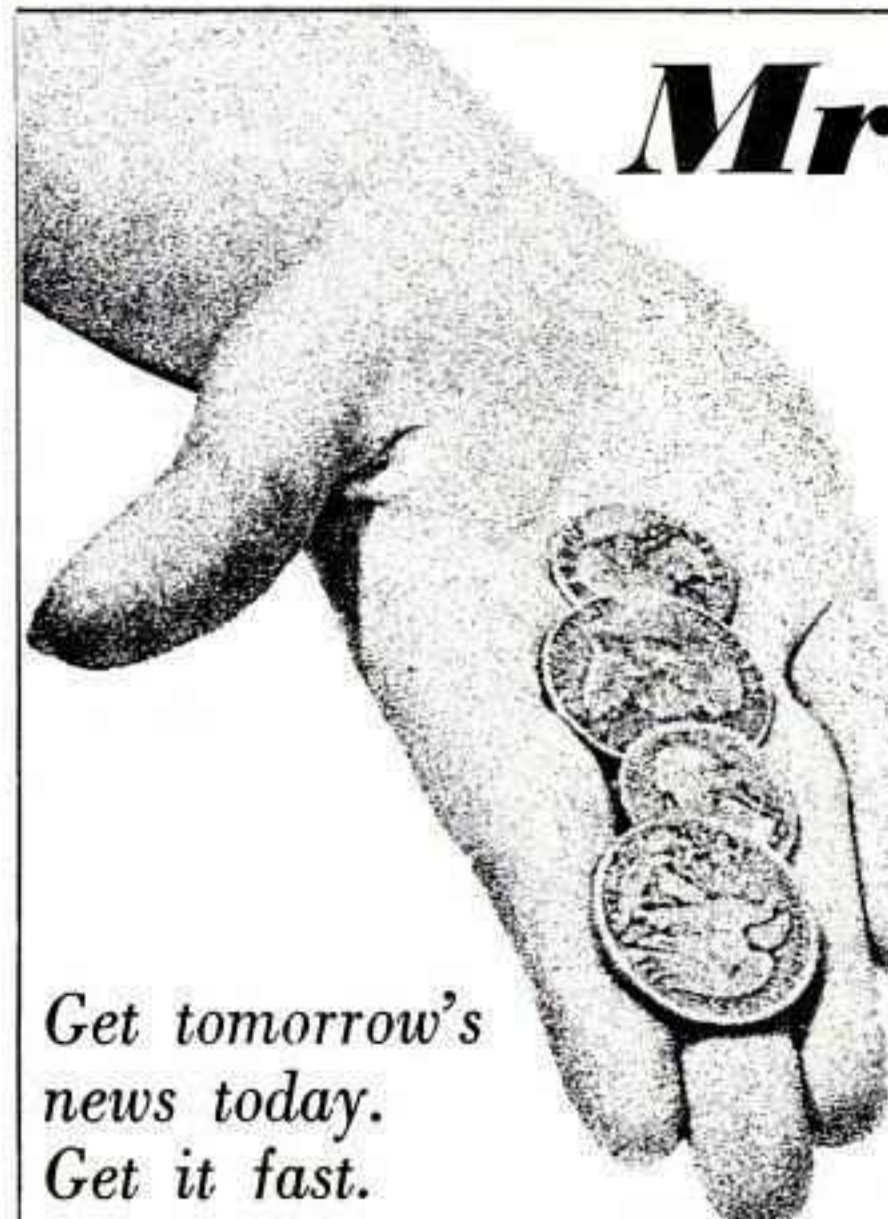
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**BULK VENDING**

# Schiro Sets Expansion Plan

By SAM ABBOTT

**NEW ORLEANS** — Nick Schiro has launched an expansion program for his Schiro Vending Supply here, with new and larger quarters, increased inventories in machines and supplies and expanded operation.

Schiro recently moved his firm into a new location at 800 North Broad. The area is three times the size of his other place. It is on a main thoroughfare and will be air conditioned.

The vending supply company was organized about a year ago after Schiro had been in the bulk operating business for nearly 17 years. He represents Oak Manufacturing Company, Leaf Brands, Samuel Eppy and Agress Seed and Nut Company in Louisiana.

Schiro is also in the operating field with his own company and that of RC Vending having about 2,500 machines on location in New Orleans. He does not operate outside of the city.

Schiro is the sole owner of the vending supply company.

He is an equal partner in the three-way split of RC Vending with his son Vincent (Buddy) and Lynn Paul Gagnon. Vincent is a graduate in business administration at Southeastern College in Hammond. Gagnon, who has been in vending for three years, was graduated from a State university in forestry. He selected vending when it made it possible to remain in New Orleans where the forestry assignments would have carried him far afield.

Among the locations served by the operating end of the Schiro enterprises are the six Schwegmann stores, believed to be the largest in the nation. Some of the stores cover nearly 300,000 square feet and Schiro has as many as 40 machines in a store.

**Native Louisianian**

Nick Schiro was born in Louisiana and has been a resident of New Orleans since 1923. He became interested in bulk vending during the years that he was in the grocery and meat business, which he sold in 1946.

From that time until nearly a year ago, he operated but at the time branched into the supply end of the industry. He is a member of National Vendors Association and the Young Men's Business Association. He likes salt water fishing and until a few years ago had his own boat.

"The new program will give operators in Louisiana better service," Schiro said. "Since we entered the supply business we have tried to make it a true one-stop. Our new location will enable us to follow through on this plan."

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| Pistachio Nuts, Jumbo Queen, White ..... | .62    |
| Pistachio Nuts, Large Tulip .....        | .67    |
| Pistachio Nuts, Vendor's Mix .....       | .60    |
| Pistachio Nuts, Sheik, Red .....         | .50    |
| Cashew, Whole .....                      | .64    |
| Cashew, Butts .....                      | .61    |
| Peanuts, Jumbo .....                     | .45    |
| Spanish .....                            | .32    |
| Mixed Nuts .....                         | .57    |
| Baby Chicks .....                        | .35    |
| Rainbow Peanuts .....                    | .36    |
| Bridge Mix .....                         | .36    |
| Boston Baked Beans .....                 | .36    |
| Jelly Beans .....                        | .33    |
| Licorice Gems .....                      | .34    |
| M & M, 500 ct. ....                      | .47    |
| Hershey-ets .....                        | .47    |

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| Rain-Bo Ball Gum, 100 ct. ....           | .34    |
| 300 lb. minimum prepaid on all .....     |        |
| Rain-Bo Ball Gum .....                   | .45    |
| Adams Gum, all flavors, 100 ct. ....     | .45    |
| Wrigley's Gum, all flavors, 100 ct. .... | .45    |
| Beech-Nut, 100 ct. ....                  | .45    |
| Hershey's Chocolate, 200 ct. ....        | 1.30   |
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Say You Saw It in Billboard



THE SIX SCHWEGMANN MARKETS, about the largest ever built, with some having nearly 300,000 square feet, are serviced by the operating division of Nick Schiro's enterprises. He is the sole owner of Schiro Vending Supply.



LESTER LeBLANC (right), owner of Maco Vending Service, Baton Rouge, La., and his routeman, Vernon Bouquet, look over the window display at the new location of Schiro Vending Supply in New Orleans. They were in town on a shopping tour.



NICK SCHIRO, sole owner of Schiro Vending Supply, New Orleans, is all smiles now that his firm is in new and larger quarters and his plan for expansion is well on its way. The new headquarters are in the background.



DIANNE MYERS and her cousin, Ellen Myers, are busy with capsules at Schiro Vending Supply. Nick Schiro, sole owner of the firm, is also a third and equal partner in the RC (Retarded Children) Vending with his son, Vincent (Buddy), and Lynn Paul Gagnon.



VINCENT (BUDDY) SCHIRO (left) shows some of the charms handled by his father's Schiro Vending Supply to his nephew, Danny Talbot. The company represents Eppy along with Oak Manufacturing Company, Leaf Brands, and Agress Seed & Nut Company in Louisiana. —Photos by Sam Abbott

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# Beaver Answers Suit With Settlement Bid

TORONTO—In answer to a petition filed by Hogarth Platting, Ltd., here, the Beaver Casting & Vending Corporation, bulk vending machine manufacturer, proposed that the company pay off all unsecured creditors at the rate of \$750 a month (to be allocated among the various creditors) or a quarter of the firm's net profits, whichever of the two is the greater.

The Hogarth petition, filed in the Supreme Court of Ontario on June 25, sought to put Beaver in bankruptcy in order to collect a sum of \$13,506.48 owed Beaver.

The Beaver proposal, also filed in the Ontario court, followed the Hogarth petition by three days.

### Separate Action

And in a separate action McPhail Vending Service, Ltd., offered to pay off its unsecured

creditors at the rate of \$500 a month or a quarter of the net profits, whichever of the two is greater. Both firms are headed by Ken McPhail of Toronto.

Letters to creditors to this effect are expected to be mailed shortly. It was learned that a meeting of charm manufacturers to whom Beaver owes money will meet in New York Monday (8).

### Texas Case

Meanwhile, in Dallas Judge Hughes of the U. S. District Court of the Northern District of Texas ruled that the Beaver machine was in violation of a patent held by the Oak Manufacturing Company, a California bulk vending machine manufacturer. Beaver was enjoined from making the machine and was ordered to pay damages and costs.

The Oak patent involved was No. 2537317.

# Ball Gum Mfr. Awarded Refund for '59 Taxes

MEMPHIS—A Federal District Court jury verdict awarded the Donruss Company, 119 West Colorado, manufacturer of candy and bulk ball gum for vending operators, a \$31,937 refund of 1959 income taxes the company paid under protest.

The verdict against the U. S. Government came last week after a four-day trial.

The Internal Revenue Service forced the company to pay the additional tax after an audit of the company books. The company paid the tax over and above other income taxes it had paid for the year.

### Question of Surplus

The case revolved around this issue: Whether the sole stockholders, Donald B. Wiener, president, and his brother, Russell L. Wiener, vice-president, were accumulating more surplus than was necessary to operate the business instead of paying it in dividends.

The government contended if the surplus were paid in dividends, it was taxable and the company owed the government tax on the surplus.

By accumulating "huge profits" as surplus, the family-owned

corporation did not pay dividends to avoid paying double taxes, the government contended.

### Normal Operations

The Wiener brothers contended the money was held and needed for normal business operations.

The Donruss Company brought the suit, seeking return of the amount plus interest the government taxed them in addition to the regular amount already paid.

As Lucius E. Burch, trial attorney for the Donruss Company, who has been at the bar almost 30 years, was leaving the courtroom after the trial he was chewing some ball gum and offering some to friends and spectators.

"This is one of the few cases I've tried in which you can have your exhibits and chew them, too," he said.

Burch said the Donruss Company had paid additional tax for the years 1960 and 1961 under protest, totaling about \$65,000. He said in view of the successful jury verdict for Donruss, he was hopeful of working out a settlement, with IRS refunding the additional tax payments.

# Price Releases Capsule Line

ROSLYN, N. Y.—The Paul A. Price Company this week released its new Mini Capsule line, consisting of miniature cards, assorted pre-historic monster bones and skeletons.

The line is designed for either penny vending or 5-cent Rocket vending.

# BILOTTA GIVES TEEN-AGE HOP

SODUS POINT, N. Y.—John Bilotta, New York State Wurlitzer distributor, invited 1,000 youngsters to his Lake Ontario amusement park here last week end (29 and 30) for the opening of the resort's new dance pavilion. The youngsters will be treated to a record hop, with disk jockeys of WACK, Newark, N. Y., handling the emcee chores. Music, of course, will be provided by juke boxes.

# Bay State Boost In Cigaret Tax Hovers Over Ops

BOSTON—The threat of a 2 to 3-cent increase in the cigarette tax hung over Massachusetts operators this week. The industry is meeting the possibility with a plan to convert all machines to take 35 cents instead of the present 30.

In its search for another \$30 million to cope with the obvious financial deficit which will result from pending pay raises for department heads and State employees, together with a lack of funds for educational purposes, the Legislature is urging Gov. Endicott Peabody to increase the tax on cigarettes.

The cigarette tax currently brings in \$43.2 million, and it is estimated that the existing 5-cent levy will produce \$44 million for the coming fiscal year which starts July 1. Strong hints from the Legislature indicate that it proposes to raise \$20 million by this means. But operators are not taking any chances if reports are correct that many have 35-cent conversions ready to go.

# Victor on Vacation

CHICAGO—Victor Vending Corporation closed its plant for the firm's annual vacation June 28 through July 15. The firm's full line of merchandise, of course, continued to be available through its distributors.

# Boy for Mitchells

CHICAGO — It's a boy, Laurance Lewis Mitchell, for Mr. and Mrs. Donald Mitchell of suburban Glenview. Mitchell is legal counsel for National Vendors Association. Laurence was born June 27 and is the Mitchell's third child.

# Texas Supreme Court to Rule on 2% Vending Tax

AUSTIN, Tex. — The State Supreme Court agreed to hear arguments Wednesday (17) on whether vending machine companies have to pay the State sales tax on non-taxable sales.

The case, which will apply to all firms whose sales include many items under 25 cents, would cost the State up to \$8.9 million a year in claims if lower court decisions stand.

The comptroller currently is guarding against a possible flood of requests for claims from firms who paid the taxes by earmarking a special fund in accounting reports.

### Appeal Set

The High Court will hear an appeal of a February 20 decision by the Third Court of Civil Appeals here.

The appeals court upheld District Judge Herman Jones of Austin and ruled that companies do not have to pay the 2 per cent sales tax on their gross receipts.

Jones threw out an interpretation of the tax by State Comptroller Robert S. Calvert that the tax must be paid on gross receipts.

### Consumer Taxed

The appeals court said that "the tax is levied against the consumer; the retailer merely is the collector. Sales of 1 to 24 cents are not taxed. In requiring the companies to pay taxes, the comptroller is acting contrary to the express terms of the statute.

The suit was brought by four vending machine companies whose individual sales are less than 25 cents each.

Calvert argued in asking for a hearing by the Supreme Court

that the act uses the law of averages to balance its impact upon the retailer and purchaser because few sales are taxed at exactly 2 per cent under the "bracket" system of 1-cent tax for sales of 25 to 75 cents and an additional cent tax for each additional 50 cents.

The sales tax act was amended by the last Legislature to make it clear that the tax is on gross receipts.

However, the Legislature exempted vending machines, newspapers and merchants who have a majority of sales of less than 25 cents. The newspaper and vending machine exemptions are expected to result in a drop of \$2.6 million annually to the State. The bill took effect July 1.

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# Report From Britain

## Coughtrey Branch

BIRMINGHAM—Coughtrey's Automatic Supplies, coin-amusement machine distributors, Nottingham, has opened a new branch here.

The expansion, which features showrooms and administration and warehouse premises, was necessary to serve the growing number of coin-amusement operators in the midlands area, a spokesman said.

While open for business the branch is being refurbished as

to facilities and decor. A full range of Jennings and Keeney machines is on display.

Coughtrey's is a veteran British coin-equipment firm, now active 36 years, and the first to handle Jennings product in the United Kingdom.

## David Shefras Weds

LONDON — David Shefras, an executive of Morris Shefras & Sons, Ltd., Blackfriars, London, coin-equipment distributor, was married in London June 23.

His bride is Jill Mardlin. And the wedding at West London Synagogue, attended by many coin-amusement traders, was followed by a reception at the Picadilly Hotel.

## BRITISH BRIEFS

Bert Bingley, coin-amusement operator, and secretary of Amusement Caterers Association, Yorkshire, in hospital, but mending. . . . Marylebone and Paddington, London, Licensed Victuallers' Association, heard member A. J. Klein describe fruit machines in taverns as a "most pernicious form of gambling," of no aid to bar receipts. . . . Coin traders' groan is that prices of juke box singles and EP releases have been hiked about 6 per cent this month. Major manufacturers hold them to dealer net prices. . . . Bert Perrett, head of Perrett Automatic, Ltd., importer, distributor and operator, is seriously ill with an arthritic complaint. He is immobilized at his home in Cardiff, Wales, site of the firm's head office.

## Texas Operator Sues Location

SAN ANTONIO — H. H. Hensley, owner of Hensley Music and Cigarette Company, filed a suit in 150th District Court for an order enjoining Fendred Grant, owner of Grant's Place, from using machines in his establishment other than those installed by the plaintiff.

Hensley claims Grant has breached a five-year contract in which the two agreed the Hensley machines would service the place. Hensley alleges his machines have been "disconnected and turned to the wall," and that other machines have been installed.

If he is not allowed to service the place with his machines, Hensley would have the court grant him a judgment of \$1,810.



BOBBY GORDON presents a copy of his new Decca album, "Warm and Sentimental," to Jack Cohen, president of the Cleveland Music Operators Association. Al Gange, Seeburg regional vice-president, looks on as Bobby makes the presentation in Cleveland's Mount Sinai Hospital, where Cohen is recuperating from a recent illness. Gordon is the son of Jack Gordon, Seeburg vice-president.

## Texas Coinman Sponsors 'My Dad's a Cop' Contest

DALLAS — Abe Susman, owner of State Music Distributors in Dallas, continues his public relations work in behalf of the coin machine industry

with his annual Abe Susman Awards Contest.

Sponsored each year by Susman, in co-operation with The Texas Lawman, a magazine for law enforcement officers, the contest this year is open to children between the ages of 12 and 17 inclusive who have parents who are law enforcement officers at all levels of jurisdiction in Texas.

This year's contest will have as its theme "My Father Is a Law Enforcement Officer." Entrants may write as much or as little as desired on this topic.

The 10 prizes being donated by Susman for contest winners this year are Underwood portable typewriters, one to go to each of the 10 winners.

Awards will be made at the banquet of the 85th annual conference of the Sheriffs Association of Texas.

## World Wide Plays Host at Urbana School

CHICAGO — World Wide Distributing Company was host to some 16 operators and servicemen at a school on the new Seeburg phonograph at the Urbana Motel, Urbana, Ill., last week.

The school covered trouble shooting and included a demonstration on Seeburg's new "open face" machine which shows the complete cycle of operation after the insertion of a coin.

Hosts for the session included Nate Feinstein, Harold Schwartz and Art Wood of World Wide; Robert Dunlap and Charles (Chuck) Gates of Seeburg.

Operators and servicemen included Joseph Yaegel and Bob Rose, Decatur; Jim Jacobs, Danville; Jim Sudkamp, Dick Hunt and R. R. Davies, Urbana; Dave Wethington and B. R. Hammond, Watska; Tim McGraw, Elmer Cole, Lindsay Roy, Clayton Hunt and Robert Decker, Champaign.

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| Carnival                  | ..... 125  | Six Shooter          | ..... 95    |
| Dale Gun                  | ..... 65   | Silver Bullet        | ..... 125   |
| Ex. Star Shooting Gallery | ..... 125  | Sci. Jungle Joe      | ..... 125   |
| Ex. Sportland             | ..... 125  | Sky Raider           | ..... 110   |
| Gun Patrol                | ..... 110  | Seeburg Bear Gun     | ..... 165   |
| Gun Smoke                 | ..... 195  | Seeburg Coon Gun     | ..... 165   |
| Hercules                  | ..... 275  |                      |             |
| Jet Gun                   | ..... 110  | KIDDIE RIDES         |             |
| Keeney Air Raider         | ..... 125  | All Tech Fire Engine | .....\$425  |
| Marksman                  | ..... 275  | All Tech Satellite   | .....Write  |
| Mid. Shooting Gallery     | ..... 195  | Bally Speed Boat     | ..... 375   |
| Nife Fiter                | ..... 125  | Bally Little Champ   | ..... 295   |
| Pistol Pete               | ..... 75   | Big Bronco           | ..... 295   |
| Pop Gun Circus            | ..... 225  | Bally Space Ship     | ..... 275   |
|                           |            | Champion Horse       | ..... 395   |
|                           |            | Choo-Choo Train      | ..... 250   |
|                           |            | Chuck Wagon          | ..... 425   |
|                           |            | Donald Duck          | ..... 250   |
|                           |            | Hot Rod              | ..... 225   |
|                           |            | Highway Patrol       | ..... 595   |
|                           |            | Junior Jet           | ..... 175   |
|                           |            | Kings Horse          | ..... 250   |
|                           |            | Moon Rocket          | ..... 595   |
|                           |            | Merry Go Round       | .....\$295  |
|                           |            | Miss America Boat    | ..... 295   |
|                           |            | Model T Ford         | ..... 395   |
|                           |            | Old Smokey           | ..... 275   |
|                           |            | Pony Express         | ..... 175   |
|                           |            | Red Nose Reindeer    | ..... 225   |
|                           |            | Round World Trainer  | ..... 325   |
|                           |            | See Saw Clown        | ..... 225   |
|                           |            | Scientific Boat      | ..... 325   |
|                           |            | Twin Horse Stage     | ..... 425   |
|                           |            | Coach                | ..... 425   |
|                           |            | Tusko Elephant       | ..... 495   |
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## 200 See Cinebox At N. Y. Showing

NEW YORK — Some 200 newsmen, traders and investment people gathered at Toots Shor's restaurant here Wednesday (26) to view the Cinebox, Italian-made cinema juke box. The showing was sponsored by the Cinevision Corporation of America, U. S. distributor for the machine.

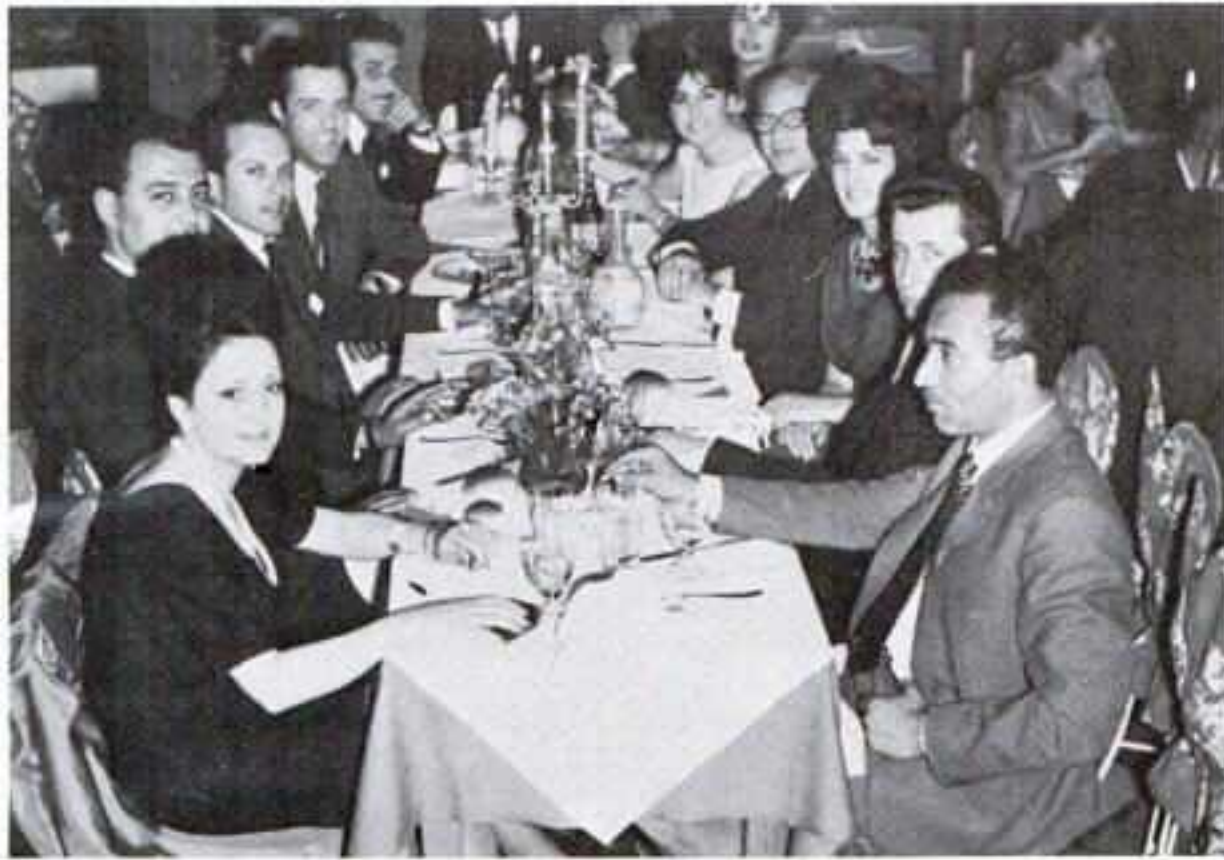
On hand were Stanley Green, Cinevision president; M. S. Greenman, general manager and vice-president, and Ed Ratajack, sales consultant.

Visitors Dave Rosen, Philadelphia distributor for Cinebox, and Joseph Woll, vice-president of Philadelphia's Broad Street Trust Company.

## Stern Visits Greece



SAM STERN, WILLIAMS PRESIDENT (center), viewed some of Greece's ancient ruins during a recent European visit. Accompanying him were Romualdo Meroni, Williams' European representative, and John M. Lagonikos, Williams' distributor in Greece.



STERN RECEIVED a typically hospitable Greek welcome in Athens from some of the city's leading coin machine dignitaries. The Williams president is due back in the U. S. this week.



TOP TEAM IN ROWE AC SERVICES' Accelerated Sales Contest was a group from Trimount Sales Corporation, Boston. Shown at special citation ceremonies were David Riskin, Trimount; Richard Gluck and Fred Pollak, Rowe AC; Arthur Frates, David Bond, C. Marshall Caras and Irving Margold, Trimount. Not shown in the photo are Dan Brown and Leo Bessette, Trimount, who together with Riskin, Frates and Caras made up the special five-man winning team.

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  - DuGrenier 12-Col. Cigarette Venders . . . . . 139.50
  - C.C. Aristocrat Shuffle Alley . . . . . 500.00
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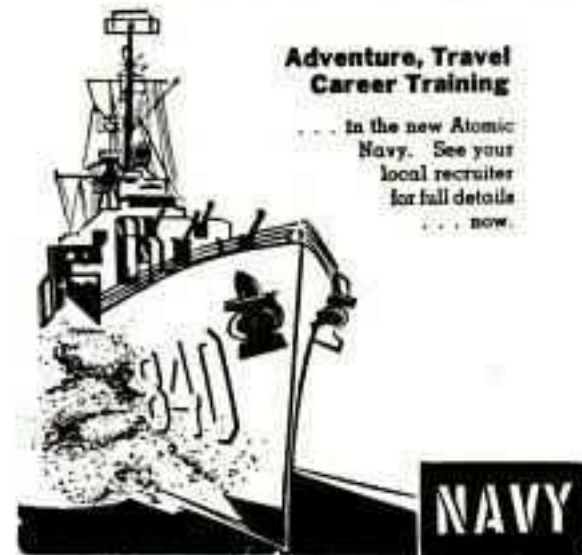


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| ROCK-OLA 1458          | 345 |
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| ROCK-OLA 1475-200      | 475 |
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|-------------------------------|-------|
| ROWE PASTRY                   | 150   |
| ROWE CANDY, 11 Col. G/M       | 195   |
| ROWE 20/700 CIG.              | 225   |
| ROWE SANDWICH (Refr.)         | 325   |
| ROWE HOT FOOD                 | 325   |
| ROWE COFFEE RV-750 (Fresh)    | 425   |
| ROWE L-1000 (Late)            | 545   |
| NATIONAL CIG. 11ML            | 145   |
| NATIONAL CANDY, 10 Col. Slant | 245   |
| STONER CANDY 160              | 175   |
| SEEBURG CIG. 800 E-1          | 165   |
| CORSAIR 20 CIG.               | 165   |
| VENDO ICE CREAM #210 (Post)   | 475   |
| APCO 4-Flavor (Ice)           | 1,045 |

#### ARCADE GAMES

|                             |       |
|-----------------------------|-------|
| Bally HEAVY HITTER Baseball | \$175 |
| Midway DELUXE BASEBALL      | 395   |
| C.C. BIG HIT TARGETTE       | 345   |
| C.C. PRO BASKETBALL         | 315   |
| Williams TEN PINS           | 95    |

#### AMUSEMENT GUNS

|                      |       |
|----------------------|-------|
| Midway BAZOOKA       | \$225 |
| C.C. SHOOT THE CLOWN | 375   |
| Bally DERBY          | 150   |
| Williams TITAN       | 275   |
| Williams VANGUARD    | 175   |

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| Bally Official Jumbo | 195.00   |

**Phonos—Wall Boxes**

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|----------------------------|----------|
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| Wurlitzer 2500, 2504, 2510 | 645.00   |
| Wurlitzer 2300             | 445.00   |
| Wurlitzer 2100             | 295.00   |
| Rock-Ola Hide-A-Way 1440   | 75.00    |
| Seeburg 200 Sel. WB        | 49.50    |
| Seeburg KD                 | 295.00   |
| AMI 120 WB                 | 20.00    |
| Wurlitzer 5210 WB          | 59.50    |
| Wurlitzer 5207 WB          | 37.50    |
| Seeburg 3W1 WB             | 18.50    |
| AMI Lyric 100              | 395.00   |
| VL 200 Seeburg             | 225.00   |
| AMI E 120                  | 85.00    |

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**EUROPEAN NEWS BRIEFS**

• Continued from page 45

their demonstrated U. S. juke box impact.

"This is a service for the juke box operator—and nobody else," a Heckscher representative said. "The operator is the neglected man in the music trade, and now we are going to cater to his whims and needs."

**Bavarians Name Damm**

MUNICH—Paul Damm has taken office for another term as president of the Bavarian Coin Machine Operators' Association. Damm was re-elected unanimously.

Otto Saumweber was elected vice-president. Others elected are Eduard Brauer, Kaufeuren; Peter Seelmann, Bamberg; Georg Huber, Munich; Herbert Sarfert, Starnberg, and Gerhard Funke, Augsburg.

**Location Ownership**

VIENNA—A study by the Austrian trade association, Der Verband des Oesterreichischen Automaten-Gewerbes (VOAG) shows that 80 per cent of all phonographs in Austria are operated by locations.

Location ownership is described as a "way of life" in Austria, and VOAG holds out no hope for remodeling the country into the operator pattern. The association states candidly that most distributors are satisfied to deal with locations and have no overriding interest in reforming the country to operator ownership.

Therefore the association is concentrating on efforts to enroll location owners as members.

**Portable Juke Box**

MILAN—The hurdy-gurdy, long an immutable Milanese street scene, is now giving way to the portable juke box. Hurdy-gurdy operators now transport transistor-powered phonographs strapped to their waist in hurdy-gurdy style.

The customer then inserts his coin and picks his tune. "The effect is the same," a veteran hurdy-gurdy operator remarked after the first week of operating his juke box replacement. "The customer gets the tune he likes and we have a lot of arm work. It's a good, new deal all around."

**GEMA Wants Secrecy**

BONN—GEMA, West Germany's licensing organization long in the limelight for its bitter royalty disputes with the German phonograph operators, is now locked in a battle with the Bonn government.

GEMA is resisting efforts by the Federal Ministry of Justice to require a full disclosure of its operating practices. Heretofore, GEMA has been under no compulsion to open its books for justice ministry scrutiny but as

**JFK Visit May Aid U. S. Exporters**

• Continued from page 45

"Competition is now bound to increase all along the line, and there is no telling what the future holds for our trade."

**Common Market**

This source had in mind not only U. S. competition on the world market, but also the waxing struggle for the European Common Market. It is the complaint of West German manufacturers that U. S. manufacturers have erected a "privileged sanctuary" on the Continent, mainly in West Germany, and that it is only reasonable that protection should be afforded against direct exports from the U. S.

West German manufacturers are disturbed by the failure of German equipment to make the strides on the world export market that they believe the general technical excellence of German-made equipment should warrant.

Not only have German phonographs failed to penetrate the U. S. market but they have also failed to dislodge the more expensive U. S. product from the world market, even in Latin American areas where German equipment enjoys specific advantages.

done so voluntarily as a "courtesy."

However, the operators long have argued that GEMA enjoyed a privileged status and demanded that the copyright society make a mandatory full disclosure of its finances. The justice ministry has moved in this direction, and GEMA, now alarmed, is mobilizing a defense against what it regards as unwarranted official intrusion into its affairs.

Particularly embarrassing to German juke box manufacturers is the fact that Cinebox, the film phonograph, has carved a beachhead in the U. S. market despite severe obstacles (although the Italian product is by no means established in the U. S. market).

If success breeds success, failure is no less contagious. The German trade sorely needs a show window on the American market for its world trade generally.

**Site Owners**

• Continued from page 48

will allow. Most of his location owners are more than pleased at the celerity at which an Ideal Music Company repair truck appears when there are breakdowns of any sort.

The fact that a truck may have to make a 40-mile trip each way in order to take care of two service calls isn't unusual, but Wycaver cheerfully accepts the responsibility.

One outcome of the location owner programming system has been heavy demand for Spanish music, prompted by large numbers of Mexican-Americans and braceros or Mexican nationals who are hired for the annual beet crop each year.

Wycaver, with long-standing connections in the Spanish-American field, probably programs more of this music than any other northern Colorado operator, always respecting his location owner's requests, and shows sensational play results from tangos, rumbas, sambas, and mariachi music.



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- X** 2 flippers located for best skill-shots.
- O** High scores give additional balls.
- X** Tilt feature allows play to continue even after a "tilt".



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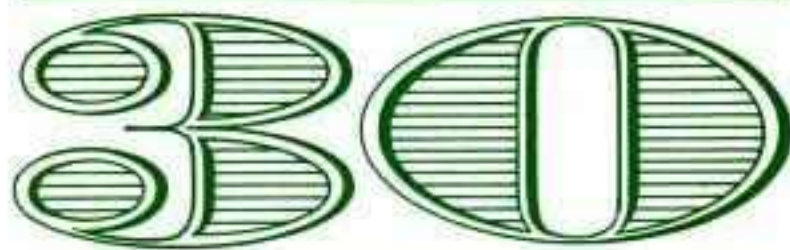
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- PATSY CLINE**  
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- BURL IVES** Funny Way of Laughin' DECCA
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- JIM REEVES** A Touch of Velvet RCA VICTOR
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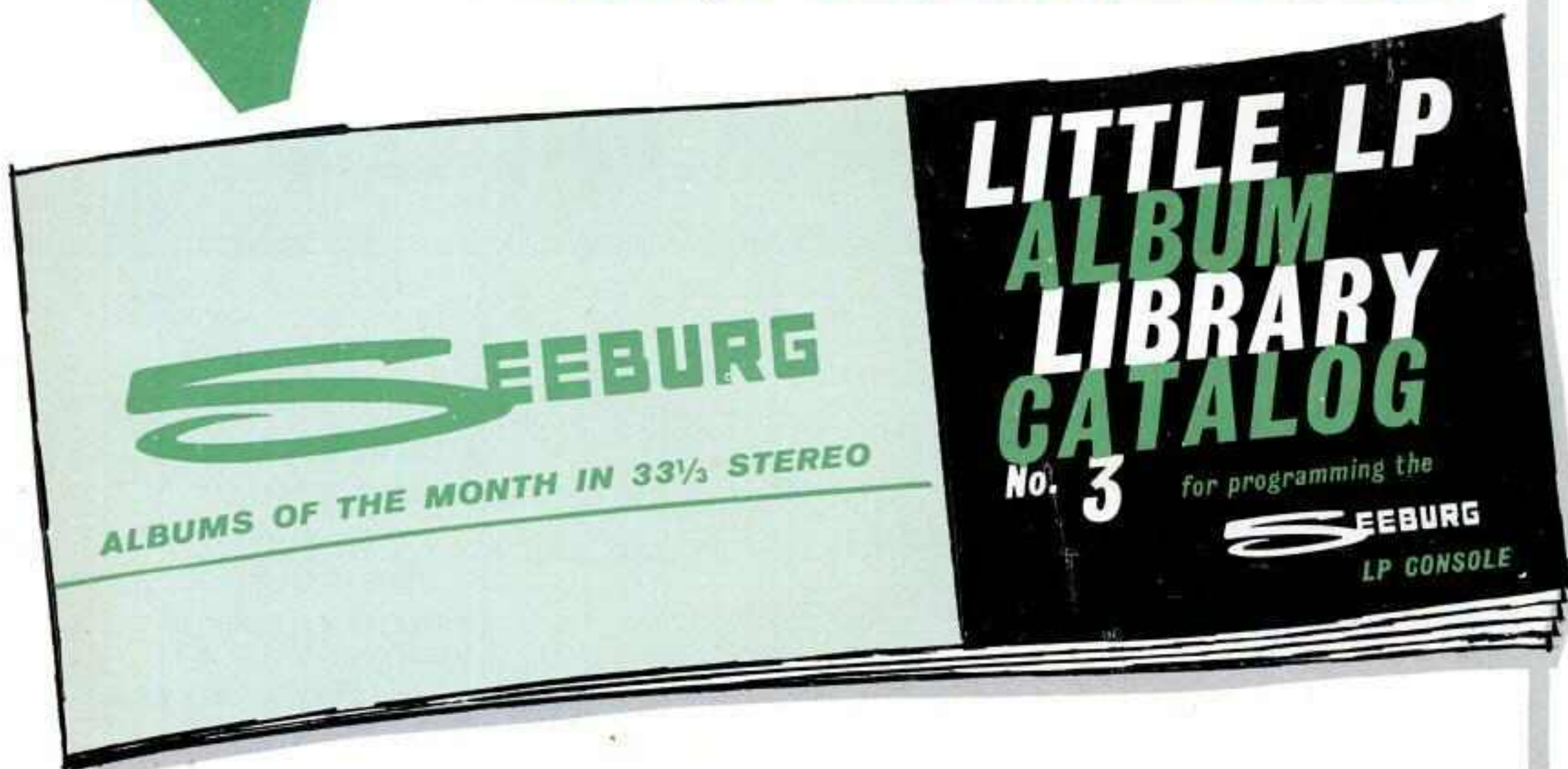
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**WELCOME ABOARD:** Walt McGuire (l.) is given hearty official welcome from Don Kirshner, head of Colpix Records and Columbia Pictures-Screen Gems Music, on his recent appointment as vice-president in charge of sales. McGuire was formerly with London Records, where he was chief of U. S. product, heading that firm's distribution wing.



**FROM A JACKIE TO A KING:** Jackie Robinson (here at mike) played Connecticut host in fund-raising jazz concert for Dr. Martin Luther King's Southern Christian Leadership Conference.



**CAMELOT PRESENTATION:** The CBS album of Broadway musical "Camelot" will be released August 1 in Australia by Australian Record Co. Shown are William Smith and Ron Calcutt, of A. R. C., making sales presentation to executives.

**Billboard**  
**PHOTO GALLERY OF**  
**Newsmakers**



**PATCHED-UP PETULA:** Petula Clark, who was involved in a minor traffic accident in Paris, wasn't about to let it interrupt her scheduled arrival in

Madrid. She is greeted there by Luis Calvo of Hispavox, Italian singer Torrebruno, and new RCA singing discovery, Tito Mara.



**GOULET DIGS IN:** Columbia's Robert Goulet was featured guest at groundbreaking ceremonies for new Music City in Torrance, Calif., which initiated \$1,000 treasure chest search. Close by are Miss Music City (l.), Miss Torrance (r.) and Music City president Clyde Wallichs. This is fourth Music City.



**PREMIER PRESS CONFERENCE:** Norman Weiser (r.), newly appointed as head of 20th Century-Fox Records, held his first press conference July 1, where he and Jonas Rosenfield Jr., of parent company, display hot products.



**THE SHOWBOAT CIRCUIT:** Keely Smith and Andy Devine co-star on traveling "Showboat" presentation on the Guber & Gross circuit, boasting its biggest season to date.



**OPUS 8 1/2:** Dario Soria, RCA Victor Division vice-president, international department (c.), presents copy of the original sound track of the new Fellini

film "8 1/2" to the director (l.) and his star, Marcello Mastroianni (r.). Score is by Nino Rota.



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