

Billboard

The International Music-Record Newsweekly

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

Columbia's price stabilization move at its convention in Puerto Rico... at all levels of the trade. It has been well... looked at coolly by large buyers and chain... viewed with mixed emotions by rack merchants... manufacturer front, one firm, Jay Gee, announced... close out all of its deals and follow the Columbia plan... starting in October. Other manufacturers have quietly expressed approval of the plan. Stories on this page report reactions at the NARM meeting in Chicago and the virtually unanimous approval of the plan by dealers as shown in a Billboard survey. The overall impact of the Columbia approach to pricing is expected to continue to be felt on all industry levels in the months to come.

Pricing Talk of Town

Dominates NARM Meet

By SAM CHASE

CHICAGO — The effect of the new Columbia Records pricing policy on rack jobbers dominated all activity here this week at the mid-year meeting of the National Association of Record Merchandisers. The 38 NARM members who attended seemed to undergo a considerable transformation as the meetings went on; from a highly irate and negative attitude at the outset there appeared to be a growing number who were making serious efforts to find a modus vivendi with Columbia's plan.

The 58 attending record manufacturers who are associate members of NARM likewise seemed to spend as much time discussing the Columbia plan as they did their own product and policies.

The general consensus of the rack jobbers seemed to be that the Columbia move toward price stabilization and a single price for the full year is a progressive and desirable step. The area of concern is that with the elimination of special discounts, rack jobbers are able to earn only the 10 per cent functional discount on sales of Columbia

(Continued on page 8)

DEALERS SAY O.K.

NEW YORK—Almost unanimous dealer approval was the verdict uncovered by Billboard's Record Market Research Department when it checked 100 record stores in 25 major markets to ascertain feeling about Columbia Records' new price stabilization policy.

A total of 98 stores of the 100 questioned were in favor of the new Columbia plan, which makes the year-round price on \$3.98 records \$2.35 to the dealer, with no special buy-in plans at any time during the year.

Dealer comments on the effect Columbia's new policy ran this way: "It should help keep the little man in business"; "We will now be able to compete with discounters"; "It's a step in the right direction"; "I wish everyone would do it"; "It cuts down on deals which may lead to financial troubles," and "It's wonderful if everyone does the same thing."

When asked whether they expected other labels to adopt a similar policy, dealers said: "They should"; "What Columbia does others will follow"; "Yes, if one more major would follow, a lot of small companies would too"; "I think RCA, Victor, Decca and Liberty will within six months," and "They will have to."

Dealers were also asked how

(Continued on page 8)

Racks Weigh Full Effect

CHICAGO—A check of the attitudes of NARM members toward the Columbia Records pricing policy showed general agreement that some time would be needed to determine its full effect on the remainder of the industry. It also seemed likely that rack jobbers would have to charge higher prices for Columbia merchandise, and that in the beginning, at least, Columbia volume might be reduced.

R. N. Stultz, president of Record Supply Company of Orlando, Fla., said the move would "tend to raise prices and stabilize the industry." He also said that rack jobber profits would be curtailed unless he raised prices. "If RCA or Capitol follows Columbia's lead, it would enable us to justify ourselves in

(Continued on page 8)

Blaine Follows Columbia Lead In Price Policy

By REN GREVATT

NEW YORK—Jay Gee Records, a part of Jerry Blaine's record manufacturing and distribution empire, became the first company to follow the lead of Columbia in setting one price for its records to dealers and eliminating all special discount deals. "After our current deal expires on September 30 we're cutting out all deals and following Columbia's lead," Blaine said. The no-deal plan will cover both Jubilee and Josie labels.

"I think Columbia is very much on the right track and we are taking up their philosophy of lowering the price of the product to the dealer, but maintaining that price on a year-round basis.

"Our 'Bloopers' series, which we've recently re-packaged, goes for \$4.98. The regular price to the dealer is \$3.09. I think Columbia has dropped this category to \$2.81 and we'll be in that vicinity too. We haven't absolutely set the new

price, but it will be in the same area as Columbia's, give or take a few cents."

With regard to functionals, Jay Gee will extend these only on the strictest kind of basis. "Only honest-to-goodness rack and one-stops will qualify and we expect to police this very carefully," Blaine said. "They will have to sign statements as to the type of business they're in before they get the discount."

Asked about the extension of *(Continued on page 8)*

Victor Stresses Dynagroove Product at Best Buy Meet

WHITE SULPHUR SPGS., W. Va.—RCA Victor held its 11th annual Best Buy program at the Greenbrier Hotel here last week for 350 key distributing personnel — salesmen, foreign affiliates and company executives. Key to the convention was Dynagroove and the new

albums introduced for Victor's August and September programs of top name pop and Red Seal artists in Dynagroove.

Immediately after the Greenbrier meet, RCA Victor executives went to Chicago to introduce new releases to rack jobbers at the NARM mid-

year convention.

At the opening of the convention, RCA Victor Record Division vice-president and general manager, George Marek, noted that the response to Dynagroove product since it was first introduced last March, had been "overwhelming."

He also said that the average sale of albums in the first release of Dynagroove product in March was higher than any previous comparative release in the firm's history.

"Nothing I ever witnessed in business can compare to the speed, the enthusiasm, the effectiveness, the excitement with which Dynagroove product was introduced and received," Marek said.

Marek also announced that Dynagroove Records, now established in the U. S. and Canada, would be introduced in Mexico, Japan, Europe and most South American countries this fall.

Victor displayed 34 new Dynagroove albums, in both the pop and Red Seal categories. Twelve of the Dynagroove pops are scheduled for August release along with four Soria series LP's. In September, 12 Dynagroove pop sets will be released, and eight Red Seal. Two highlighter albums priced to retail at 99 cents *(Continued on page 8)*



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

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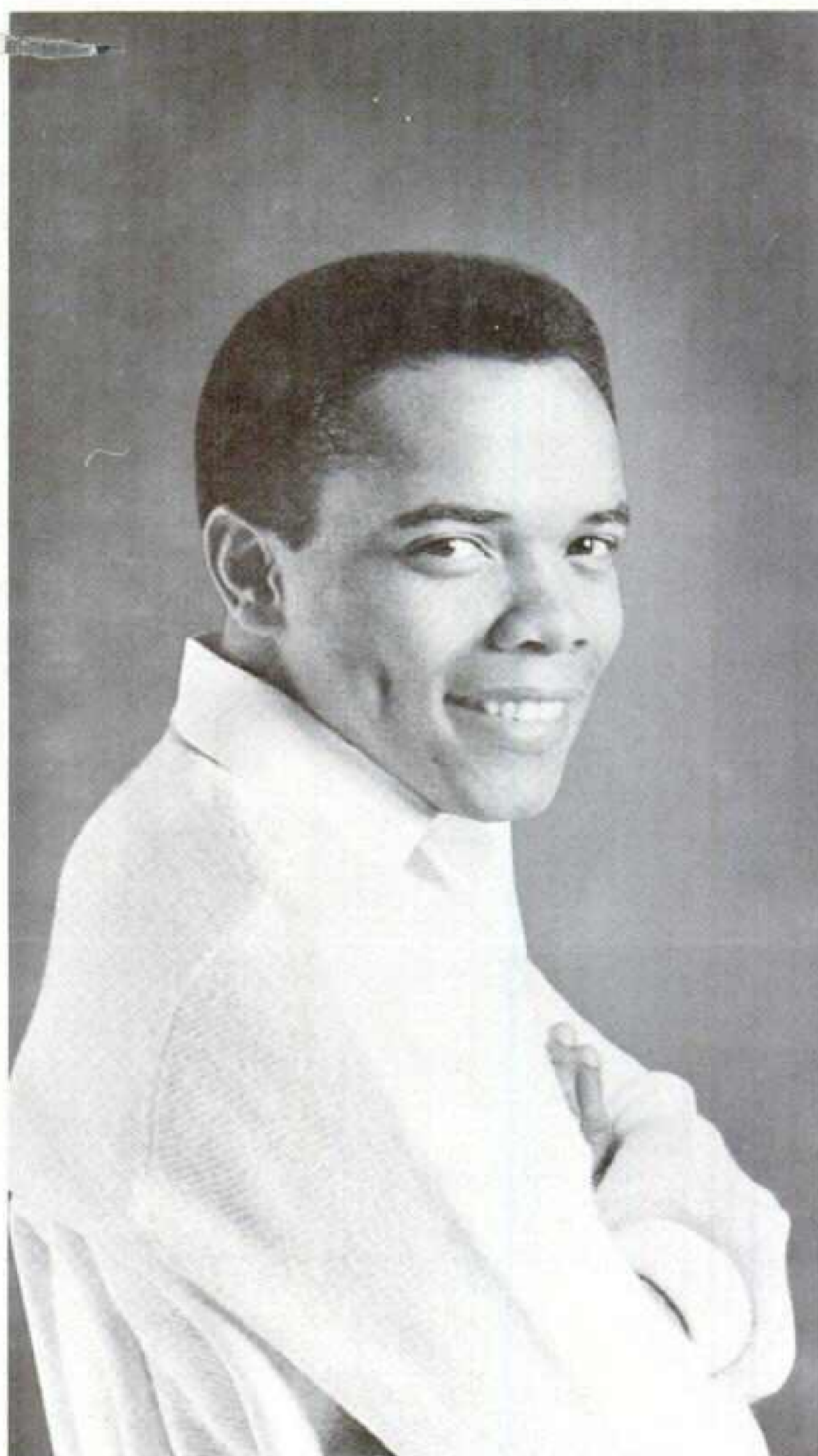
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BIG "NEWS"

from Groove[®] records



**JOHNNY
NASH**

**DEEP IN
THE HEART
OF HARLEM**

**WHAT KIND OF
LOVE IS THIS**

58-0021



**CHARLIE
RICH**

**SHE LOVED
EVERYBODY
BUT ME**

**THE GRASS IS
ALWAYS GREENER**

58-0020



**the
avons**

**PUSH A LITTLE HARDER · OH,
GEE BABY**

58-0022

Clay Talks a Nice Fight Disk?

NEW YORK—If Cassius Clay is as fast with his hands as he is with his ad libs he has a chance of beating Sonny Liston in September. And if he is as fast on a record as he was in person at the Americana Hotel last week he has a chance of coming through with a hot selling LP for Columbia.



Clay showed off his wit and his hipness at a special press conference arranged for him by Columbia Records in honor of his signing a contract with the label. Clay will record an album for Columbia, under the aegis of Dave Kapralik, Eastern a.&r. chief, who signed the No. 2 heavyweight contender for a sum reputed to be about \$25,000.

Clay had his audience in stitches as he explained his feelings about champion Liston, the man he is to meet for the heavyweight

title come the end of September.

Cassius impressed this observer as a bright, exuberant young man, who could probably make a good living at anything he attempted, and who could possibly lick Liston if he keeps talking to him all through their fight.

Clay will write, produce, direct and star on his Columbia recording. It will probably contain poetry, bon

mots, one liners and gags about his own career and that of his opponent. And in case anyone doesn't think that Clay knows whereof he speaks, suffice to say that he is very aware that if he was unable to talk as he can—and does—he would not be next in line to fight Sonny Liston.

But no matter how Cassius fares against Sonny, there is no doubt that he won new friends and new boosters through his appearance at the Americana last week.

His recording, which will be released in about two weeks, will be called "I'm the Greatest." The last album with a similar title was "I'm the Greatest Comedian in the World—But Nobody Knows It Yet," by Jackie Mason, and that was a best seller. So watch out for Cassius Clay on disk, Mr. Dealer. **BOB ROLONTZ**

Columbia Rests Its Case to Strains of Beethoven's Fifth

By REN GREVATT

NEW YORK—Attorneys for Columbia Records rested their defense last week in a protracted series of hearings on charges lodged by the Federal Trade Commission against various operating facets of the Columbia Record Club. The hearings began last January 16. The conclusion followed a key decision by hearing

examiner Donald Moore calling for the admission into evidence of sales figures of the Reader's Digest package record mail order operation.

Csida Heads Nashville Co.

WASHINGTON — Joseph Csida has been named president of a Nashville record manufacturing and music publishing firm, Recording Industries Corporation, which will go public. The company has filed a registration statement with the Securities & Exchange Commission for public sale of 297,000 shares of common stock to be offered at \$5 per share. Details of the new firms were first disclosed in Billboard in early March.

The company, organized in June, 1963, will manufacture and distribute records, and conduct a music publishing business through two subsidiaries. Principal organizers are Hubert Long and Charles C. Kieffer, directors; Frank Poole and W. Lester Vanadore, vice-presidents.

SEC statement says management officials own the 20,000 outstanding common shares, bought at \$5 per share. Proceeds of the stock sale will be used to build a headquarters office in Nashville, two recording studios, pressing plant and facilities.

Csida, since he sold his share of the Csida-Ed Burton Publishing firms to Bobby Darin, has set up a new publishing companies and a new talent management firm in New York.

The actual finale came late Wednesday afternoon (31) to the strains of Beethoven's Fifth Symphony, played on a portable Columbia stereo phono. Following this last presentation of evidence, designed to show the similarity of music offered through typical record club selections and that which is available in the Reader's Digest package record mail order offerings, Columbia attorney Sokolow declared that the defense rested its case.

Government counsel, Richard Levine, then moved for a recess until September 3 for presentation of the Government's rebuttal case, because of the need for an economist to refute certain evidence presented during the defense case. This produced one of the few shows of emotion, when Sokolow jumped to his feet to urge denial of the motion. After a brief recess, the examiner denied the Government's motion and set next Wednesday (7) for the start of the rebuttal.

A key point of the closing part of the defense case was the attempt by Columbia to get into the record, the sales and dollar volume figures for the Reader's Digest package operation. This was on the theory that the Digest, even though not a club operation, is nevertheless a major factor in the mail order record business, and if considered a part of this total market, would tend to minimize the alleged dominant and monopolistic position of Columbia. *(Continued on page 46)*

Fair Trade Bill to Reach House Floor

WASHINGTON — Federal fair trade legislation to allow manufacturers to set retail price level on brand-name goods, now termed Quality Stabilization, has been approved by the House Commerce Committee and is expected to squeeze through the Rules Committee to reach a vote on the floor of the House. Hearings have yet to be held this session on the Senate side, where the bill traditionally has very hard sledding.

Record retailers, spearheaded this year by the Society of Record Dealers (SORD) and its newly elected president, Lou Shapiro, have urged passage of this kind of federal legislation over the years to fight inroads of discount and loss-leader sales that ruin the competing small businessman.

The present legislation leaves the door open to individual States to accept or reject the terms. Proponents of the bill say it is strictly a voluntary type: Manufacturers shipping brand-name goods in interstate commerce can require that their named price be held at retail level or they can bypass the idea. Retailers who want to sell fair-traded product would have to maintain manufacturer's price level as would everyone else selling retail in the area if the manufacturer chooses to follow the Quality Stabilization formula.

The administration and Justice Department have strongly opposed this type of law as "price fixing." Also opposed are consumer groups and labor spokesmen.

Ackerman on Special Job For Billboard

NEW YORK — Paul Ackerman, formerly music editor of Billboard and currently executive secretary of Armada, the record distributor trade organization, has been commissioned by Billboard to work on a special assignment.

Ackerman is writing a book on the history of country music. Billboard has arranged to publish material from this book, prepared and edited for the purpose, in a special c.&w. edition which will be published as part of Billboard's November 2 issue.

An interested observer of the country music scene for many years, Ackerman is regarded as one of the foremost authorities on the subject. He has written numerous articles on country music for various publications, with one of the most exhaustive having appeared in High Fidelity magazine.

Columbia at Back of Rack

NEW YORK — A check of Korvette's record department at its Fifth Avenue store here by a Billboard reporter found only a limited number of Columbia LP's on display. Since Korvette has rows and rows of step-down display cases, the lack of Columbia product indicated that Columbia's new price stabilization moves were finding a cool reception with Korvette record buyer Dave Rothfield.

According to Rothfield, Korvette is not de-emphasizing Columbia product. What it is doing, apparently, is sort of not putting the product on view.

In Rothfield's words: "I intend to continue stocking every important record for the benefit of my customers. I'll stock all the important Columbia product as always. The customers can find it in the browsers.

"It may be," Rothfield said, "that I won't be able to put too much of it out on the step-down display cases, however. I have to reserve a good part of that space for the hottest items that we get the best prices on."

DOLINGER TO EXIT CADENCE

NEW YORK — Budd Dolinger, sales head of Cadence Records, will leave the firm the end of this month to join Sid Talmadge's Record Merchandising distributing firm in Los Angeles. He will become general manager of the operation. Dolinger has been with Cadence for four years, originally in promotion and later as head of sales. He told Billboard last week that his parting with Cadence chief Archie Bleyer was "most amicable."

Smash Inks Dorsey

CHICAGO — Lee Dorsey, whose last disk, "Ya-Ya," was a million seller, has been signed to an exclusive, long-term recording contract by Smash Records, according to an announcement last week by Charles Fach, label head.

Negotiations were concluded by Dorsey's producer, Marshall Cehorn. The artist's first release is planned immediately.

L. A. NARAS Board Set

HOLLYWOOD—Twenty-one members of the National Academy of Recording Arts & Sciences (Los Angeles chapter) were elected to a two-year term on its board of governors. Representing the vocalists and singers group, Clark Burroughs and Salli Terri; leaders and conductors, Jerry Fielding and Jimmie Haskell; a.&r. men and producers, Dave Pell and Neely Plumb; Songwriters and composers, Mack David and Jerry Livingston; studio engineers, Hugh Davies and Thorne Nogar; instrumentalists and musicians, Red Callender and Ealenor Slatkin; arrangers, Ralph Carmichael and Jack Marshall; art directors and literary editors, Stan Cornyn and Jim Silke; spoken word-children's-comedy, Bill Dana and June Foray; classical, Carmen Dragon, Ernest Gold and Bronislaw Kaper.

M. Levy Seeks United Music

NEW YORK — Morris Levy is negotiating to buy Jackie Gale's half of United Music. Apparently it will be a fait accompli early this week. Other half of the firm and its subsidiary publishing companies is owned by Juggy Gayles, who

has been working with Joy Music and the Joe Record label.

If the deal goes through, Juggy Gayles will return to being a music publisher, running the firm for himself and Levy. Latter owns a number of other music publishing firms in addition to Roulette Records and the Roundtable night club.



SHORTLY AFTER HIS ARRIVAL in London recently, Nat King Cole was guest of honor at a party hosted by EMI. Here he is seen receiving a silver disk for 250,000 sales of "Ramblin' Rose" from EMI chairman, Sir Joseph Lockwood.

Miami Set-Up Reflects Changing Distrib Scene

By REN GREVATT

MIAMI—The shifting sands of the record distribution field are nowhere more evident than here in the South Florida market—a place where the operations of out-of-town rackers have been conducted in high gear in recent years, where the indie distributor fraternity has shrunk to half the number of a year ago, where company-owned branches have sprung up like weeds and where the one-stop group has been increased recently from two to three.

Most recent change involves the establishment of Jet One-Stop, Inc., which will be run by Fred Maroon, until recently a partner in Topps Distributing with "Babe" Elias. In an amicable split-up, Elias bought Maroon out of Topps. Meanwhile Maroon raided the ranks of Budisco, oldest of the current local one-stopper group, to acquire the services of Ruth Hoskinson. Miss Hoskinson has long standing contacts with many of the State's top juke operators.

In setting up the new Jet firm, Maroon also took over Paramount Records Inc., a Fort Lauderdale racking firm, which will now become the Jet contact for the retail end of the business. The firm will rack both singles and albums and will conduct a one-stop service for retailers, while Jet will work with operators. Paul Yoss, who was associated with the Mershaw Florida area rack business has joined Paramount under the new set-up. Other local one-stops are Southern Records, operated by Dave Shedd, and Budisco.

The emergence of the new one-stop-rack jobbing firm is one reflection of what a lot of traders see as the new direction of the distributing business.

Another reflection of much talk heard today, particularly in recent trade meetings, to the effect that many old-line type indie distributors may find the going rough, is also borne out by recent developments here.

Three Indies Out

Three indie record distributors have disappeared from the Miami scene in the past six months, by different routes. One was a business failure, one withdrew voluntarily, and one succumbed through the "take-out" method, a term, incidentally, much in use during the recent ARMADA convention.

Pan-American Distributors, longtime indie, operated by Sam Taran, closed its doors early this spring, with auction sales of its inventory just recently completed. A companion racking firm, Record Service, Inc., also went down the drain at the same time. Earlier in the year, veteran Decca distributor, Brooke Distributing, operated by Manny Brookmeyer, gave up its record business entirely to concentrate on the home entertainment equipment field.

Most recent indie casualty in the area is the joint operation of Todd Distributing and Columbia Southeast, companion firms of Amos Heilicher. When Columbia took out Heilicher to form its own branch here, Heilicher gave up the Todd firm and withdrew from the market completely.

Handful Left

These withdrawals leave only the companion firms of Tone Distributing and Bold Distributing, operated jointly by Henry Stone and Murray Jacobs; Florida Record Sales, the Mercury outlet here operated by Steve Brookmeyer; the Topps firm, and Allen Wolk's Goldstate Distributing, a firm devoted largely to the budget disk field.

In the factory branch field, Capitol has had its own outlet here for quite a spell. It has recently been joined by four other new factory branches, again highlighting the fact that some firms have moved in this

LATE SINGLE SPOTLIGHTS

Pop

LONNIE MACK

WHAM (Carlson-Edwood) (2:12)—Strong new wax from the "Memphis" man. The side has much the same catchy "down" guitar flavor as the earlier smash and the dancers will find it hard to resist. This could move fast. Flip is "Suzie-Q" (Arc, BMI) (2:30). **FRATERNITY 912**

THE TYMES

WONDERFUL! WONDERFUL! (Marks, BMI) (3:01)—**COME WITH ME TO THE SEA (Cameo-Parkway, BMI) (2:51)**—The group has been hot indeed with "So Much in Love," a recent No. 1 entry, and either of these new outings could follow suit. First up is a smart revival of the earlier Johnny Mathis hit, while the flip is an interesting new approach to a classical theme which produced a pop hit called "Moon Love" for Glenn Miller in the late '30's. Two good sides and both should be watched. **PARKWAY 884**

THE ESSEX

A WALKIN' MIRACLE (Planetary, ASCAP) (2:20)—The group has a smash with "Easier Said Than Done," and this time they've done it again. The tune has a pace and feel similar to the big hit and it sparks another bright performance from the gal lead, Anita Humes. It could step out fast. Flip is "What I Don't Know Won't Hurt Me" (Ware-Frost-Figure, BMI) (2:27). **ROULETTE 4515**

LIMELITERS DO SPLIT TO WORK ON NEW ACT

HOLLYWOOD—The Limelitters are splitting for the next six months. The boys apparently feel that they need a new act and they intend to spend the next six months at ease while they work up a new one. Lou Gottlieb plans to do some writing and teaching at El Cerrito, near Berkeley, Calif.; Alex Hassilev will join an advertising agency in New York, and Glenn Yarbrough will go out on his own as a single with a Hootenanny package in the fall. The boys are supposed to get together again after the new year.

Uttal Quits Marks

NEW YORK—Larry Uttal has left Marks Music to take over as general manager of Amy-Mala Records. He was appointed to his new post by Al Massler, head of Sherman Sales Company and the Amy-Mala labels. Uttal was formerly with Monument Music and Madison Records before his position with Marks. He will be in charge of sales and promotion and production, as well as the securing of masters for Amy-Mala.

direction, in preference to moving to another indie outlet, in order to exercise greater control over product.

Decca opened a branch when Brooke decided it wanted out of the record business. Columbia now has its own branch here. Meanwhile, both Liberty and Dot have also recently opened Miami branches. Seacoast Distributing, for some years the local RCA Victor distributor for Florida, continues in that capacity, and is one of the few locally not to have undergone recent change.

4 Shifted In Columbia Move

NEW YORK—Joe Lyons has been named director of sales, Columbia Record Distributors, according to general manager Jack Loetz. Lyons' appointment was one of four important personnel shifts within the Columbia distributor organization last week. Other changes involve Don England, William Gross and Merton Paul.

Lyons will head up general sales activities at all of Columbia's branches and all branch managers will report to him. He joined Columbia in 1956 as Philadelphia branch manager. He has also served as distributor sales manager, Columbia Record Sales Corporation; manager of field sales; and marketing director of product, sales and planning.

Don England has become New York Columbia branch manager. He joined Columbia in 1956 as Kansas City branch manager and has also served as Detroit branch manager; national sales manager of Columbia Record Distributors and director of sales for the same organization.

William Gross has been transferred from his post of Rochester branch manager to take over the same post at the newly established Cleveland branch. He has been with Columbia for six years and had served as operations manager at the Baltimore branch, prior to his Rochester assignment.

The recently opened Minneapolis branch will be headed up by Merton Paul, who leaves the post of operations manager at the Los Angeles branch to take over the new position. He joined the West Coast outlet as a trainee and was appointed operations manager two years ago. The new Minneapolis branch will cover the territory formerly

Roosevelt Hearings Blast Off Sept. 23

WASHINGTON—A date of September 23 has been tentatively set for the music to start going round and round at the Roosevelt (D., Calif.) Small Business Subcommittee hearings on Dual Distribution. In addition to independent distributors and dealers scheduled to testify, Representative Roosevelt has invited major record companies to send spokesmen or submit statements if they wish.

Notice has already gone out to participants for major independent associations. Scheduled to testify are Amos Heilicher, president American Record Merchants & Distributors Association (ARMADA); V. H. (Andy) Anderson, president Society of Record Dealers (SORD); Lou Borstein, counsel for the Record One-Stop Association (ROSA), and Jules Malamud, president of the National Association of Record Merchandisers (NARM).

Subcommittee Counsel Greg Potvin says that small record companies are welcome to participate as well as majors Victor, Columbia, Capital, et al., who have been invited to give their viewpoint.

The Distribution Subcommittee of the House Small Business Committee has held extensive hearings on the subject of Dual Distribution, which occurs when

a supplier becomes the competitor of his customers through owned or favored outlets. The record industry segment of the hearings is expected to take only a day or two, but Subcommittee Chairman James Roosevelt will make sure of full and fair hearing for all who want to be heard.

Subcommittee members in addition to the chairman are Reps. Tom Steed (D., Okla.), John C. Kluczynski (D., Ill.), Arch A. Moore Jr. (R., W. Va.) and William H. Avery (R., Kan.). Ex-officio members who sometimes attend subcommittee hearings are Rep. Joe L. Evins (D., Tenn), chairman of the full Small Business Committee, and Rep. William M. McCulloch (R., Ohio), ranking Republican on the committee.

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PAUL & PAULA PHILIPS PAIR

NEW YORK — Of course everybody knows that Paul and Paula are Philips recording artists, but errors do happen. In any event, Paul and Paula's "Hey Paula" on Philips was the only single record certified for a gold award during the first half of 1963 by the Record Industry Association of America (RIAA). In last week's Billboard the pair were erroneously identified as being on Mercury. Actually, Mercury and Philips (and Smash) are distinctly separate labels, each with its own sales and promotion staff. Only tie-in is that the labels are owned by the same firm, Mercury Record Corporation.

National Rac Bows in Cincy

CINCINNATI—Jerry Weiner, head of the record division of Ohio Appliances, Inc., local RCA Victor Records distributor, takes on the additional duties of vice-president and general manager of National Rac, Inc., new rack servicing firm which made its bow here Thursday (10).

Earle F. Bracken, president of the new company, says the firm will operate with a new electronic processing system which will result in important expense reductions for retailers and at the same time provide better merchandise assortments and more frequent turns of inventory.

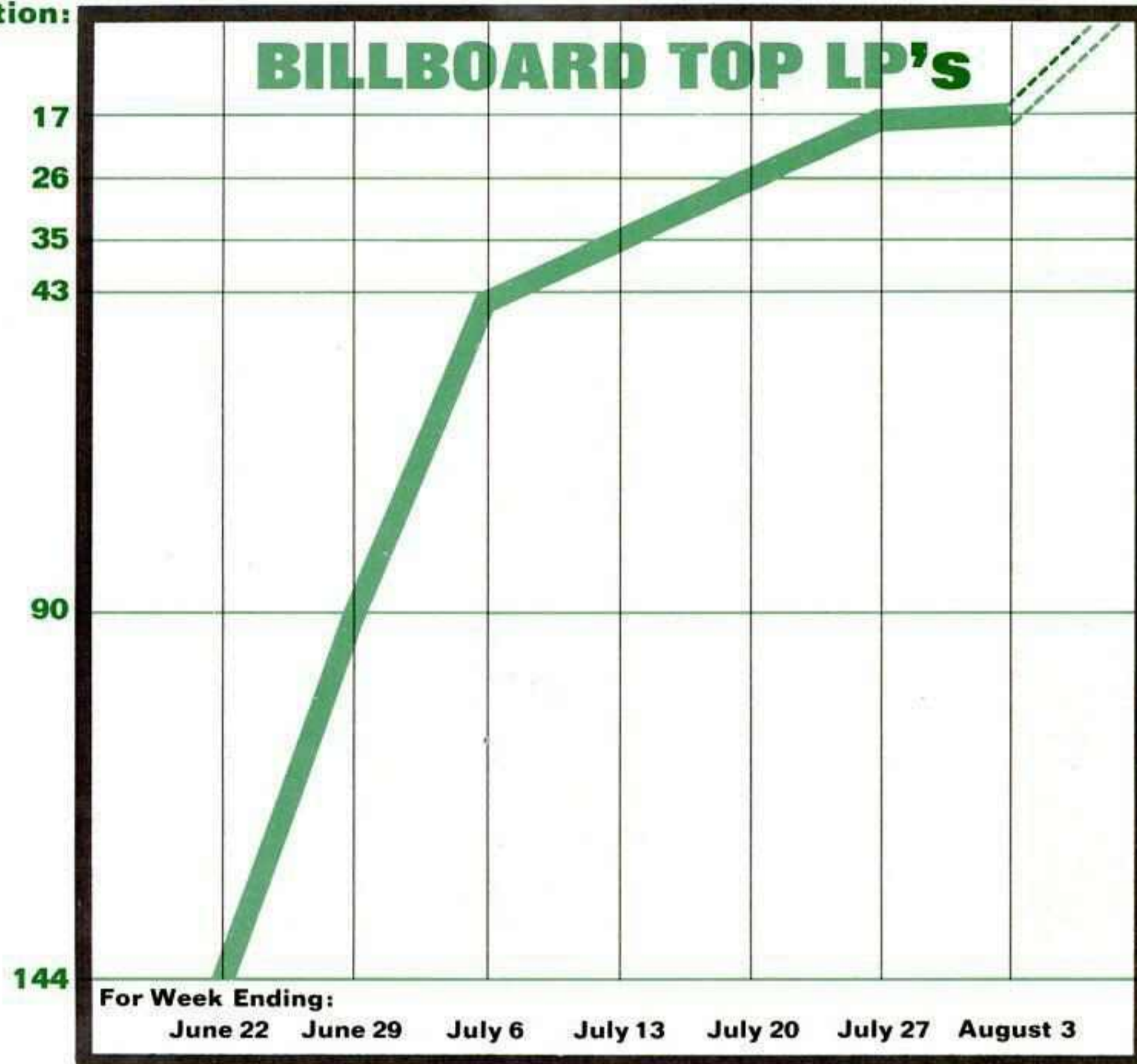
National Rac will serve retailers in Ohio, Kentucky and West Virginia and will handle all labels. Carroll Wilkes is vice-president and secretary-treasurer of the company.

handled by the Minneapolis and Des Moines indie distributorships.



The Fastest Rising Lp on the Chart!

Position:



◀ STEREO 360 SOUND ▶



Rhythm of the Rain
Up on the Roof
Go Away Little Girl
Our Day Will Come
The End of the World
All Alone Am I
My Coloring Book
I Will Follow You
Can't Get Used to Losing You
Amy
On Broadway
Theme for Young Lovers

**THEMES for
YOUNG
LOVERS**

**PERCY
FAITH**
And His Orchestra



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Dynagroove, Big Names Promise Top \$ Volume

WHITE SULPHUR SPRINGS, W. Va.—Victor combined its top name artists with its strong-selling Dynagroove sound to the excited approval of Victor distributors and salesmen attending the firm's Best Buy Program here last week. Harry Jenkins, vice-president in charge of merchandising, told the group that the combination of top names with Dynagroove sound led the firm to expect dollar volume on Best Buy orders this season to go higher than ever before.

Top names in the pop field on Dynagroove with the August-September releases include Perry Como, Chet Atkins, Eddy Arnold, Al Hirt, Jim Reeves, Peter Nero and Marty Gold. September sets in pop include LP's by Odetta, the Limeliters, Duane Eddy, Floyd Cramer, Sam Cooke, Don Gibson and the Hugo and Luigi Chorus.

On the classical side the releases for August are four Soria series LP's featuring a new "Tosea" with Leontyne Price and Herbert Von Karajan; the first release of a Toscanini recording made in 1941; a two disk album containing varied examples of the piano art of Vladimir Horowitz, and an album with Julian Bream.

September releases on Red Seal spotlight LP's by Artur Schnabel, Van Cliburn, the Boston Symphony under Erich Leinsdorf, a new recording of "Porgy and Bess" with Leontyne Price and William Warfield, Leonard Pennario, Robert Shaw Chorale and Arthur Feidler and the Boston Pops.

In addition, RCA Victor is issuing two highlighter albums to retail between 99 cents and \$1.49. One is a pop album with selections from 12 of the new Best Buy LP's. The other highlighter has tracks from the Red Seal LP's in the Best Buy program.

DION BY ANY OTHER NAME

NEW YORK—Dion will now be billed as Dion DiMucci for all record dates, TV, supper club, concert, motion pictures, and any other commitments. Decision to use his full name (his real one, by the way) was made by Dion, his manager, Sal Bonafede, and his agency, GAC. Singer opens in Cleveland's Cane Park as star of "Wish You Were Here," first book show he has ever done, on August 14.

with merchandise. The 10 per cent discount policy will remain in effect at such times, and he can buy as much or as little as he needs and still be eligible for his 10 per cent."



RCA VICTOR'S first release on its newly revived Victrola line (left) will consist of 15 classical LP's, all featuring name conductors and/or vocalists. Line is priced for the budget field. Picture on the right shows a special window display card highlighting the RCA Victor Dynagroove Records for its August-September "Best Buy" campaign. Window card is a dealer point-of-sale accessory.

Dynagr've Key At Victor Meet

• Continued from page 1

\$1.49, one pop and one Red Seal, were also set for August. And 22 of the 34 Best Buy packages were set for simultaneous issue on four-track tape.

At the Greenbrier conclave, Marek also introduced the firm's new low price classical label, Victrola. First release consists of 15 LP's, full details of which are available on the Classical Page in this issue. (Page 18).

Product presentations were made by RCA Victor executives Bob Yorke, Irwin Tarr, Alan Kayes and Ray Clark. Following these it was noted that Victor is offering all of its distributors a 12 per cent discount on all Best Buy orders placed through September 30 on new releases, catalog and tapes of RCA Victor, RCA Camden and Victrola product. The company is also offering dating terms.

Twist Dive Cuts Cameo Dividends

PHILADELPHIA — Cameo-Parkway Records announced a quarterly dividend of 10 cents a share for Class A common stock to stockholders of record August 15, 1963, payable September 15, 1963. According to a statement by Bernard Lowe, head of the firm, sales and earnings for the six months ended June 30, 1963, declined compared to the six-month figure a year ago.

This, said Lowe was due to the popularity of the "twist" which accounted for 52 per cent of sales for the first six months of 1962, compared to only 4 per cent for the first six months of 1963.

For the six-month period ended June 30, 1963 Cameo-Parkway earned net sales of \$2,588,062, as against \$3,896,341 in the first six months of 1962. Net earnings were \$422,640 for the first six months of 1963, as against a net of \$530,431 for the first half of 1962.

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Camden Sales Rocket By 34% for Half-Year

WHITE SULPHUR SPRINGS, W. Va.—Sales of RCA Victor Camden Records in the first six months of 1963 were up 34 per cent over the same period in 1962, and 67 per cent over the same period in 1961, Ray Clark, manager of product sales and planning at RCA Victor, noted in his Camden speech at the annual Victor Best Buy convention at the Greenbrier Hotel here last week.

Elder Anger, Ex-GAC, Dies

NEW YORK—Harry Anger Sr., former vice-president of General Artists Corp., died last week (22) of a heart attack. He was 67.

Anger was a long time agent, and had been with GAC for more than 20 years when he left about three years ago to go out on his own. At the time of his death he was doing independent TV production and packaging.

He started in show business as a comic, with partner Mary Ferry, billed as Anger and Fair. When he married his partner, he did another act with Neddie Packer. He became a producer after he finished his career in vaudeville, working with Tom Hockey, now with the Arena Manager's Association. Later he became the stage manager at the Earle Theater in Washington.

In the 1940's he joined the theater section of GAC. When he went into TV production in the 1950's he was the key man in getting Perry Como to go into TV. He became the supervisor of the Como show, a job he held for many years, and later was named a vice-president at GAC and a planning board member.

Anger is survived by his wife, his son Harry Jr., formerly with RCA Victor, Warner Bros. and MGM Records, and a daughter.

Dan Kessler Quits L.&S.

NEW YORK—Danny Kessler has exited Leiber and Stoller, where he was vice-president and general manager of the organization, to reactivate his music publishing firm, Kryder Music, and work more intensively on his talent management firm. Kessler said the parting was amicable. He leaves the firm as manager of the Four Coins and the Coasters.

Kessler told Billboard that in his new firm he will concentrate on his management company. He noted that the Four Coins "have become the hottest act in the Catskill circuit since the heyday of Jackie Mason two years ago. They are booked every night of the week and they play two and three performances at resorts on Friday, Saturday and Sunday nights."

While at Leiber-Stoller, Kessler was responsible for setting up many production deals and securing the services of many new writers, such as Jeff Barry, Ellie Greenwich, Billy Ed Wheeler, Tony Powers and Van McCoy.

Trencher to 20th-Fox

NEW YORK—Irving Trencher, former sales and promotion staffer with Mercury Records, has been tapped as sales manager for 20th Century-Fox Records.

Trencher has been affiliated with Southern Music Publishing, Top Rank and MGM Records.

New Camden product for both August and September, 1963, were introduced at the convention last week. Five releases are set for August—LP's by Homer and Jethro, the Living Strings, Porter Wagoner and Al Caiola. September releases include sets by Living Strings, Malcom Dodd Singers and the Living Voices under Anita Kerr.

Clark noted that Camden now has a full-blown Country and Western line, as well as full line of Living Voices and Living Strings LP's. These, said Clark, had helped broaden Camden's appeal.

A key advertising program and a point-of-sale merchandising campaign were outlined by Bill Alexander. Camden merchandise was shown at Victor's meeting with NARM rack jobbers in Chicago last week.

Dealer point-of-sale material included four-color window display, six and three-bin Camden racks, streamers, supplements and browser cards.

Clark Unit Hefty \$18,698 in Cincy

CINCINNATI — The Dick Clark rock 'n' roller, in a single engagement at Cincinnati Gardens Tuesday night (30), played to 11,604 paid for a whopping \$18,698 gross. Ducats were pegged at \$1.50 in advance and \$2 at the door. Attendance was nearly 3,000 over that attracted by an r.&r. show featuring Fats Domino six years ago.

In on the local promotion was Larry Sunbrock, veteran promoter of outdoor show fame, who told Billboard that he had the Clark package on a straight buy of \$4,500 for the date.

NEW YORK—Carlton Records has signed singer-cleffer Rick Skylar, a protege of Connie Francis. Costs on promotion and production of singles and LP's will be handled jointly by Carlton and the Francis interests.

DICK CLARK ON ROAD A SMASH

NEW YORK — The Dick Clark show, which took to the road in a series of 21 one-nighters, is reported to be a resounding success. The show, conceived and originated by Clark and the William Morris Agency reports a gross of \$169,165 in 14 days. Biggest takes were in Montreal, Toronto and Cincinnati. In Huntington, W. Va., some 3,000 persons were turned away.

Aimed at the teen set, the show headlines 15 top current recording stars — particularly favorites of the youngsters, including Johnny Tillotson, Paul and Paula, Gene Pitney, the Crystals, the Orlons, the Dovells, Bob B. Soxx and the Bluejeans, Lou Christie, Ruby and the Romantics, Dick and Dee Dee, Barbara Lewis, the Tymes, Kirby St. Roman, Big Dee Irwin, Bobby Comstock and the Counts and Ronnie Cochran.



The Tymes

FROM NUMBER ONE "SO MUCH IN LOVE"

**THE HOTTEST NEW ACT IN
THE RECORD BUSINESS**

BRINGS YOU ANOTHER!!

**WATCH THEM ATTAIN NEW
HEIGHTS WITH THEIR LATEST
AND GREATEST RELEASE—**

**Wonderful
Wonderful**

PARKWAY 884

THE BIG ONES ARE ON CAMEO / PARKWAY

Pricing Talk Dominates NARM Chicago Meeting

• Continued from page 1

product, and that this offers too small a margin to permit a profit.

The Columbia delegation present, which discussed its program privately with each NARM member in the person-to-person sessions, appeared to quiet most of the rack jobbers other fears. The question of living within the 10 per cent margin, however, was one which got no definitive answer.

The position of the Columbia group, headed by sales veepee Ken Glancy, is known to have been that the rack jobbers are undervaluing their own services and should charge more than the \$2.25 wholesale price for which the Columbia distributors are selling \$3.98 list LP's to retailers. The mark-up should be more than 10 per cent, Columbia reportedly agreed, but the difference should come from the accounts serviced by the rack jobbers. These accounts are unable, for various reasons, to order, inventory and be billed for merchandise through regular distributors, so the rack jobber should get more for providing disks with these services than does a regular distributor.

Glancy, NARM President Cecil Steen and NARM Executive Secretary Jules Malamud all characterized the exchanges between Columbia and the NARM members as reflecting firmness on both sides, but no rancor.

Steen said that "Columbia obviously had the highest purposes in shaping its program, but the consensus of NARM members is that more thought should have gone into it from the stand-

point of the record merchandiser." Glancy said the sessions turned up "lots of questions that need amplifying. We tried to give our views on the state of the business and the relative positions of Columbia, its distributors and the rack jobbers. I think we understand each other better."

Steen said that this mid-year meeting demonstrated the increasing maturity of rack jobbers who are NARM members. "They are more concerned about the future than ever before, and it is more apparent now that they show a response to the record industry as a whole."

Manufacturers who made the person-to-person rounds of all NARM members said that the Columbia developments had completely overshadowed such issues of other years as that of rack jobbers getting distributor prices. Only one rack jobber is known to have raised this question with any seriousness.

Steen said there had been a constructive response to pre-meeting suggestions by NARM regarding dating, earlier delivery and other questions relating to Christmas merchandise. Several manufacturers came in with revisions in their programs based on the NARM proposals.

NEW YORK — Laurie Records has named Eddie Mathews as vice-president for sales, and Murray Singer as vice-president for merchandising for the label. Both executives will be leaving next week to visit radio stations in the East and Midwest.

DEALERS SAY O.K.

• Continued from page 1

they thought the new policy would affect Columbia Records. Their answers: "It will help the Columbia line"; "We will now attempt to stock Columbia in volume"; "I will increase my Columbia order by 50 per cent"; "I have replaced all out of stock Columbia items"; and "It's the first time I have ordered from Columbia instead of a one-stop."

The two dissidents of the 100 stores checked said that they wanted to wait and see whether Columbia would really enforce their new price stabilization policy. They also said they needed a full summary of the new price policy and the increased co-op advertising plan before they could really comment on how they felt about it.

LP AVAILABLE OF JACK'S TRIP TO GERMANY

NEW YORK—A documentary recording of President Kennedy's recent trip to Germany has been prepared by Deutsche Grammophon. It includes excerpts of the Kennedy speeches in Bonn, Cologne, Frankfurt and Berlin. The net proceeds will be donated to the German Peace Corps, which was inaugurated during JFK's stop in Bonn.

A special de luxe box containing a copy of the album was presented to the President last Wednesday. Trade copies of the LP are available from Deutsche Grammophon's office in the Empire Stae Building, New York.

DISK DEALS FOR DEALERS

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

- ATLANTIC-ATCO**—Expires August 31, 1963. Started July 24, 1963. Special 15 per cent discount on new Atlantic and Atco releases and catalog material.
- COTTONTOWN JUBILEE**—Expires August 31, 1963. Started July 20, 1963. Bluegrass LP by Cousin Jake and Uncle Josh: One free with every three purchased.
- STARDAY**—Expires August 31, 1963. Started July 15, 1963. Fourth annual Country Music Sales Spectacular. Buy 10, get two free on entire Starday catalog of 150 LP's and 20 EP's in color jackets.
- BLUE NOTE**—Expires August 31, 1963. Started July 29, 1963. A 10 per cent discount on entire catalog, including new releases by Art Blakey and Freddie Roach.
- TAMLA-MOTOWN-GORDY**—Expires September 15, 1963. Started July 15, 1963. Buy six, get one free, on all new releases and entire catalog of all three labels.
- LAURIE**—Expires September 15, 1963. Started June 1, 1963. Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.
- COLUMBIA**—Expires September 25, 1963. Started July 22, 1963. On all purchases during this period, dated billing will be available to qualified accounts. Newly announced year-round prices of \$2.25 for \$3.98 LP's and \$2.81 for \$4.98 LP's, with 10 per cent quarterly exchange privilege starts at once.
- EPIC**—Expires September 27, 1963. Started July 15, 1963. A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.
- ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE**—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12½ per cent discount.
- JAY-GEE**—Expires September 30, 1963. Started June 24, 1963. Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.
- RCA VICTOR-VICTROLA-CAMDEN**—Expires September 30, 1963. Started July 29, 1963. A 12 per cent discount on all new releases and catalog of the three labels for both disks and tape. Dating privileges also available.
- COLPIX**—Expires September 30, 1963. Started June 24, 1963. New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.
- DOOTO**—Expiration indefinite. Started May 1, 1963. On all Dooto album product—buy five, get one free.
- ORIGINAL SOUND**—Expiration indefinite. Started June 25, 1963. Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.
- COMMAND**—Expiration indefinite. Started June 24, 1963. One-free-for-six-purchased deal on seven new releases and entire catalog.
- WARNER BROS.**—Expiration indefinite. Started July 29, 1963. Buy 100, get 15 free on all new releases, plus 130 LP catalog. Ninety-day deferred billing, with one-third payments due October, November and December. Regular 10 per cent return privilege applies.

Racks Weigh Effect of Columbia's Pricing Policy

• Continued from page 1

raising prices generally. If they don't, we probably will simply raise Columbia prices."

Several NARM members who asked to remain unidentified said that if they had to charge more than the \$2.25 charged by distributors, they could lose accounts back to distribs that have been serviced by rack jobbers. Others voiced less concern about this, on the premise that they were providing functions which could not be offered by distribs.

Quite a few indicated that their buying habits would be changed, with less Columbia inventory carried but with purchases made more frequently as public demand required.

Sidney J. Fein, vice-president of Platters, Inc., of Binghamton, N. Y., said that the Columbia plan "could have much merit if they had a larger differential for the record merchandiser to work with. Now that everyone has seen the \$2.25 price (to retailers) publicized, outlets are bound to ask why I can't sell them for the same price. The old \$2.47 price no longer will be considered regular wholesale, and I for one cannot pay \$2.02 for a regular \$2.25 item." Fein predicted that if Columbia suffers no great loss in volume, other manufacturers will follow their lead.

He and most others looked for a drop in Columbia volume to

result, however. Fein said: "Record merchandisers and large discount operators will not go along with this." Milt Israeloff, president of Beacon Record Distributing of Providence, predicted that Columbia sales will fall off "as the product will not be exposed like it used to be." He indicated that his own buying will be restricted to "what I am forced to use."

However, most of those who voiced negative reactions tempered their criticisms. Stultz, for example, said that Columbia's volume could drop "significantly," but added: "I personally am in favor of Columbia's new program. I like a year-round price and the outlook for paying the same as every other rack jobber. I do think the price that has been set is high by 5 per cent."

A Texas rack jobber said that he would cut back some on Columbia orders and "would not be the only one taking such action." But he added, "Personally, we like the plan, but we could be wrong."

Several were unreservedly for the Columbia program. One, D. R. MacMillan, of Western Rack Service, thought the effect on the industry as a whole would be good, and that Columbia would lose no business by its move. He said: "If they have the product, it will sell."

Blaine Follows

• Continued from page 1

so-called functionals or "inside extra" deals to big retail users, Blaine said this was out. "To heck with that," he asserted. "If you set a policy, you've got to stick to it or it won't do any good."

"It's time we all got smart in this business. We're losing profits all the time through the wild deals. I think the Columbia plan is great, we're going along with it and I hope others will too."

On the question of transshipping, Blaine took occasion to compliment ABC-Paramount for its stand, recently announced, that any distributor found to be transshipping would lose the line.

"I think Mr. Kintner shook everybody up in Florida when he said that transshipping could be considered illegal if it involved different prices to different buyers. It's given the boys something to think about and it could be just enough to make ABC's policy stick. We'll be watching it closely."

Correction

NEW YORK—In the July 27 issue of Billboard under the 1963 Survey of Retail Outlets, question 18 on page 18 was "What is the estimated value of your inventory?" The answer to Long Play was given in error as \$1,684. It should have been \$11,684.



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DESIGN-ASTERISK ASSOCIATES

This One



UZSN-FA5-SR5A

ALBUM REVIEWS

Billboard

SPOTLIGHT PICK

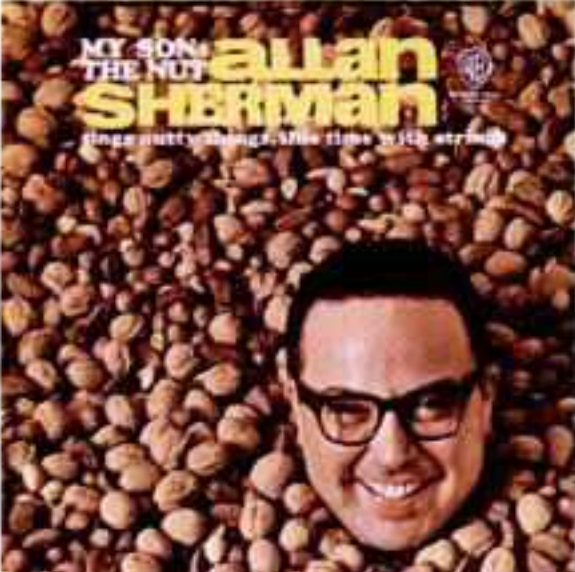
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

MY SON, THE NUT

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

Allan Sherman fans, and there are millions of them, should have a ball with this cute set. Sherman is back with his witty parodies of familiar folk songs and other songs, ranging from his current hit single about life at summer camp, "Dear Mudduh," to takeoffs on everything else, from suburbia to automation, to Playboy Club Bunnies. Lots of fun and lots of sales!



POP SPOTLIGHT

THIS IS ALL I ASK

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

Bennett has had a series of big album successes, and this latest, which takes its title from his most recent and fast-moving single, is a solid contender for more chart honors. All the excitement and showmanship of Bennett at his best come through solidly on "True Blue Lou," "On the Other Side of the Tracks," "Sandy's Smile" and "Young and Foolish."



POP SPOTLIGHT

JOHNNY

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

Mathis has departed the label, but his memory (in terms of sales and dollars and cents) is likely to linger on with this latest grouping, done up to Don Costa's slick arrangements. "Never Never Land," "Poor Butterfly," "When the World Was Young" and "Easy Does It" are all part of the listenable, spinnable package.



POP SPOTLIGHT

RAMBLIN'

The New Christy Minstrels. Columbia CL 2055 (M); CS 8855 (S)

The Christys are among the strongest of the newer, folk-pop ensembles, and director Randy Sparks has brought them to the paydirt level with several earlier albums, plus the currently hot "Green, Green" single, now on the charts. Titles include the hit single itself, plus "Ramblin'," "Rovin' Gambler," "A Travelin' Man" and "Last Farewell."



POP SPOTLIGHT

SWINGING WEST

Steve Lawrence. Columbia CL 2052 (M); CS 8852 (S)

Here's Steve Lawrence turning in a bevy of fine, western-type standards, done up to the slick arrangements of Marion Evans. It emphasizes the romantic side of the Lawrence vocalizing, rather than the teen single approach, so that set should have strong appeal in both directions. Selections include "Half as Much," "Your Cheatin' Heart," "Gal in Calico" and "Wagon Wheels."



POP SPOTLIGHT

THIS IS RAY STEVENS

Mercury SR 60828 (S); MG 20828 (M)

Ray Stevens every so often comes up with a smash single. He's just done that again with "Harry the Hairy Ape," which can mean plenty of action for this new album which features the hit. It has a lot of other funny titles too, like "The Deodorant Song," "Little Stone Statue," "The Great Sebastian" and "Soap Opera." Set is bound to please his fans and those who dig a chuckle or two.



POP SPOTLIGHT

JUST KIDDIN' AROUND

Ray Conniff & Billy Butterfield. Columbia CL 2022 (M); CS 8822 (S)

Maestro-arranger Conniff has stretched his own record of album chart successes across a number of years now and here's yet another neat, listenable approach to a flock of goodies which can land him up with the best sellers again. This time he teams his own trombone with Billy Butterfield's trumpet in a re-creation of their old days with the old Artie Shaw band.



POP SPOTLIGHT

THE LANGUAGE OF LOVE

Jerry Vale. Columbia CL 2043 (M); CS 8843 (S)

Jerry Vale is a long-time resident of the charts with various sets that have had good tenure. Here's another grouping of pleasant ballads that get the distinctive Vale touch. Tunes like "You Belong to My Heart," "Wonderful One," "Two Different Worlds" and "Auf Wiederseh'n" are all right up his alley. Good programming fodder.

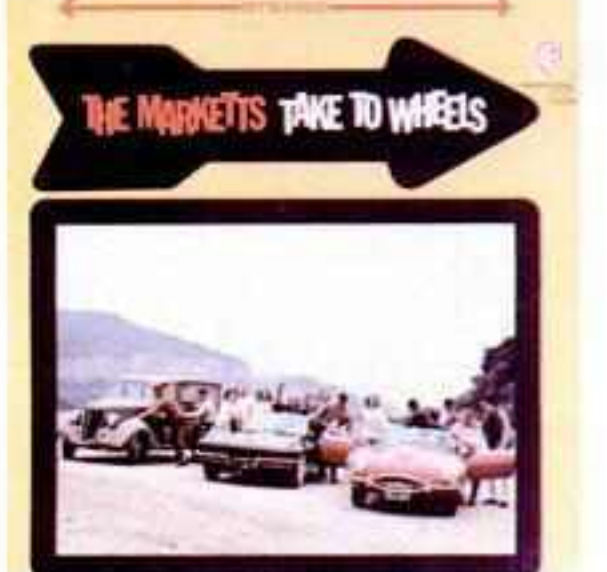


POP SPOTLIGHT

THE MARKETTS TAKE TO WHEELS

Warner Bros. W 1509 (M); WS 1509 (S)

The Marketts leave the surfin' scene and take to wheels, capturing the free feeling and excitement of zipping down the road in a "woody" or fancy sport job. The original tunes receive the expected Marketts' treatment of raunchy saxes and mighty electric guitars all coupled with a hand-clappin' beat. Solid teen wax.



POP SPOTLIGHT

THE LETTERMEN IN CONCERT

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

A highly entertaining album, "The Lettermen in Concert," should please many with its diversified performances. The talented group offers a humorous spoof of vocal groups with "Groups Are Nothing New Medley" (should receive big air play); a folk medley and a swinging quartet of tunes from "West Side Story," plus others. Live performance at Iona College adds that extra flair of excitement.

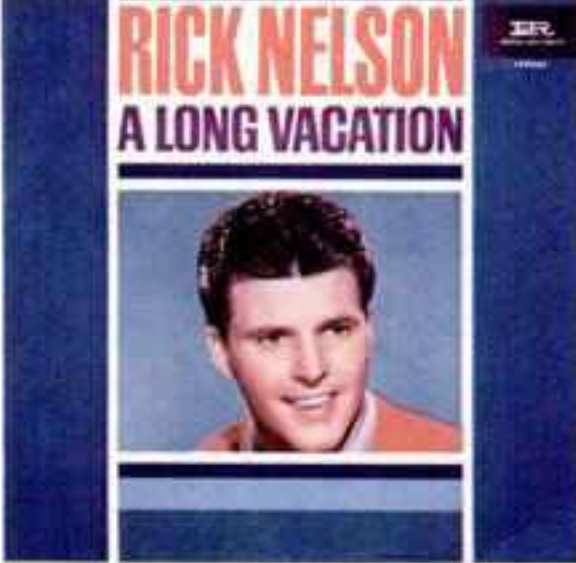


POP SPOTLIGHT

A LONG VACATION

Rick Nelson. Imperial 9244

Here's a flock of Rick Nelson sides from his original label. They include some standards like "Stars Fell on Alabama" and "I'll Walk Alone," plus newer items like "A Long Vacation" and "Excuse Me Baby." None of the wax is new, but it won't disturb his fans for all that. A salable package by Rick.



POP SPOTLIGHT

HOLLYWOOD—MY WAY

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

Another winner from Miss Wilson. Nancy chooses tunes on this LP that were featured in films recently and Late Show stuff. There's a fine big band arranging in support of the lass and some of the better tracks are a pensive reading of "Days of Wine and Roses," a bossa nova version of "Moon River," "Secret Love," and a soulful reading of "When Did You Leave Heaven."



POP SPOTLIGHT

SONGS EVERYBODY KNOWS

Steve Lawrence. Coral CRL 57434 (M); CRL 757434 (S)

Steve Lawrence's current popularity surge should give added impetus to this one. The album features strong vocals of standards, both rhythm and ballad tunes. The set features fine Lawrence singing of such tunes as "Up a Lazy River," "Day In, Day Out," "They Didn't Believe Me," "You Made Me Love You" and "Where or When."



JAZZ SPOTLIGHT

THE GOSPEL TRUTH

Les McCann Ltd. Pacific Jazz PJ 69

Les McCann has been a key figure in the development of the new wave of church-inspired jazz, and in this new album he again displays his resourcefulness in utilizing gospel music in the jazz idiom. Here are infectious jazz versions of "Didn't It Rain," "The Preacher," "Were You There" and "Let Us Break Bread Together." Taste-ful and exciting performances by McCann could make this new album a big one.



JAZZ SPOTLIGHT

THE SOUL IS WILLING

Shirley Scott with Stanley Turrentine. Prestige PR 7267

Shirley Scott and Stanley Turrentine make an explosive duo coming through with fiery performances of a collection of standards and originals on this exciting LP. Miss Scott and Turrentine are together on two Turrentine tunes, "The Soul Is Willing" and "I Feel Alright," two of the best tracks in the album, and also on standards like "Yes Indeed" and "Secret Love." Solid wax for soul fans, in the funky blues style.



CLASSICAL SPOTLIGHT

A FESTIVAL OF MARCHES

Philadelphia Orchestra (Ormandy) Columbia ML 5874 (M); MS 6474 (S)

March albums, combined with good sound, have done very well over the years and combining that two-pronged appeal with the name value of the Philadelphia ork and repertoire covering a wide range of the more classically styled marches, makes for a winner.




CLASSICAL SPOTLIGHT

NOVAES PLAYS CHOPIN-LISZT-DEBUSSY

Guiomar Novaes. Decca DL 10074 (M); DL 710074 (S)

Miss Novaes has long been associated with Chopin and Debussy and she does a splendid job here with the Chopin "Barcarolle" and short pieces by Debussy. But it is her superb performances of Liszt's "Forest Murmurs," "Liebesträum No. 3" and "Hungarian Rhapsody No. 10" that will surely please her many fans. A first-rate album by the pianist.



COUNTRY SPOTLIGHT

14 MORE OF HANK WILLIAMS' GREATEST HITS, VOL. III

MGM E 4140 (M); SE 4140 (S)

Hanks Williams fan or country music fan, 14 more songs of Hank Williams' greatest hits can never be too many. Most of the tunes in this volume are on the sad side and the familiar Williams feeling is given to "May You Never Be Alone," "Let's Turn Back the Years" and "Long Gone Blues," to name just a few. Another repackaging that should move well.



COUNTRY SPOTLIGHT

FLATT AND SCRUGGS AT CARNEGIE HALL

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

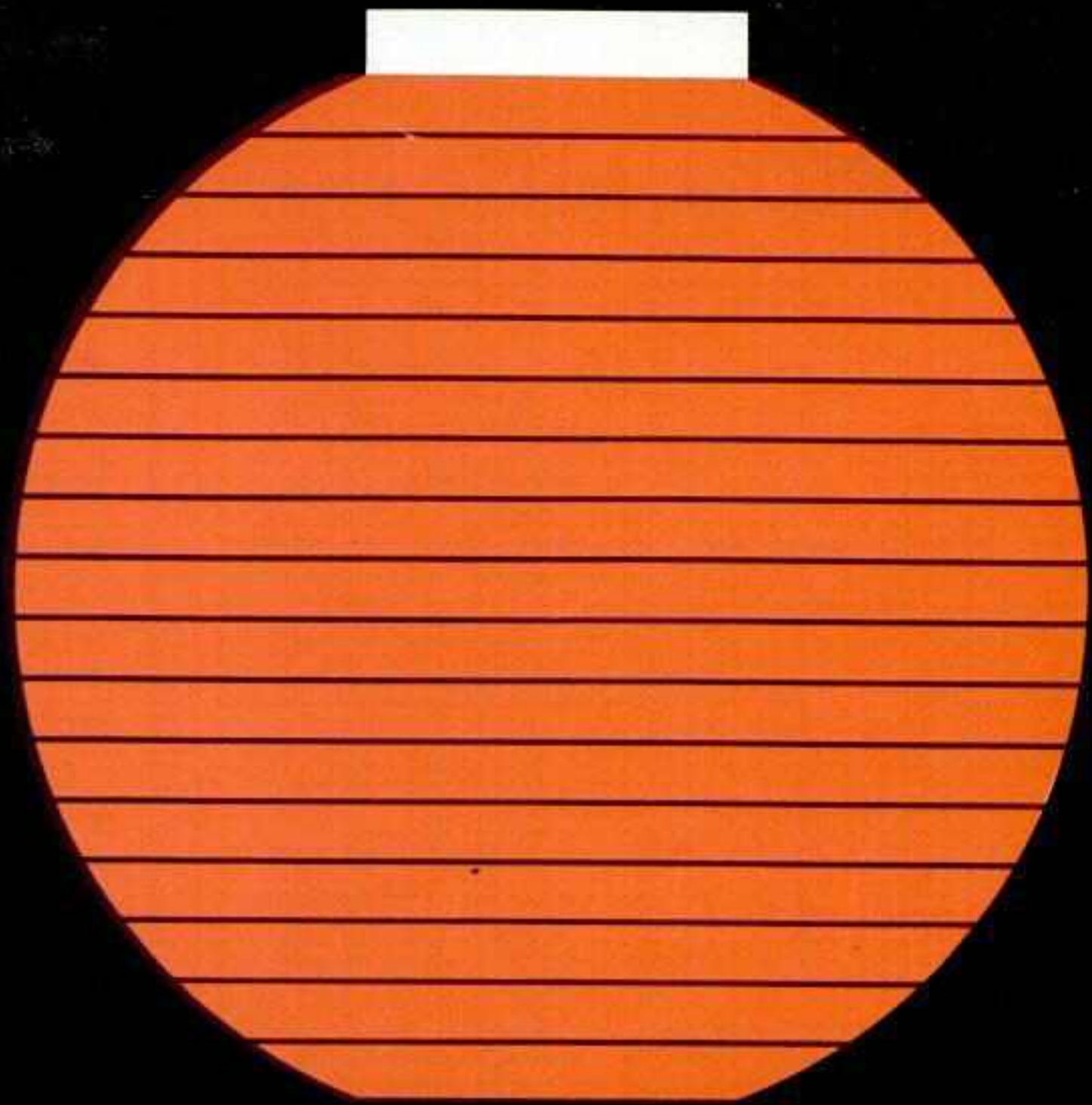
Flatt and Scruggs and their boys have contributed their own solid impact to the folk-pop-country area. They took their brand of commercial bluegrass to Carnegie Hall recently and the excitement of that live performance is preserved on this new set. Should stir plenty of action.



KYU SAKAMOTO CHINA NIGHTS



#5016



BY SPECIAL REQUEST: AS A SEQUEL TO HIS NO. 1 HIT SINGLE, "SUKIYAKI," JAPAN'S GREATEST RECORD STAR, KYU SAKAMOTO, SINGS THE INTERNATIONAL FAVORITE, "CHINA NIGHTS" (INCLUDING ONE CHORUS IN ENGLISH). ON RELEASE TODAY; ON THE CHARTS TOMORROW!



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

DREAMY SERENADES-

Sammy Kaye & His Ork.
Decca DL 4424 (M); DL-74424 (S)

Here's one of the best mood-packages with the strongest potential for breaking out heard in quite a spell. The Kaye band bears all its familiar trademarks but they are all given a smart, 1963 touch with standout recording quality and with solid selections of dreamy standards not often heard. These include "I Can Dream, Can't I"; "With My Eyes Wide Open I'm Dreaming"; "I'm a Dreamer, Aren't We All," and others. One of the best for Sammy Kaye and a great nighttime deejay item.

POP SPECIAL MERIT

JACK LEMMON PLAYS PIANO SELECTIONS FROM IRMA LA DOUCE

Capitol T 1943 (M); ST 1943 (S)

Jack Lemmon, whose piano playing is relaxing and most listenable, is featured in a set of 12 tunes culled from both the stage version of the musical as scored by Marguerite Monnot and Andre Previn's background scoring for the film. Listenable, with good name-value appeal.

POP SPECIAL MERIT

GOLDEN FAVORITES

Ted Weems & His Ork. Decca DL 4435

Here's a strong repackaging of many of the great old hits by the late maestro, and fans are sure to regard this in the collectors' item category. Included are the original tracks of "Heartaches," "Piccolo Pete," "That Old Gang of Mine" (with vocal by Perry Como), "The Martins and the Coys" and "I Wonder Who's Kissing Her Now" (also with Como). The familiar Elmo Tanner whistling solos are also heard prominently here.

POP SPECIAL MERIT

FRANKIE AVALON SINGS CLEOPATRA

Chancellor CHL 5032 (M); CHLS 5032 (S)

Here's a fine album by the young singer that should prove mighty popular with his many fans. The album features a vocal built around the "Cleopatra" idea, though it has nothing to do with the flick. There are some other really fine tracks on the LP, among them "Welcome Home," "Dance the Bossa Nova" and "Married."

POP SPECIAL MERIT

DISCOVER TUPPER SAUSSY

Monument-MLP 8004

Here's an album that could very well get wide air play. Pianist Saussy is a special find of Dave Brubeck's and he comes with strong credentials. His playing on this LP backed by big ork sometimes with strings is simple, artful and the arrangements are most tasteful in support. He's billed as a jazz pianist, but this can achieve much pop exposure for him.

POP SPECIAL MERIT

PREACHIN'

Gene Ammons. Prestige PR 7270

Most unusual album here from jazz saxist Ammons who has broken into the pop market with bossa nova. This album features the artist backed by organ and rhythm playing well-known hymns in most sensitive and respectful fashion. "Abide With Me," "I Believe," "Lord's Prayer," "Sweet Hour" and "What a Friend We Have in Jesus," are a few of the titles.

POP SPECIAL MERIT

MORE

Clark Terry Sextet
Cameo C 1064 (M); SC 1064 (S)

Some fine blowing on pop tunes and simple but engaging arrangements done with an eye toward the pop market. As a matter of fact, the "Mondo Cane" theme which serves as title tune was released as a single. Other fine tracks by trumpeter Terry with tenor saxist Ben Webster are "Gravy Waltz," "The Good Life" and "Meditation." Webster's most eloquent on "This is All I Ask."

POP SPECIAL MERIT

THE EXCITING DANNY WILLIAMS

United Artists UAL 3297 (M); UAS 6297 (S)

Danny Williams is a young lad from England (originally South Africa) with a style like Johnny Mathis and a name in England as a hitmaker. He makes his American debut with this album, and there's a chance he'll make a rep in this country as well. On this album he comes through with attractive readings of "More," "Moon River," "All or Nothing at All" and "A Garden in the Rain." Worth exposure.

(Continued on page 14)

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO

BLUE ON BLUE

Bobby Vinton, Epic LN 24068

BEACH PARTY

Chubby Checker, Parkway P 7030

WIPE OUT

Surfaris, Dot DLP 3535

MORE (Soul Surfin')

Kai Winding, Verve V 8551

WE GO TOGETHER

Paul & Paula, Philips PHM 200-089

STEREO

SHUT DOWN

Various Artists, Capitol DT 1918

SCARLETT O'HARA

Lawrence Welk, Dot DLP 25528

FILM SPECTACULAR

London Festival Ork (Black), London SP 44025

★ 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

18 YELLOW ROSES & 11 OTHER HITS . . .

Bobby Darin, Capitol T 1942

I WILL FOLLOW HIM . . .

Little Peggy March, RCA Victor LPM 2732

ARTISTRY IN BOSSA NOVA . . .

Stan Kenton, Capitol T 1931

ONE OF MINE . . .

Jimmy McGriff, Sue LP 1013

LOU CHRISTIE . . .

Roulette R 25208

HERBIE MANN RETURNS TO THE VILLAGE GATE . . .

Atlantic 1407

IRMA LA DOUCE . . .

Sound Track, United Artists UAL 4109

JACK THE RIPPER . . .

Link Wray & His Ray Men, Swan LP 510

THE ROCKY FELLERS . . .

Scepter LP 512

GOLDEN GOODIES, VOL. IV . . .

Various Artists, Roulette R 25209

PRISONER OF LOVE . . .

James Brown & the Famous Flames, King 851

HOLLYWOOD—MY WAY . . .

Nancy Wilson, Capitol T 1934

IN DREAMS . . .

Roy Orbison, Monument MLP 8003

FRANK FONTAINE SINGS LIKE CRAZY . . .

ABC-Paramount ABC 460

SHAKE A HAND . . .

Jackie Wilson & Linda Hopkins, Brunswick BL 54113

STEREO

SONGS FOR A SUMMER NIGHT . . .

Various Artists, Columbia PMS 2

TRAVELIN' . . .

Chet Atkins, RCA Victor LPM 2678

TOVARICH . . .

Original Cast, Capitol STAO 1940

SURFING . . .

Ventures, Dolton BST 8022

ENCORE WOODY HERMAN 1963 . . .

Philips PHS 600-092

ONLY DAVID ROSE COULD BRING SUCH DEEP ORCHESTRAL BEAUTY TO THIS MUSICAL PORTRAIT

A profile in music of the career of one of the greatest actresses in motion pictures! Music from Elizabeth Taylor's finest films, featuring "The Love Theme from Cleopatra." E/SE 4144

MGM RECORDS... THE LABEL OF THE FORTUNE SELLERS!

LOVE THEME FROM
CLEOPATRA
AND MUSIC FROM OTHER GREAT MOTION PICTURES STARRING
ELIZABETH TAYLOR

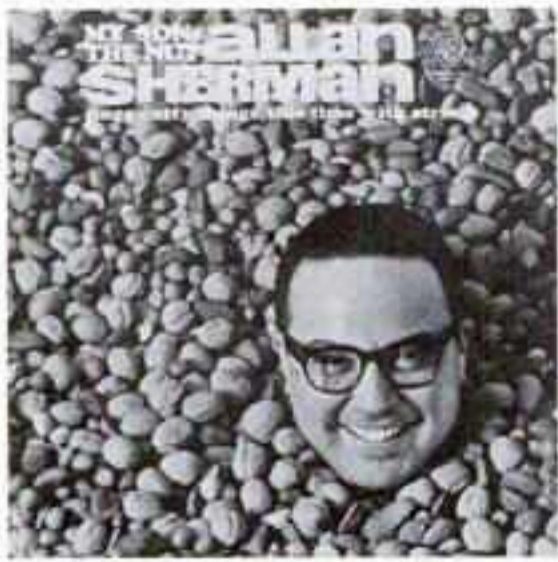
Played by
DAVID ROSE
and his
Orchestra

Inspired by the
20th Century Fox
production
"CLEOPATRA"



CLEOPATRA
THE V.I.P.'s
CAT ON A
HOT TIN ROOF
BUTTERFIELD 8
GIANT
FATHER OF THE BRIDE
THE GIRL WHO
HAD EVERYTHING
RAINTREE COUNTY
JULIA MISBEHAVES
LITTLE WOMEN

This is Talent!



W/WS 1501
ALLAN SHERMAN
"MY SON, THE NUT"



W/WS 1502
STAN APPLEBAUM
"HOLLYWOOD'S BAD
BUT BEAUTIFUL GIRLS"



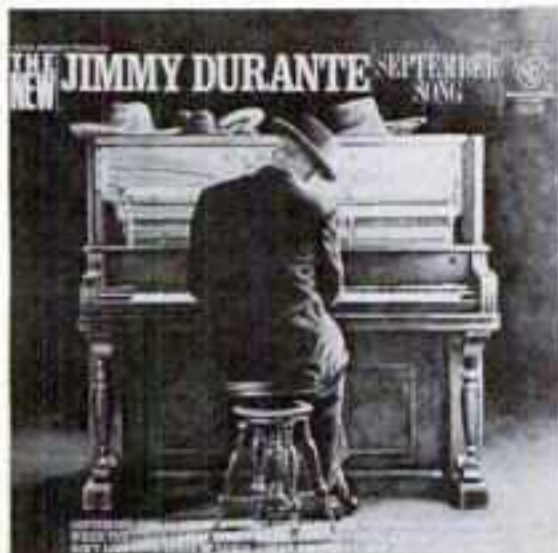
W/WS 1503
GEORGE GREELEY
"A CLASSIC AFFAIR"



W/WS 1504
JOANIE SOMMERS
"SOMMERS SEASONS"



W/WS 1505
"SOMETHING NEW"
Music Made Famous By Glenn Miller



W/WS 1506
JIMMY DURANTE
"SEPTEMBER SONG"



W/WS 1508
KIRBY STONE
"WOW!"



W/WS 1509
THE MARKETTS
"TAKE TO WHEELS"



W/WS 1510
"...AND THE MORNING STARS SANG"
THE MORNING STAR GOSPEL SINGERS



W/WS 1511
THE MODERN FOLK QUARTET



W/WS 1512
"HOOT TONIGHT"

Plus!

Never before such an all-star lineup! And all backed by a most powerful merchandising, advertising and promotion campaign. Designed to bring traffic into your store, designed to sell, designed to entertain! And not so incidentally to earn you a profit. Your Warner Bros. distributor has all the details, and he's anxious to get together with you.



ALBUM REVIEWS

Continued from page 12

POP SPECIAL MERIT

TODAY'S BEST—SOUNDS OF THE GREAT BANDS VOLUME 7

Glen Gray & the Casa Loma Orchestra
Capitol T 1938 (M); ST 1938 (S)

This is the latest in the lengthening series of Glen Gray, Casa Loma sets, identified by the label as the "Sounds of the Great Bands" series. Here a group of current and recent pop hits are each played in the style of a specific old band playing one of its hits. Thus, "Stranger on the Shore" is done like Duke Ellington playing "A Train." Some of the nostalgic value is lost through this tie with the present, but the tracks are clear and crisp and highly spinnable.

POP SPECIAL MERIT

LOVE THEME FROM CLEOPATRA AND MUSIC FROM OTHER GREAT MOTION PICTURES STARRING ELIZABETH TAYLOR

David Rose & His Ork
MGM E 4144 (M); SE 4144 (S)

David Rose and ork melodically trace the film career of Elizabeth Taylor from one of her earliest flicks, "Little Women," right through to "Cleopatra" and the yet-to-be-released "V.I.P.s." Rose's music is as easy on the ears as Miss Taylor is on the eyes. Good programming.

POP SPECIAL MERIT

THE GREAT SURF HITS!!

The Lively Ones
Del-Fi DFLP 1238 (M); DFST 1238 (S)

This is one of the first cover albums of recent surf hits. It contains rocking versions of such surfing smashes as "Wipe Out," "Surf City," "Shut Down," "Pipeline," "Miserlou," "Surfin' U. S. A.," "Surf Beat" and "Surfin' Safari." They are played in rousing fashion by the Lively Ones, about whom a national hearse promotion is currently being conducted by the label. Set could do well in areas where the surf fever has spread.

POP SPECIAL MERIT

SONGS WE SING ON THE ANDY WILLIAMS SHOW

Osmond Brothers
MGM E 4146 (M); SE 4146 (S)

The Osmond Brothers prove again that the good old songs like "By the Light of the Silvery Moon," "Just a Song at Twilight," etc., will never die. Alan, Wayne, Merrill and Jay sing the oldies with feeling and flair. The group's exposure on the Andy Williams TV show plus a soon-to-be-regular stint on "The Travels of Jammie McPheeters" (fall, ABC-TV) will do much to make the LP a demand item.

POP SPECIAL MERIT

WOW!

Kirby Stone Four
Warner Bros. W 1508 (M); WS 1508 (S)

Eddie Hall, Larry Foster, Mike Gardner and Kirby Stone swing and march in hip style right in the groove with such lively tunes as "San Antonio Rose," "The Great Escape March" and "Cruising Down the River." There's music for young and old in this one, and Dick Hyman's arrangements are tops! Could get them lots of spins.

POP SPECIAL MERIT

COME ONE, COME ALL, HOOT TONIGHT!

Various Artists
Warner Bros. W 1512 (M); WS 1512 (S)

The time's right and so are the performers (Bud Dashiell and the Kinsmen, the Gateway Singers, Lynn Gold, the Phoenix Singers, the Modern Folk Quartet). The tunes include "Jordan's River," "Wars of Germany," "Linstead Market" and more, and the appreciative live audiences give the set a highly commercial quality. It's worth watching.

JAZZ SPECIAL MERIT

SATCHMO 1928-1930

Louis Armstrong
Decca DL 4330 (M); DL 74330 (S)

The great Satchmo narrates a musical autobiography with the setting 1928 to early 1930. The material, "Two Duces," "When You're Smiling," etc., is timeless, as is the Satch and his gravel-throated performances punctuated by his famous shrill horn. Satchmo fan, jazz fan, big-band fan or musical historian, the album is—to quote a Satchmoism—"the greatest."

JAZZ SPECIAL MERIT

CRACKLIN'

Roy Haynes with Booker Ervin
New Jazz NJ 8286

Roy Haynes and Booker Ervin come through with some swinging, inventive and tasteful jazz on this bright new album. Haynes' work as leader and on drums is fine, and Ervin's hard-driving tenor work is groovy on a flock of originals. "Scoochie," "Dorian," "Honeydew" and "Bad News Blues" are the best tracks on this attractive jazz set.

CLASSICAL SPECIAL MERIT

GUITAR EXTRAORDINARY

Vincente Gomez
Decca DL 4312 (M); DL 74312 (S)

Here's the latest in Decca's extensive catalog of Gomez recordings, in an association which goes back 25 years between the artist and the diskery. The newest addition contains another collection of precision classical guitarings, alternately delicate and robust, and all of it of outstanding quality. Repertoire is from the works of Debussy, Bach, Scarlatti and such countrymen of the artist as de Falla, Albeniz and Tarrega.

CLASSICAL SPECIAL MERIT

MEADOWLANDS AND OTHER FAVORITES

Don Cossack Chorus
Decca DL 10076 (M); DL 710076 (S)

This new album by the Don Cossack Chorus is one of their best, beautifully recorded, and displaying the warm and well-disciplined sound of the 24-man group. They shine on such works as the familiar Russian folk song, "Meadowland," and "Rest Ye Heroes," "The Warrior's Prayer," and "Recollections of Tchaikowsky."

CLASSICAL SPECIAL MERIT

FIVE CENTURIES OF SONG

The Abbey Singers
Decca DL 10073 (M); DL 710073 (S)

The Abbey Singers was founded in 1960 by Noah Greenberg, and each of the five members of the group enjoys an enviable reputation on the New York musical scene. On this new release they offer songs from all eras, starting with a Thomas Weelkes madrigal and concluding with an Aaron Copland-Irving Fine version of "Old MacDonald." Also included are first-rate interpretations of works by William Byrd, Orlando di Lasso, William Billings, Brahms and Ernst Toch.

CLASSICAL SPECIAL MERIT

MOZART: CONCERTO FOR FLUTE AND HARP; HANDEL: CONCERTO FOR HARP

Marcel Grandjany, Harp; Samuel Baron, Flute; Musica Aeterna Orchestra (Waldman)

Decca DL 10075 (M); DL 710075 (S)

Two charming works for harp (and flute or orchestra) are handled most effectively here by Marcel Grandjany, with Samuel Baron on flute and the orchestra of the Musica Aeterna under the baton of Frederic Waldman. Neither of the works are often performed; in fact, Grandjany revised the Handel work for modern harp after it had been turned into an organ concerto. However, they are performed so pleasantly here that they should have some appeal to collectors.

COMEDY SPECIAL MERIT

WHAT WOULD HAPPEN IF?

Gene Wood
Coral CRL 57428 (M); CRL 757428 (S)

Jay Burton and Gene Wood have come up with some very funny material spread out in 22 separate cuts. The "shorties" will receive much deejay attention on most stations. Burton and Wood run the historical humor gamut from Christopher Columbus to Col. John Glenn in orbit. The material is delivered in dramatic vignette form with audience laughter reaction. Good wax with a chance.

BLUES SPECIAL MERIT

OUT CAME THE BLUES

Various Artists. Decca DL 4434

A great collection of old blues tracks here, dating as far back as 1934. Included are items by Big Joe Turner with the Pete Johnson Trio, Lightnin' Hopkins, Scrapper Blackwell, Oscar Woods, Memphis Minnie, Johnnie Temple and many others. Good collector wax for the true blues lover.



FOUR-STAR ALBUMS

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

POPULAR

GREAT HAWAIIAN MELODIES
George Wright. Dot DLP 3526 (M); DLP 25526 (S)

SOMMERS' SEASONS
Joanie Sommers. Warner Bros. W 1504 (M); WS 1504 (S)

A CLASSIC AFFAIR
George Greeley. Warner Bros. W 1503 (M); WS 1503 (S)

APRIL IN PARIS
Don Byas with Strings. Battle BM 6121 (M); BS 96121 (S)

CHUCK BERRY ON STAGE
Chess LP 1480

THE SWEETEST MUSIC THIS SIDE OF HEAVEN
Guy Lombardo & His Royal Canadians. Decca DL 4328 (M); DL 74328 (S)

12 STRING GUITAR!
Various Artists. World Pacific WP 1812

BOSSA NOVA BRAZIL
Juarez & His Ork. ABC-Paramount ABC 449 (M); ABCS 449 (S)

AND THE MORNING STARS SANG
Morning Star Gospel Singers. Warner Bros. W 1510 (M); WS 1510 (S)

JACK THE RIPPER
Link Wray & His Ray Men. Swan SLP 510

PRIMA SHOW IN THE CASBAR
Louis Prima. Prima Records PM 3001 (M)

ORIGINAL GOLDIES FROM THE FABULOUS 50's, VOL. 1
Various Artists. Josie JOZ 4002 (M)

ORIGINAL GOLDIES FROM THE FABULOUS 50's, VOL. 2
Various Artists. Josie JOZ 4003 (M)

THE DUBS MEET THE SHELLS
Josie JM 4001 (M)

ORIGINAL GOLDIES FROM THE FABULOUS 50's, VOL. 3
Various Artists. Josie JOZ 4004

THE ANDREWS SISTERS
Dot DLP 3529 (M); DLP 25529 (S)

DEGUELT
Capitol T 10314 (M); ST 10314 (S)

IT'S A BLUE WORLD
Sam (The Man) Taylor. Decca DL 4417 (M); DL 74417 (S)

THEY STOPPED THE SHOW!
Original Broadway Cast Hit Performances. Decca DL 9111 (M); DL 79111 (S)

LOVER
Wild Bill Davis. Coral CRL 57427 (M); CRL 757427 (S)

(I STILL LIKE TO PLAY FRENCH SONGS THE BEST) BUT OH! THOSE ITALIAN MELODIES . . .
George Feyer. Decca DL 4411 (M); DL 74411 (S)

GOLDEN FOLK SONG HITS, VOL. 2
Johnny Mann Singers. Liberty LST 7296 (S); LRP 3296 (M)

RHYTHM ANTICS
Ethel Smith. Decca DL 4414 (M); DL 74414 (S)

MY ISLE OF GOLDEN DREAMS
Alfred Apaka. Decca DL 4418 (M); DL 74418 (S)

ROCKIN' TOKYO
Various Artists. Capitol T 10342 (M); DT 10342 (S)

SONGS EVERYBODY KNOWS
Steve Allen, His Piano & Ork. Coral CRL 57442 (M); CRL 757442 (S)

IMPRESSIONS OF HOLLYWOOD'S BAD BUT BEAUTIFUL GIRLS
Stan Applebaum, His Piano & Ork. Warner Bros. W 1502 (M); WS 1502 (S)

IT WAS A VERY GOOD YEAR
Brown & Dana. MGM E 4153 (M); SE 4153 (S)

HOOTENANNY!
Various Artists. MGM E 4154 (M); SE 4154 (S)

THE MODERN FOLK QUARTET
Warner Bros. W 1511 (M); WS 1511 (S)

THE VERY BEST OF DAVID ROSE
MGM E 4155 (M); SE 4155 (S)

MR. BLUES
B. B. King. ABC-Paramount ABC 456 (M); ABCS 456 (S)

ROCK GOES FOLK
Topsiders. Josie JM 4000

GEORGIA BROWN
Coral CRL 57436 (M); CRL 757436 (S)

THINKING OF YOU TONIGHT
Thelma Carpenter. Coral CRL 57433 (M); CRL 757433 (S)

CLASSICAL

CARTER-SCHULLER—FINE
New York Woodwind Quintet. Concert-Disc CBS 229 (S)

HAYDN: SYMPHONY NO. 44 IN E MINOR; SYMPHONY NO. 49 IN F MINOR
Orchestra San Pietro (Ruotolo). Decca DL 10069 (M); DL 710069 (S)

JAZZ

TODAY AND NOW
Coleman Hawkins Quartet. Impulse A 34 (M); AS 34 (S)

COMIN' ON UP!
Sal Nistico Quintet. Riverside RM 457 (M); RS 9457 (S)

KATANGA!
Curtis Amy & Dupree Bolton. Pacific Jazz PJ 70

BOSS GUITAR
Wes Montgomery. Riverside RM 459 (M); RS 9459 (S)

GOT THAT FEELING!
Johnny Lytle Trio. Riverside RM 456 (M); RS 9456 (S)

INTERNATIONAL

LOS DANDYS, VOL. IV
RCA Victor MKL 1499 (M)

LATIN AMERICAN

FERNANDO VALDES, VOL. III
RCA Victor MKL 1493 (M)

SACRED

GOSPEL GUITAR
Joe Maphis. Sacred LP 3014 (M); LPS 4014 (S)

SPIRITUAL

OPEN YOUR HEART
Andrews Gospel Singers. Capitol T 1959 (M); ST 1959 (S)

POLKA

POLKAS: GREATEST HITS, VOL. III
Six Fat Dutchmen. Dot DLP 3527 (M); DLP 25527 (S)

ROMAN POSSEDI PRESENTS POLKAS AND WALTZES
Balkan BLP 6004 (M)

ALL-TIME OLD-TIME POLKAS, WALTZES, SCHOTTISCHES
"Whoopee John" Orchestra. Decca DL 4426 (M); DL 74426 (S)

RELIGIOUS

AUDIO BIBLE STUDIES—STUDIES IN GALATIANS
Dr. Donald Grey Barnhouse Th. D. Sacred LP 164 (M)



THREE-STAR ALBUMS

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

POPULAR

CONFESSIN' THE BLUES
Billie Poole. Riverside RM 458 (M); RS 9458 (S)

CHEER UP ME LADS
The Outsiders. Argo LP 4028

ISLAND LOVE SONGS
Lani Kal. Decca DL 4334 (M); DL 74334 (S)

COCKTAIL HOUR
Stanley Paul & His Trio. Coral CRL 57420 (M); CRL 757420 (S)

SONGS FOR GOLFERS
Oscar Brand & His Sand Trappers. Elektra EKL 237

Barbara's New Red Hot, Scorching Single!

(I CRIED AT)

LAURA'S WEDDING



Barbara Lynn
JAMIE #1260



Jamie/Guyden

DISTRIBUTING CO.

PHILADELPHIA, PENNA.

when answering ads . . .

Say You Saw It in Billboard

20TH CENTURY-FOX RECORDS

PRESENTS

3 *summer*
hits

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LEE**

**LAVENDER
BLUE**

FOX 419

**BIG DEE
IRWIN**

**DONKEY
WALK**

FOX 418

**EILEEN
BARTON**
**THE EARTH
STOOD STILL**

FOX 417



the ultimate in entertainment

MUSICAL IN BOSTON

Too Many Hats for 'Jennie'

If "Jennie," the new musical that opened for a five-week stand at the Colonial Theater in Boston had asked its star, Mary Martin, to accomplish half of what is demanded of her in this most complex account of the early life of Laurette Taylor it would almost have been too much. For those who see Miss Martin as a shining star who can do no wrong it will be enough. But for seekers after entertainment there will be times when embarrassment can be the only reaction. She is asked to be a comedienne, dancer, stunt woman, singer and dramatic actress—and the truth is that she is trying to wear too many hats.

Miss Martin is her own shining self as she and her barnstorming husband, Dennis O'Keefe, totter from town to town as the hero and heroine of wild melodramas, but she has been caught up in an old-fashioned musical which often moves turgidly and becomes entangled in the problems of a woman who cannot make up her mind to leave a charming, but egotistical drunk.

There is interest enough in an overly long first act, but Miss Martin seems to be singing the songs she has always sung. Curiously the only show-stopper is not hers but a contribution by Jack DeLon, "When You're Far Away From New York Town." Other songs that may add up to an acceptable album are "Waiting for the Evening Train," "Before I Kiss the World Goodbye" and "I Still Look at You That Way."

There is little originality in the songs and lyrics by Howard Deitz and Arthur Swartz, but much will probably be done in this and other departments during five weeks in Boston and six more in Detroit before Broadway.

As "Jennie" stands now it needs reshaping. It will be difficult for audiences to take Jennie to their hearts as they want to, for she does not presently exist in her own right. Rather she is a contrivance of Arnold Schulman and the Messrs. Dietz and Swartz. She could, however, come on strong. **CAMERON DEWAR**

If Playboy Club Makes It, Talent in for Sunny Days

NEW YORK — The Playboy Club here, which is presently in the local courts attempting to establish legal rights to a cabaret license, anticipates a decision by early fall. If the club gets the license, it will be one of the biggest showcases for talent in the New York area.

The club, in New York, is equipped with three showrooms, each of which would feature a singer, a comic and a jazz trio. In addition, a piano bar would engage a trio. An

average of 20 entertainers would be going on constantly.

Playboy clubs across the country have been notable for breaking in beginners with talent, as well as established performers. Dick Gregory, George Kirby, Teri Thornton, Aretha Franklin, the Clancy Brothers and Tommy Makem, the Kirby Stone Four, Danny Appoliner and Kai Winding are among the many artists who have performed at one or more of the Playboy clubs.

Disk Firms Eye Notices

NEW YORK—Two new musicals on which record firms have a lot riding started their pre-Broadway tryouts last week. The shows were "Jennie," starring Mary Martin, which opened in Boston, and "Here's Love" the Meredith Willson musical version of the 1947 movie, "The Miracle on 34th Street," which opened in Detroit. Victor has cast rights for "Jennie," while Columbia has cast album rights to "Here's Love," representing an investment of \$375,000 (with provision for a 20 per cent overall) in the show.

Drama critics in Boston loved Miss Martin but were unhappy with "Jennie." (Our man's report on the Howard Dietz-Arthur Schwartz show is above). "Here's Love" received high praise from drama critics of the city's two dailies. "Here's Love" opens in New York October 3, "Jennie," October 17.

This week another new musical, "Zenda," premieres at the Curran Theater in San Francisco.

TALENT TOPICS

BOSTON

Place to find the stars and big names these days is at the summer spots in the Greater Boston area. **Louis Armstrong** has been making the swing in these parts and is currently at the Berkshire Barn in Lenox with a jump to the big Salisbury Beach Frolics next week. **Dick (Night Train) Lane** sat entranced as she opened her show at the Revere Beach Frolics. . . . **Kaye Ballard** did amazing business last week at the Revere spot considering the heat.

Ticket sale for "Jennie," which opened here this week, hit \$11,000 the first day the

box office opened, totaling more than \$6,000 daily each succeeding day. The "Lonely Nights" song in "Jennie" is the first sexy song **Mary Martin** has sung since she introduced "My Heart Belongs to Daddy." . . . The Statler-Hilton's Terrace Room has announced a new season's bill including such names as **Nelson Eddy, Roberta Sherwood, Hildegarde, Peter Nero** and **Kaye Ballard**. . . . **Mahalia Jackson** drew a full house to the Framingham Carousal for a one-night Sunday show. **CAMERON DEWAR**

CHICAGO

Turn rock and roll into folk? A quartet of Midwesterners known as the Topsiders are doing it with such tunes as "Heart-break Hotel," "Diana," "Unchained Melody" and "Ain't That a Shame," all from their new album. They first started singing two and one-half years ago, have appeared in clubs and coffee houses throughout the Midwest and are slated for **Mal Bellairs'** live music show on WBBM soon. They're currently at the Raven Gallery in Detroit, where they've set a house record. The boys are **Sam MacMillan, Chuck Sunseri, Galen Oliver** and **Stu Hall**, all at the ripe old age of 20.

Songstress **Susan Smith**, currently at the New Orleans Playboy Club, opens at New York's Living Room this week (12). . . . It's a happy birthday to Mercury publicist **Jean Leinhausner** who's now old enough to order a drink in public. . . . The **Oscar Peterson** trio opens at the London

(Continued on page 47)

TV GUEST APPEARANCES BY RECORD TALENT

AUGUST 5-11
(All Times Eastern Daylight Saving)

- MONDAY 5—RAY CHARLES SINGERS**
Vocal group will be first guests of Allan Sherman, who is substituting for vacationing Johnny Carson this week on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- TUESDAY 6—NANCY WILSON**
Jazz singer will be one of the guests on the Keefe Brasselle show (CBS-TV, 10-11 p.m.).
- WEDNESDAY 7—BOBBY VINTON**
Singer will perform his recent hit "Blue on Blue" on the Steve Allen Westinghouse tape-syndicated show.
- WEDNESDAY 7—PHYLLIS DILLER**
The popular comedienne will be one of Allan Sherman's guests on the Tonight Show (NBC-TV, 11-15-1 a.m.).
- THURSDAY 8—EDDIE CANO, JUNE CHRISTY, ROY ELDRIDGE**
Top recording acts will be among the guests of Vic Damone on the Lively Ones (NBC-TV, 9:30-10 p.m.).
- THURSDAY 8—ROSEMARY CLOONEY**
Reprise vocalist is a guest of Steve Allen.
- FRIDAY 9—TONY MARTIN**
Making a rare television appearance, Martin will join Allan Sherman on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- FRIDAY 9—MAVIS RIVERS**
Vocalist is one of the guests on the Steve Allen show.
- SATURDAY 10—CHAD MITCHELL TRIO, MIRIAM MAKEBA, MOLLY SCOTT, TRAVELERS THREE**
These folk acts all appear on tonight's Hootenanny (ABC-TV, 8:30-9 p.m.). Jack Linkletter hosts.
- SUNDAY 11—LOUIS ARMSTRONG, CONNIE FRANCIS, JACK CARTER, CORAL LAWRENCE, FRANK FONTAINE**
All will be seen tonight on the Ed Sullivan Show (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



MAJOR LANCE
(Okeh)

AGE: 22; **HOME TOWN:** Chicago. **EDUCATION:** High school. **HOBBY:** Baseball. **BACKGROUND:** Major Lance, who is one of 12 children, began his career in the boxing ring, but he turned in his gloves for a microphone when he joined a gospel group called the Five Harmonaires. When the group broke up in 1959, he

met deejay Jim Lounsbury who brought him to Mercury records. Lance recorded "I Got a Girl" and "Delilah" on that label. His record of "Monkey Time" was his first for Epic's Okeh label. "The Monkey" is a dance in which the back is bent slightly forward, the knees are bent in, the arms hang limp and the dancer jumps up and down in monkey fashion. These monkeyshines have paid off for Major Lance, as "Monkey Time" is headed toward the top of the chart. Lance is currently on a personal-appearance tour, promoting his new hit and demonstrating "The Monkey."

LATEST SINGLE: "Monkey Time" is No. 32 on Billboard's Hot 100.

FREDDIE SCOTT
(Colpix)



HOME TOWN: Providence, R. I. **EDUCATION:** High school. **HOBBY:** Fishing. **BACKGROUND:** Freddie Scott's mother and grandmother both were singers, so it is not surprising that his main interests in school were singing and dramatics. Freddie spent his early years living in Providence and New York and attending schools in both cities. When he was graduated from New York's Cooper High School, he turned to writing songs, several of which were recorded by top artists. His "It Only Lasts a Little While" was recorded by Paul Anka, and "From Day to Day" was recorded by Gene Chandler. Scott is currently on the staff of writers for Screen Gems-Columbia Music and has done independent a.&r. work for several record companies. With "Hey Girl," his first release for Colpix, he displays his talents as a singer rather than a writer.

LATEST SINGLE: Freddie Scott has scored with this single. After three weeks on the charts "Hey Girl" is starred at No. 40 on the Hot 100.



COLOR HIM HIT: This is Trini Lopez. Why is he smiling? First, he's got a big hit on Reprise, "If I Had a Hammer." Second, Billboard is finally running his picture. Last week the wrong one got in. Everything O.K. now, Trini?

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Victor Brings Back 'Victrola' For Low Cost Classical Line

NEW YORK—George R. Marek, RCA Victor record division vice-president and general manager, introduced a note of nostalgia into the RCA Victor 1963 Best Buy Distributor meeting in West Virginia last week when he said the company will resurrect its "Victrola" trademark, absent from the market since 1955. The RCA Victrola label will make available to the public a low-priced, quality line of great performances of the basic library classics in both monaural and stereophonic sound. "These Victrola records are to the recording industry what hard-cover reprints in such classical library series as Modern Library and Everyman's Library are to the book industry. They are impressive and lasting, but less expensive than the original editions," Marek said. "In concept, the RCA Victrola catalog will correspond closely with what might be considered a 'basic classical music library' for new collectors."

The manufacturer's nationally advertised prices (optional with dealers) for Victrola will be \$2.50 for monaural and \$3 for stereo albums.

New Outlet

Revival of the Victrola label will provide an outlet for many of the historic performances in the Victor catalog, long unavailable to the public. Victor made something of a gesture in this direction with its Camden reissues, but frequently they were too quickly allowed to be dropped from catalog. Camden which has increasingly leaned more and more toward a popular catalog, is expected to continue in that direction—if not exclusively so. The Victrola series would seemingly hold commercial promise, therefore—especially to the younger generation of music lovers, just beginning to build a basic library of classics.

Ironically, the Victrola trademark—which was synonymous with good music as well as the phonograph itself in this country from 1905-1935 but never exported—was first introduced (in its present incarnation) last October in England, and later in Italy. Dario Soria, who brainstormed the program there, felt that in these countries, where discounting virtually never happens, the need for a low-priced line of good music had particular commercial significance. It worked.

The initial U. S. release on Victrola will consist of 15 albums, which will be released this month to dealers. Among the best known performance being made available is the Monteux-conducted interpretation of Rimsky-Korsakov's "Scheherazade," Charles Munch and the Boston Symphony in Schubert's "Unfinished" Symphony, Henryk Szeryng's reading of the Brahms Violin Concerto (which won France's "Grand Prix du Disc"), the Gilels-Reiner reading of the Tchaikovsky Piano Concerto No. 1, Franck's Symphony in D Minor (Munch) and Monteux's study of Stravinsky's "Firebird Suite."

Handsome, Too

Physically, the records may well establish a precedent in low-priced packaging. Each cover will be adorned by an expensive reproduction of a great art masterpiece on a solid color background. The August release, for instance, features the works of such painters as Corot, Perugino, da Vinci, Rubens, Mantegna Borocci and Poussin. This theme of consistent packaging is expected to continue on further, bi-monthly releases.

In the August releases, featured artists will include conductors Monteux, Reiner,

NBC'S YULE STAPLE 'AM AHL' TO GET COLOR

NEW YORK — The NBC Opera Company will present a new television production of Gian-Carlo Menotti's Christmas opera "Amahl and the Night Visitors" this December. "Amahl," which has become a NBC Christmas staple, will be performed by a new cast and will be done in color. The version which NBC has been offering for some years now is in black and white. A color tape had been made simultaneously, but was inadvertently erased. RCA Victor will record the new version in stereo with the new cast. Whether the album will be available for December release in time for the broadcast, was not yet known.

Munch, Enrique Jorda, Jean Martinon and Jean Morel. Solo artists are pianists Gilels and Alexander Brailowsky and violinists Szeryng and young Jamie Laredo.

The Victrola label was trademarked by the Victor Talking Machine company in 1906. In early years, John McCormack, Ernestine Schumann - Heink, Caruso, Galli-Curci, Paderewski and others were on the roster—advertised with a then-famous slogan—"Their genius made them great—the Victrola makes them immortal."

Coming on this page in future weeks:

Next week

Folk

August 24 issue

Budget Records

August 31 issue

Jazz

Soviet People Unhip—Peerce

NEW YORK — Metropolitan Opera tenor Jan Peerce, who recently returned from a tour of Russia, observed that "the Russians have very little knowledge about America's present position as a cultural leader, particularly in the field of music." They frequently asked him about people such as Mario Lanza, Lawrence Tibbett, Richard Tauber or Beniamino Gigli, not realizing that all these men were dead.

Peerce said he also noted differences between the life of the singer in the United States and his counterpart in the Soviet Union.

"The Soviet singer has a lifetime position," he said, "but nevertheless I believe that we are in every way much better off. The Russians, for instance, are aware that they have lost the tradition of Italian bel canto singing, and they are anxious to regain it. Even though their production of Italian opera is often very good, there is something missing and they know it."

"People would say to me, 'You are Italian, aren't you?', and I would answer that I am a native-born New Yorker." They then questioned that his training must certainly have been done in Italy. "And when I told them that I received my entire schooling right here in New York City, they were amazed."

Peerce felt that the Russians were very keen to learn from Americans and he could not understand why our singers and musicians still have some inferiority feelings in Europe.

"We should have greater confidence in our musical excellence," he said. "I can understand an opera company importing a leading singer to play a certain role, but not at the expense of a comparable or even better American talent."

Russia has re-invited Peerce to tour there later this season.



ADDING WEIGHT to summer fare, Columbia artist Gary Graffman, seen relaxing with wife Naomi during concert rehearsal, is among performers shying from traditional light works in hot months.

Summer Fare Now Has Meat

NEW YORK—It is almost a tradition that when summer rolls around, live musical performances take to the out-of-doors. It is almost equally traditional that the music presented in various arenas, stadiums, tents and bowls is of a somewhat lighter nature—drawing on the familiar concert fare, opera highlights, "Gershwin" nights, and operetta.

Now because of the bravery of a couple of daring groups, and the utilization of the new air-conditioned Philharmonic Hall at Lincoln Center, this picture may soon change—at least in New York.

Thomas Dunn and the Cantata Singers were the first to break the ice at the hall when they offered a series of six concerts under the general heading of Midsummer Music Festival. The musical offerings were hardly of the usual summer variety. They opened with Mozart's rarely done "opera seria," "La Clemenza di Tito," and continued with an evening of concerti grossi by Stravinsky, Barber, Handel and Vivaldi, the Mozart Requiem, Benjamin Britten's "Rape of Lucretia," the

Bach Mass in B Minor and closed with a program of little-played symphonies by Haydn, Mozart and Gounod, topped by Stravinsky's "Symphony of Psalms."

The six concerts were presented in a period of two weeks and reasonably priced, at \$4 tops. That there was an interest in such esoteric fare was evidenced by an average of 85 per cent capacity audiences.

August will usher in a likewise adventurous series of programs under the banner of August Fanfare, sponsored by Lincoln Center. On August 5, there begins a series of three Monday nights of piano recitals by Grant Johannesen, Gary Graffman and Beveridge Webster, three Tuesday nights of dance events, three Wednesday nights of chamber music by the Juilliard String Quartet and three Thursday nights of jazz concerts.

Gotham Listeners Get Classics in Stereo

By GIL FAGGEN

NEW YORK — Classical music lovers will have an opportunity of enjoying their favorite works in stereophonic sound when WABC - FM switches to stereo broadcasting August 1.

WABC-TV, the only network-owned FM outlet in Gotham programmed separately from its AM counterpart, has been offering the area's more than 2,600,000 FM set owners classical music on "The Evening Hour," 8 to 9 p.m., Monday through Saturday. The program features compositions from every period of music: the suites of Bach; the symphonies of Hay-

den, Mozart, Beethoven, Brahms, Mahler, and Sibelius; the tone poems of Liszt, Respighi, Debussy, Richard Strauss and Bartok; the concerti of Grieg, Mendelssohn, Rachmaninoff, Schumann, Poulenc and Stravinsky, and many other forms of fine symphonic music, all performed by outstanding musicians.

Among the station's special programs is "Meet the Artist," Don Lowe, host.

Once a week Lowe interviews an artist from the field of classical music, discussing the highlights of his recording and performing career and giving the public insight into the makeup of genius.

Another special program segment on WABC-FM is "Spectrum." This reflects all facets of arts, devoting itself to the exploring of a central theme and its development through different art forms. Two classical music elements, one jazz element, and one dramatic element usually are covered. But on occasion "Spectrum" will devote itself to an hour with such people as Arch Oboler (on writing drama for radio) or Dr. M. V. Mathews of Bell Laboratories (music from mathematics).

Other classical fare is heard on the station's "In Recital," "Chamber Concert," "Sound-

track Symphony;" "Sunday Concert" and "The Opera."

WABC-FM's station director Alexander Smallens Jr. (son of the conductor who is responsible for the station's operations, is preparing new programming in stereo which may serve as a formula for the other ABC owned FM stations.

Instrumental in launching the 6-to-midnight separate programming on WABC-FM is Harold Neal Jr., newly elected president of ABC owned & operated Radio Stations. Development of the new stereophonic programming will be the responsibility of WABC-FM's new vice-president and general manager, Walter A. Schwartz.

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COUNTRY MUSIC

Connie Gay Spells Davis On Spec Dates

SILVER SPRING, Md.—Oscar Davis, one of the nation's top country music impresarios who suffered a mild heart attack in New York last week while doing promotion work with c.&w. artist Ray Price, is reported on the mend at Holy Cross Hospital, 1500 Forest Glenn Road here, where he was taken shortly after being stricken.

According to W. E. (Lucky) Moeller, executive vice-president of the Jim Denny Artists Bureau, Nashville, and talent director for Davis, the latter will be confined here at least three weeks. Meanwhile arrangements have been made for Connie B. Gay, one of the organizers and first president of the Country Music Association, to handle promotion on Davis' upcoming country music spectaculars scheduled for Denver, August 16; Portland, Ore., 17, and Oakland, Calif., 18.

Gay, a pioneer in the broadcasting business and owner of a number of c.&w. music stations, and long-time associate of Col. Joseph Goetz, are already in Denver promoting the first of the three productions.

Featured in the upcoming specs will be Hank Snow and His Rainbow Ranch Boys, Webb Pierce, Carl Smith, Carl and Pearl Butler, Ferlin Husky, George Jones and Lefty Frizzell.



BILL MONROE, one of the leading exponents of country bluegrass, snapped with Mary Travers, of Peter, Paul and Mary, during the Newport (R. I.) Folk Festival last week, where both groups were a feature. Monroe, a top name on WSM's "Grand Ole Opry" for more than a quarter of a century, takes his Blue Grass Boys on an extended college tour this fall under the guidance of Ralph C. Rinzler, formerly of the Greenbriar Boys group.

—Photo by D. Gahr

COUNTRY MUSIC CORNER

By **BILL SACHS**

Buck Owens and His Buckaroos, plus **Bonnie O'Neil**, open Thursday (8) at the Golden Nugget, Las Vegas. It will mark their third engagement there this year. . . . **Shirlee Hunter** has been set for the Fayette County Fair, Uniontown, Pa., August 9, by the **Jim Gemmill** office, Richmond, Va. Miss Hunter's new release on the Salem label is due out August 15. . . . **Howard Vokes**, of Vokes Music, New Kensington, Pa., is in Nashville this week on business, including several guest shots and a recording session at the Starday Studios. . . . **Roger Miller** and family have returned to Nashville after a visit with relatives and friends in Texas.

The **Johnny Cash** show is routed for Frontier Park, Cheyenne, Wyo., August 6; Four Seasons Supper Club, Aurora, Colo., 7-8; Lagoon Patio Gardens, Salt Lake City, 9-10; Roanoke, Ya., Fair, 16-17; Watermelon Park, Berryville, Va., 18; Shore Acres Ballroom, Sioux City, Ia., 20; Prom Ballroom, St. Paul, 21; Surf Ballroom, Clear Lake, Ia., 22; Terp Ballroom, Austin, Minn., 23; Shrine Mosque, Peoria, Ill., 24, and Mockingbird Hill Park, Anderson, Ind., 25. . . . Station

WPFR, Terre Haute, Ind., has just made the switch to an all-country format, and owner **Paul Dean Ford** asks artists and diskeries to shoot him the spinning material—both old and new.

United Artists' **Kathy Dee** has been booked by her personal manager, **Quentin W. (Reed) Welty**, for an extended tour that takes her to Jefferson, Md., August 5; Uniontown, Pa., 6 and 9; Grafton, W. Va., 7; Mansfield, Ohio, 10; Lafayette, Ind., 12; La Porte, Ind., Fair, 13-15; Easton, Pa., 16; Walton, N. Y., 17, following which she heads west for bookings in the South Dakota sector. Kathy's latest UA release is "Unkind Words" b.w. "Only as Far as the Door." . . . Station XERF, Del Rio, Tex., forced off the air earlier this year when vandals shot out its transmitter, has resumed operation on its full power of 250,000 watts. XERF became a great power for country music when **Paul Kallinger** first started with the station in 1949. Paul remained with XERF until the time of the shooting. He is now with all-country KBER, San Antonio. XERF requests c.&w. records—old and new. Address them in care of the station, Roswell Hotel, Del Rio, Tex.

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Al Lynch, who holds down the post of PD-deejay at KSBK, Naha, Okinawa, while serving with the Air Force there, says a recent item in another publication erred in saying that he was leaving the service within a year and departing his KSBK radio post to continue in the States. "I will be returning to the U. S. next April," type-writes Lynch, "and will be looking for a job in c.&w. music on the side, but I will not be leaving the service until I retire in 1967." . . . "After a year of

typical FM operation, it was obvious we were going nowhere fast," writes Bud Sunkel, of WPBI, Danville, Ill. "After an exchange of letters with **Chuck Birgman**, of WFMX, Statesville, N. C., we made the switch to all c.&w. music, and things have never looked so good. We are the only c.&w. station in this part of the country, with the exception of WHOW, Clinton, Ill., but they are daytime only. We have a local AM station just 30ks. away from Clinton on the dial, and it's just close enough to give us an exclusive." Sunkel asks for help with records from the artists and diskeries.

Larry Daniels, program director at KUZZ Radio, Bakersfield, Calif., reports that the station has just concluded its most successful on-the-air promotion of the year—**Know Your Country Stars Week**. Beginning June 17, KUZZ listeners were asked questions concerning c.&w. artists, the winners being awarded free record albums. Albums were given away every hour for

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/10/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE Johnny Cash, Columbia 42788	10
2	2	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	11
3	4	ABILENE George Hamilton IV, RCA Victor 8181	9
4	3	ACT NATURALLY Buck Owens, Capitol 4937	18
5	6	GUILTY Jim Reeves, RCA Victor 8193	5
6	5	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	15
7	10	DETROIT CITY Bobby Bare, RCA Victor 8183	6
8	14	YOU COMB HER HAIR George Jones, United Artists 578	6
9	8	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	8
10	15	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	21
11	12	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	22
12	11	STILL Bill Anderson, Decca 31458	25
13	16	TIPS OF MY FINGERS Roy Clark, Capitol 4956	6
14	18	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	4
15	7	SANDS OF GOLD Webb Pierce, Decca 31488	8
16	9	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	14
17	13	THE OTHER WOMAN Loretta Lynn, Decca 31471	10
18	17	OLD SHOWBOAT Stonewall Jackson, Columbia 42765	12
19	19	LOVING ARMS Carl Butler & Pearl, Columbia 42778	6
20	23	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	3
21	-	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	1
22	-	SWEETHEARTS IN HEAVEN Buck Owens & Rose Maddox, Capitol 4992	1
23	26	LOOSE LIPS Earl Scott, Mercury 72110	3
24	20	MY BABY'S NOT HERE Porter Wagoner, RCA Victor 8178	4
25	28	DOWN TO THE RIVER Rose Maddox, Capitol 4975	8
26	-	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	1
27	24	THE ONLY GIRL I CAN'T FORGET Del Reeves, Reprise 20158	14
28	27	I GOTTA GET DRUNK (And Shore Do Dread It) Joe Garson, Liberty 55578	2
29	29	A HEARTACHE FOR A KEEPSAKE Kitty Wells, Decca 31501	2
30	30	WE'RE THE TALK OF THE TOWN Buck Owens & Rose Maddox, Capitol 4922	2

five consecutive days, Daniels says. Climax came Friday, June 21, with Roy Acuff Day, when **Roy Acuff** albums were given away all day. During the day, KUZZ listeners were treated with phone interviews with Roy, who called from Mississippi, and **Dizzy Dean**, who also called from the Southland. "Country music is bigger than ever in Bakersfield," writes Daniels, "with some of the greatest country stars making their homes here, including **Buck Owens**, **Tommy Collins**, **Joe and Rose Lee Maphis** and **Bonnie Owens**. All these folks appear on 'Kuzzin Herb's Trading Post' TV show, beamed every weekday night for the last nine and a half years without interruption."

Neal Merritt, formerly with KOPY, Alice, Tex., has shifted to KFDI, Wichita, Kan. . . . Station KRDR, Portland, Ore., has adopted a full-time country music format, thanks to KRDR jock **Laramie Clair Musser**, who

hustled the management in adopting the good-sound policy. . . . **Marty Martin**, formerly at KOLN-TV, Lincoln, Neb., has joined the staff of KATN-Radio, Boise, Idaho, as deejay and promotion director. The full-time country music station is programming 15 hours a day, seven days a week. Marty says service from the record companies has been pretty good, but he can always use more c.&w. material. KATN's newest venture, Linmar Jingles, is off to a good start, Martin reports, and since it's the only jingle mill in the area, the future looks bright.

Art Barrett, formerly with WKCW, Warrenton, Va., is now spinning 'em on WWDS, Everett, Pa. . . . **Charlie Huckabee**, who has been spinning the country wax at WFJX, Fort Jackson, S. C., has been tabbed for overseas duty by the Army. . . . Deejays wanting to get on

(Continued on page 32)

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

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RHYTHM & BLUES

Chips Moman Joins Tree
 CINCINNATI—Buddy Killen, executive vice-president of Tree Publishing Company, Inc., Nashville, has announced the signing of Chips Moman to an exclusive Tree contract as writer-producer. The former Memphis-based a.&r. man has produced numerous releases for the Stax label. In addition to his writing and producing, Moman will serve as assistant to Vice-President Killen.



DUKE ELLINGTON gets a preview of the floor plan for the "A" Century of Negro Progress Exposition to be held at Chicago's McCormick Place for 18 days starting August 16. Ellington wrote a complete musical production, "My People," which will be presented at the exposition daily. Describing the floor plan to Ellington are Alton A. Davis, executive director of the American Negro Emancipation Centennial Authority, Inc., and James E. Stamps, chairman of the board of trustees for the Emancipation Authority.

MUSIC AS WRITTEN

Birmingham Salute

Top names, including Johnny Mathis, Ray Charles, the Shirelles, Lolo, Harry Golden, Joe Louis, Al Bernie, Nina Simone, Clyde McPhatter, appeared at the AGVA show "Salute to Freedom '63" at Miles College football field in Birmingham. This was the first integrated variety show to play before a non-segregated audience in Birmingham.

Originally, the show was to play Birmingham's Municipal Auditorium, but city officials decided to paint the hall the day of the show. Proceeds will go to the co-ordinating committee combating segregation in the U. S.

Issue Youmans LP

A Vincent Youmans anniversary album will be issued on August 27, to celebrate the late composer's 65th birthday anniversary. Album was made by Bob Lissauer, who is general manager of the Vincent Youmans Music firm.

Set is entitled "Like Time on My Hands—A Tribute to Vincent Youmans" and features Til Dieterle and her combo. LP will be issued on the 20th Century-Fox label.

NEW YORK

Elektra Records moved from Los Angeles to New York last week. New offices are on West 51st Street in Manhattan. . . . In a national poll conducted by the Hortex Company of Texas, Deejay **Murray Kaufmann** of WINS, New York, was elected the No. 1 jockey by the high school students participating. . . . **Henre Rene** will conduct the Symphony of the Air Orchestra at the Long Island Festival of Art on August 16, an evening starring **Rise Stevens** and called "Rise Stevens Sings" night. . . . Manager **Lee Magid** wed singer **Ruth Olay** last Sunday (28). Magid is the manager of **Della Reese** and many other acts. . . . **Joseph Goldfeder** has been named general manager of Criterion Music. . . . Vet cleffer **Al Sherman**, we are pleased to learn, is well and kicking and celebrates his 40th wedding anniversary August 5. He is living in California, not New York as reported. His two sons, by the way, **Richard** and **Robert**, are writing the score for the upcoming **Walt Disney** flick, "Mary Poppins," and have done scores for three other Disney movies.

Ben Selvin, recently retired from RCA Victor, has started a new organization called Ben Selvin Enterprises. He is the sole selling agent and distributor in the U. S. for the ChapPELL Recorded Music Library. . . . Hickory Records has three new distrib. They are Summit in Chicago, Affiliated in Newark and Chips in Philadelphia. . . . **Jerry Fielding** will compose the score for Sinatra Enterprises flick, "Those Who Think Young." . . . Three songs in flick by **Mack David** and **Jerry Livingston**. . . . Palisades Records

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/10/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	7
2	3	EASIER SAID THAN DONE Essex, Roulette 4494	7
3	2	PRIDE AND JOY Marvin Gaye, Tamla 54079	11
4	4	SO MUCH IN LOVE Tymes, Parkway 781	7
5	11	MEMPHIS Lonnie Mack, Fraternity 906	4
6	7	JUST ONE LOOK Doris Troy, Atlantic 2188	8
7	10	MY TRUE CONFESSION Brook Benton, Mercury 72135	6
8	8	HELLO STRANGER Barbara Lewis, Atlantic 2184	12
9	6	SURF CITY Jan & Dean, Liberty 55580	6
10	17	WIPE OUT Surfaris, Dot 16479	4
11	16	(You're the) DEVIL IN DISGUISE Elvis Presley, RCA Victor 8188	3
12	9	NO ONE Ray Charles, ABC-Paramount 10453	6
13	5	MOCKINGBIRD Inez Foxx, Symbol 919	8
14	14	NOT ME Orlons, Cameo 257	7
15	12	ONE FINE DAY Chiffons, Laurie 3179	7
16	19	THE MONKEY TIME Major Lance, Okeh 7175	2
17	23	CANDY GIRL 4 Seasons, Vee Jay 539	2
18	15	WITHOUT LOVE (There Is Nothing) Ray Charles, ABC-Paramount 10453	6
19	20	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic 9596	4
20	-	JUDY'S TURN TO CRY Lesley Gore, Mercury 72143	1
21	22	SHAKE, SHAKE, SHAKE Jackie Wilson, Brunswick 55246	3
22	-	IT'S TOO LATE Wilson Pickett, Double L 717	1
23	13	IT WON'T BE THIS WAY (Always) King Pins, Federal 12484	4
24	-	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	1
25	26	I (Who Have Nothing) Ben E. King, Atco 6267	2
26	28	MAN'S TEMPTATION Gene Chandler, Vee Jay 536	2
27	-	HEAT WAVE Martha & the Vandellas, Gordy 7022	1
28	-	SOMETIMES YOU GOTTA CRY A LITTLE Bobby Bland, Duke 366	1
29	30	HEY GIRL Freddie Scott, Colpix 692	2
30	-	THESE FOOLISH THINGS James Brown & the Famous Flames, King 5767	1

of Danville, Ky., has leased its recording of "Roaming Through the Countryside" and "Johnny Lonesome" by **Kendall Hayes** to the Pelham label of Mt. Vernon, N. Y. . . . Palette Records has signed **Andre Popp**, conductor-arranger, who wrote the arrangements for "Irma La Douce." . . . **Lionel Bart** and British conductor **John Barry**, will work together on the music of the movie, "The Winston Affair." Bart will write the theme and Barry will orchestrate it and conduct the recording. . . . Stanley-Lewis Distributors will represent the Deutsche Grammophon and Archive lines in New York and the metropolitan area. . . . **Della Reese** and her husband **Arthur Calhoun**, are buying into Maestro Productions, the record producing firm headed by **Billy Arnold** and **Clarence Jackson**.
 The new **Amelia Earhart** air mail stamp has inspired a new waxing of the tune "Amelia Earhart's Last Flight" by the **Greenbriar Boys** on Vanguard. Tune is published by Stasney

Music. . . . Capa Records has issued a new single called "Green Stamp Bossa Nova" with **Bill Gillette**. . . . A new label, Ebbtide, has been formed by Celtic Recording Productions of Westbury, New York. First singles feature **Nickey Dee** and **Billy Canton**. . . . The Jamie-Guyden Distributing Corp. is now handling Tear Drop Records of Texas. . . . Marnel Distributors of Maryland in Baltimore, have moved from Mt. Royal Avenue to Newbury Street. **BOB ROLONTZ**

PHILADELPHIA

Eddie White, old-time vaude comic since turned auto salesman, has waxed a comedy album of his old routines for **Harold Robinson's** King label. . . . **Frankie Avalon**, **Sandy Stewart** and the **4 Seasons** set for the Hero Scholarship Fund Show at Municipal Stadium on September by **Bill Honney** Agency. . . . **Don Nicholas** to head the **Meyer Davis** band
 (Continued on page 32)

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

VEE JAY RECORDS
 1449 S. Michigan Ave.
 Chicago 5, Ill.

GAINING MOMENTUM!

TWO FRIENDS

Bob Knight Four
 Jubilee 5451

Nationally distributed thru
JAY-GEE RECORD CO., INC.
 318 W. 48 St., N.Y. 36, N.Y.

UP - UP - UP
 TOP 20 IN BILLBOARD
BOBBY BLAND'S
CALL ON ME—
THAT'S THE
WAY LOVE IS

Duke LP 77

A REAL SMASH
BOBBY BLAND'S
SOMETIMES
YOU GOTTA CRY
A LITTLE

Duke 366

HOT NEW RELEASE

JUNIOR PARKER'S

YONDER'S WALL

b/w

THE TABLES HAVE TURNED

Duke 367

—ALSO— 3 GREAT SPIRITUALS

BEHOLD GOD'S FACE b/w MORE POWER

SENSATIONAL NIGHTINGALES

Peacock 1891

RESTLESS SOUL b/w ON THE RIGHT ROAD NOW

PILGRIM JUBILEE SINGERS

Peacock 1894

NEARER TO THEE b/w YOU'LL NEVER KNOW

MIGHTY CLOUDS OF JOY

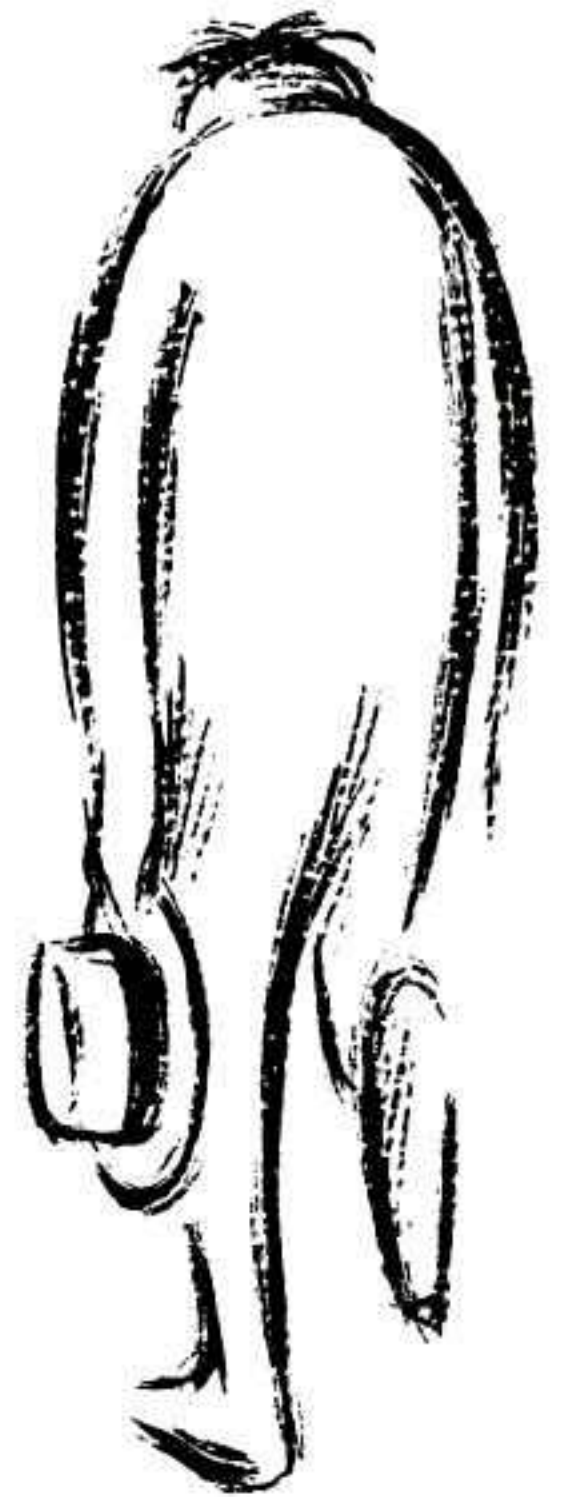
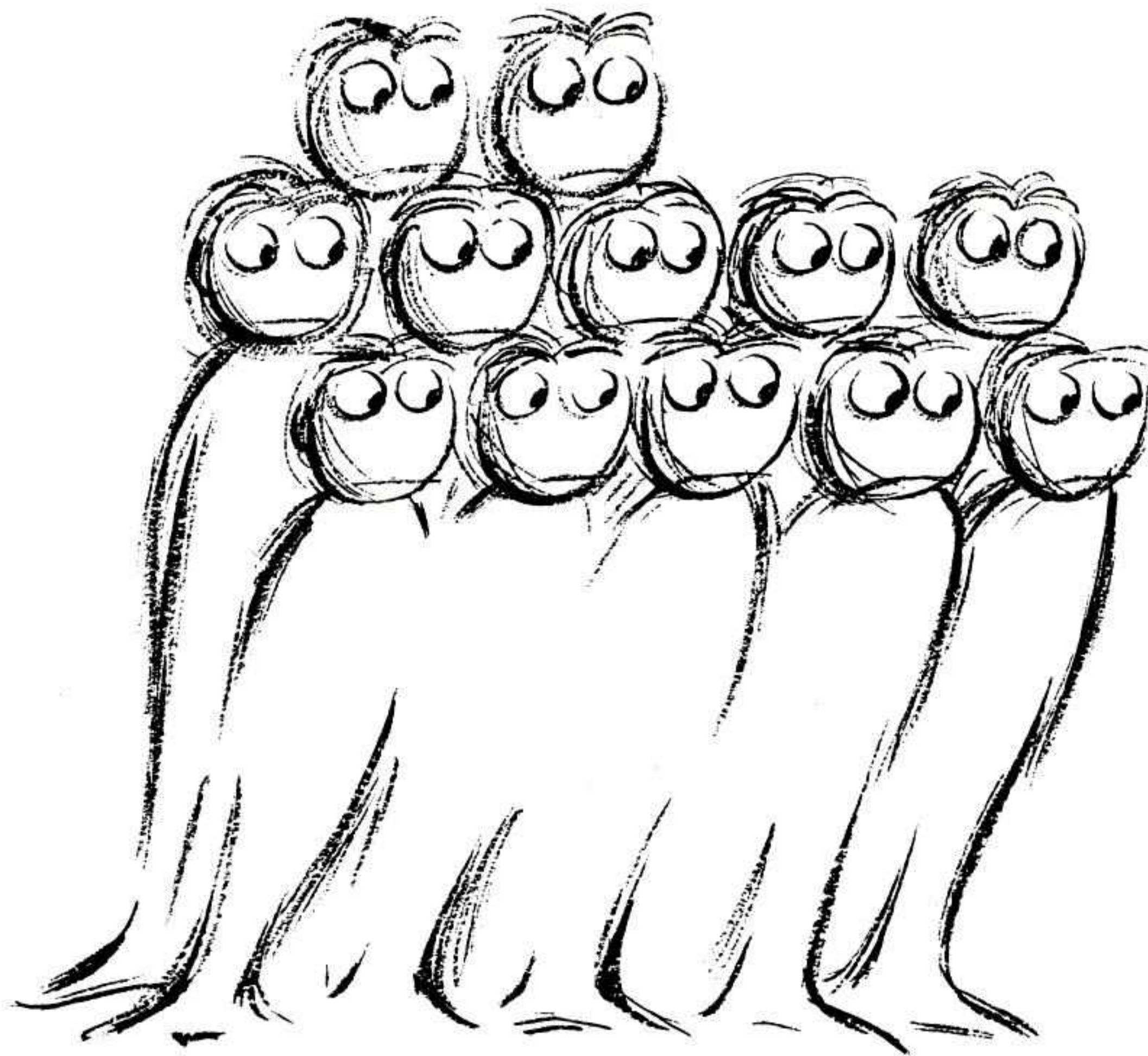
Peacock 1896

DUKE AND PEACOCK RECORDS, INC.

2809 ERASTUS STREET

ORCHARD 3-2611

HOUSTON 26, TEXAS



Record Dealers prefer
Scotch® Recording Tape

12-to-1

in Billboard Magazine Survey*!

So what else is new? Not that we don't appreciate being number one in this survey for the last three years! We'd be mortified if we weren't. But this excellent survey of record dealers by BILLBOARD Magazine just confirms what our salesmen tell us. Record dealers prefer us 12 to 1 over nearest competition because their customers do! (58% of those responding to the question about blank tape prefer us over *all* other brands mentioned.) This is to be expected, because "SCOTCH" Brand Recording Tapes are *the* quality product in a market where quality is dearly appreciated . . . by dealers and customers alike. You can't please everybody, but we come awfully close!

*As published in July 27, 1963, issue of Billboard.

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Magnetic Products Division **3M**
COMPANY

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.

Chart with 3 columns of songs, each with 'THIS WEEK', 'Wk. Ago', and 'Wks. Ago' indicators, followed by title and artist information.

Billboard Award

HOT 100—A TO Z—(Publisher-Licenses)

BUBBLING UNDER THE HOT 100

Two columns of song titles and artists, including 'Abilene (Acuff-Rose, BMI)', 'Be Careful of Stones That You Throw', and '101. WHAT I GOTTA DO (To Make You Jealous)'.



the nation's best selling records

BIG HIT ALBUMS

SCARLETT O'HARA
LAWRENCE WELK
AND FEATURING **BREAKWATER**

TIE ME KANGAROO DOWN, SPORT
TIPS OF MY FINGERS • SUKIYAKI
THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER
PUFF (The Magic Dragon) • THE GOOD LIFE
PIPELINE • CAN'T GET USED TO LOSING YOU
18 YELLOW ROSES • I LOVE YOU BECAUSE
• BREAKWATER • SCARLETT O'HARA •

SCARLETT O'HARA
LAWRENCE WELK
DLP 3528 • DLP 25528

BILLBOARD PICK OF THE WEEK
BREAKING IN LOS ANGELES
& CHICAGO

WIPE OUT
THE SURFARIS
DLP 3535 • DLP 25535

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

NEW ALBUM RELEASES

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

MORE
STEVE ALLEN
DLP 3538
DLP 25538

LAWRENCE WELK PRESENTS

MYRON FLOREN
POLKAS DLP 3536
DLP 25536

LAWRENCE WELK PRESENTS
MYRON FLOREN POLKAS
BEER BARREL POLKA
PENNSYLVANIA POLKA
HOOP DEE DOO
STOMP POLKA
CHAMPAGNE POLKA
HAPPY NORWEGIAN POLKA
HELENA POLKA
JULIA POLKA
JENNY LIND POLKA
EMILIA POLKA
TAKEN IN THE TOWN
HOT TIME IN THE OLD TOWN
LITTLE BROWN JOE
SKIP TO MY LUV
POLLY WOLLY DOODLE

BEST-SELLING SINGLES

- #16479 **WIPE OUT** The Surfaris
- #16488 **BREAKWATER / SCARLETT O'HARA** Lawrence Welk
- #16500 **THE NEXT TIME / VIOLET AND A ROSE** Wink Martindale
- #16494 **TIE ME KANGAROO DOWN SPORT / I FEEL LIKE CRYING** Pat Boone
- #16509 **PRETTY GIRLS EVERYWHERE / BABY BABY** Arthur Alexander
- #16492 **MONSOON / SCOTCH HIGH'S** The Chantays
- #16507 **CUANDO CALIENTA EL SOL (When The Sun Is Hot) / LEAVE IT TO ME** Steve Allen
- #16493 **TORQUAY TWO / PEG LEG** The Fireballs
- #16484 **SUKIYAKI / THEME FROM A SUMMER PLACE** Billy Vaughn
- #16487 **SUGAR SHACK** Jimmy Gilmer & The Fireballs
- #16506 **I'VE BEEN EVERYWHERE / MULE SKINNER BLUES** Lucky Starr

BEST-SELLING ALBUMS

SUKIYAKI
AND 11 HAWAIIAN HITS
BILLY VAUGHN
MY LAMB • MAPLE • LOVELY BOLA BOLA • SUKIYAKI
TO YOU SWEETHEART ALMA • ON THE BEACH AT WAIKIKI
HOW IS THE BIRD • THE WIND OF HAWAIIANA • KALOA
SWEET SOMEBODY • PAMAN LOVE SONG • KIMMY STEPHAN

SUKIYAKI • Billy Vaughn
DLP 3523

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

PIPELINE • The Chantays
DLP 3516

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

GRAVY WALTZ • Steve Allen
DLP 3515

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

HOT PASTRAMI • The Dartells
DLP 3522

Waltz Time
Lawrence Welk
35th Anniversary
WALTZ TIME • Lawrence Welk

WALTZ TIME • Lawrence Welk
DLP 3499

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

1962's GREATEST HITS
Billy Vaughn
DLP 3497

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

1963's EARLY HITS • Lawrence Welk
DLP 3510

TIE ME KANGAROO
DOWN SPORT
PAT BOONE

TIE ME KANGAROO DOWN, SPORT
Pat Boone
DLP 3534

JIMMIE RODGERS
HONEYCOMB
& **KISSES SWEETER THAN WINE**
WOMAN FROM SIBERIA • KISSES
SWEETER THAN WINE • HANGING
HONEYCOMB • JIMMIE RODGERS
PEFF (THE MAGIC DRAGON)
JIMMIE BROWN, THE NEWBORN
GOD BLESS THE CHILD • WHEN I
DID I HAD A HANNEY • THE DRIVING
BOAT SONG • WALK RIGHT IN

HONEYCOMB & KISSES SWEETER
THAN WINE • Jimmie Rodgers
DLP 3525

CALCUTTA!
LAWRENCE WELK
CALCUTTA • SAILOR (You Were In The Sea) • BIRNEY
APRIL 19 FORTY-ONE • MORNING GLORIA • HAY, THE
LAW DANCE • THE ME • BOY • WALKING • FORTY-ONE
BIRNEY • WALKING • THE
BIRNEY • WALKING

CALCUTTA • Lawrence Welk
DLP 3359

WE HAVE A ONE-TRACK SOUNDTRACK MIND!!

WE HAVE THE GREAT FILM MUSIC!!



UAL 4105

UAS 5105 (STEREO)



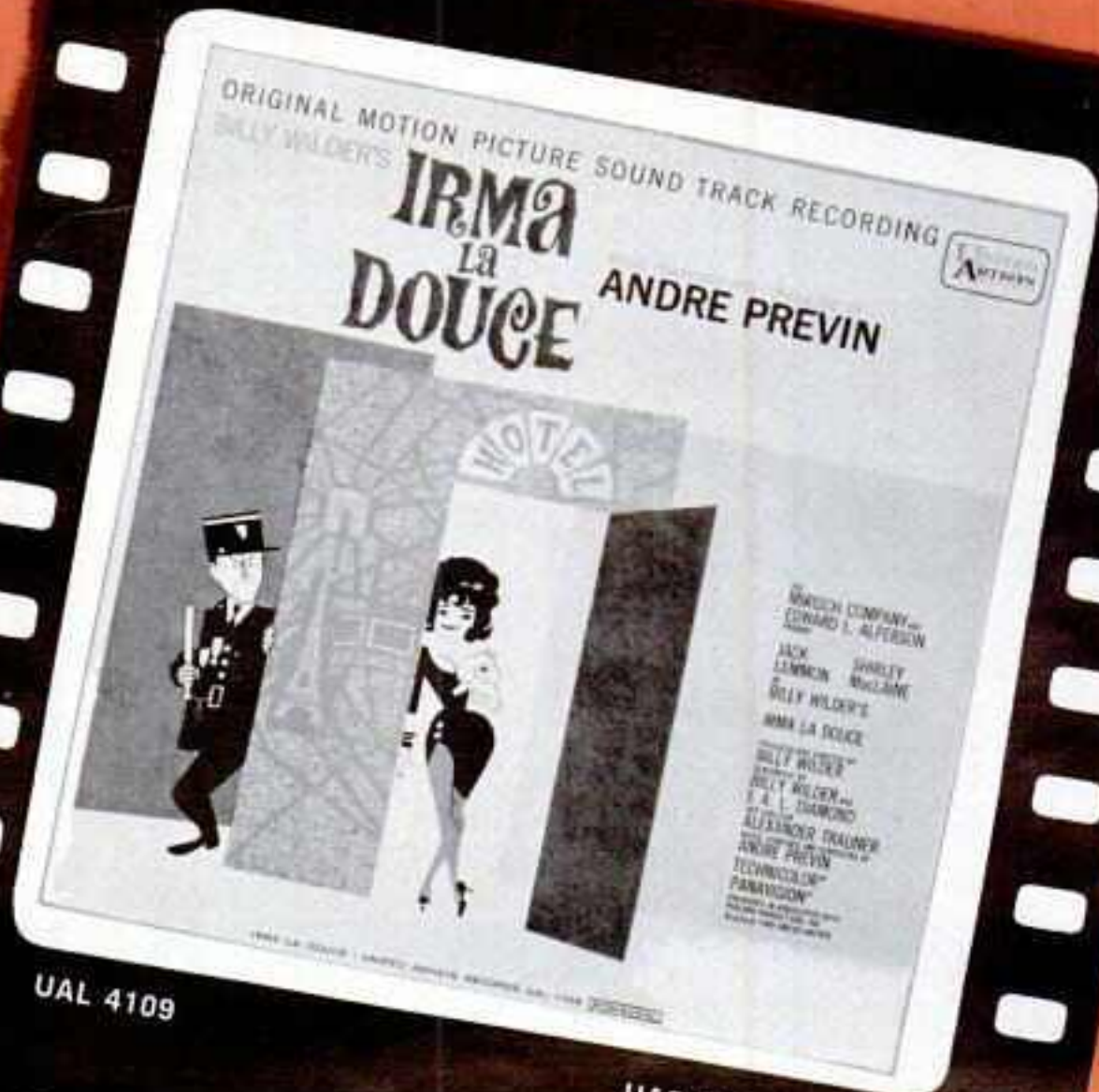
UAL 3290

UAS 6290 (STEREO)



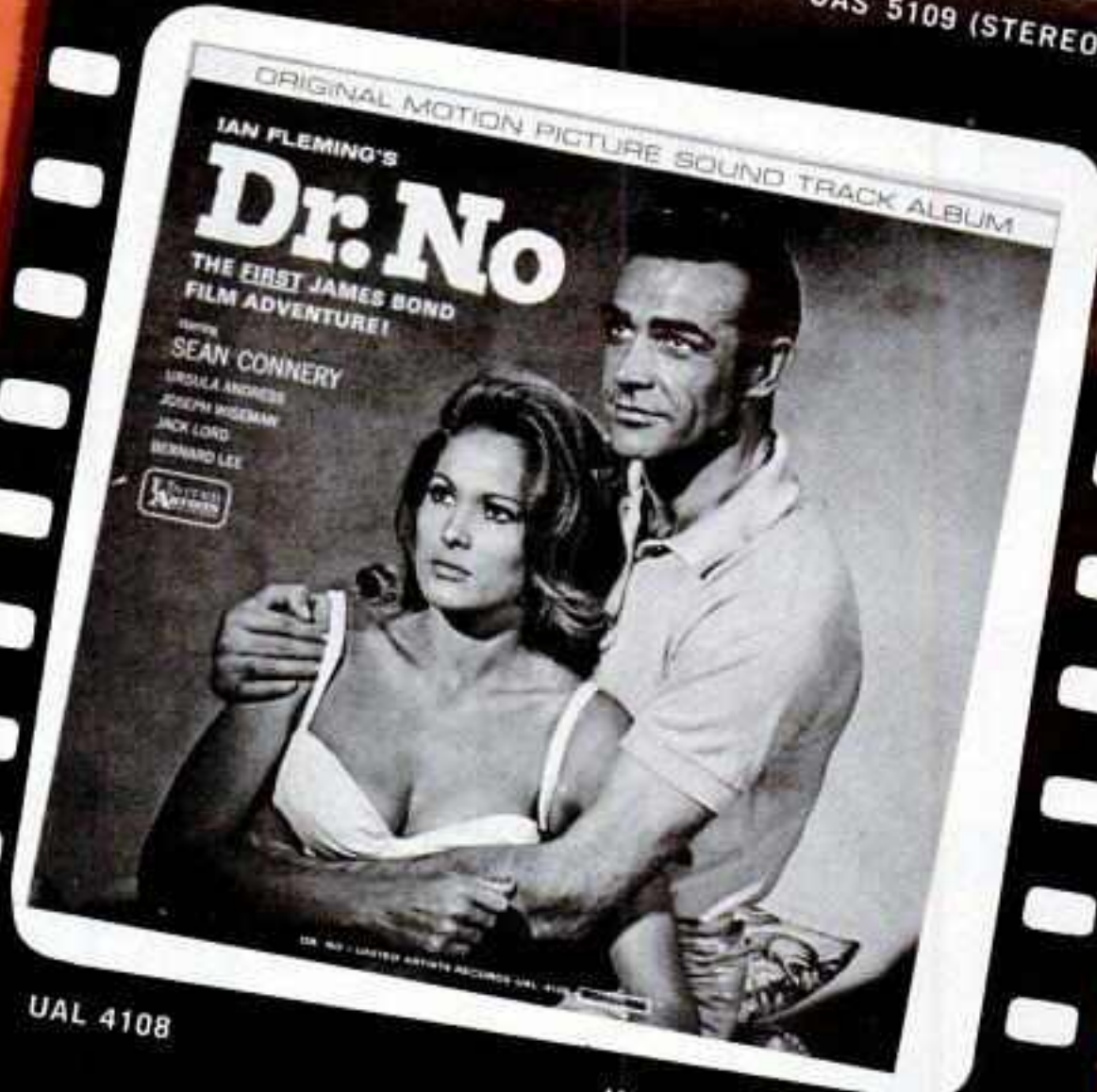
UAL 4107

UAS 5107 (STEREO)



UAL 4109

UAS 5109 (STEREO)



UAL 4108

UAS 5108 (STEREO)



THE PROUDEST
NAME IN
ENTERTAINMENT

Movies
Are
Better
Listening
Than
Ever!

WE'RE STILL BOASTING!!

WE HAVE THE HOT NEW SINGLES!!

**TRUE LOVE
NEVER RUNS
SMOOTH**

Musicor 1032

GENE PITNEY

CRY BABY

U.A. 629

**GARNET
MIMMS**

**ONLY IN
AMERICA**

U.A. 626

**JAY AND
THE AMERICANS**

**COME ON
AND STOP**

U.A. 617

MARY JOHNSON

**TELL ME
MAMA**

U.A. 616

JANIE GRANT

**UNITED
ARTISTS
RECORDS**

**THE PROUDEST NAME IN
ENTERTAINMENT**

In Orbit... a hit single...

NOW IN
ATTRACTIVE
SLEEVE



CHAIRMAN
4403

THE AMERICAN LONDON GROUP

Nationwide Breakout!

JOE TEX
**SOMEONE TO
TAKE YOUR
PLACE**

DIAL - 3013

THE AMERICAN LONDON GROUP

Burning Up
The Charts...

JIMMY SOUL
**TREAT 'EM
TOUGH**

SPQR-3310

THE AMERICAN LONDON GROUP

**JIMMY'S
BRAND NEW LP...**



S.P.Q.R.
E 16001

Features:

TREAT 'EM TOUGH
IF YOU WANNA BE HAPPY
TWISTIN' MATILDA

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

MARIA ELENA . . .
Los Indios Tavaojaras, RCA Victor 8216 (Peer Int'l, BMI) (New York)

MARIA ELENA . . .
Billy Mure, MGM 13161 (Peer Int'l, BMI) (New York)

LOVER'S MEDLEY . . .
Marcy Jo & Eddie Rambeau, Swan 4145 (Bregman, Vocco & Conn-Northern, ASCAP) (Hartford)

BIRTHDAY PARTY . . .
Pixies Three, Mercury 72130 (Dandelion-Merjoda, BMI) (Miami)

WHERE IS JOHNNY NOW . . .
Sapphires, Swan 4143 (Hill & Range, BMI) (Hartford)

A SLOW DANCE . . .
Ronnie & the Hi-Lites, Win 250 (Jildana, ASCAP) (Philadelphia)

I'M NOT A FOOL ANYMORE . . .
T. K. Hulin, Smash 1830 (Crazy Cajun, BMI) (Denver)

HEAR THE BELLS . . .
Tokens, RCA Victor 8210 (Bright Tunes, BMI) (New York)

DEVIL'S DEN . . .
Poets, Try Me 28006 (Jim Jam, BMI) (Seattle)

I KNOW . . .
Ronnie Rice, MGM 13153 (Edgewater, BMI) (Chicago)

GONE . . .
Rip Chords, Columbia 42812 (Daywin, BMI) (Houston)

CRY BABY . . .
Garnett Mimms & the Enchanters, United Artists 629 (Rittenhouse-Mellin, BMI) (Philadelphia)

GREEN MONKEY . . .
Garnell Cooper & the Kinfolks, Jubilee 5445 (Trio, BMI) (Denver)

**DON'T LET THE SUN CATCH YOU
CRYING . . .**
Steve Alaimo, Checker 1047 (Northern, ASCAP) (Houston)

**SINGLES
REVIEWS**



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

KYU SAKAMOTO

**CHINA NIGHTS
(Shina No Yoru)**

(Leeds, ASCAP) (2:52)—Capitol 5016

Kyu Sakamoto has a strong followup here to his recent No. 1 dinking "Sukiyaki." Tune is familiar to veterans of the Korean War, where the tune was popular a decade ago. Singer handles it with charm in Japanese. Flip is "Benkyo No Cha Cha Cha" (Beechwood, BMI) (2:25).

POP SPOTLIGHT

BOBBY RYDELL

**THE WOODPECKER
SONG**

(Robbins, ASCAP) (2:15)—Cameo 265

Bobby Rydell comes through with a catchy reading of the hit of the Glenn Miller era, aided by a stylish choral and ork arrangement. Could be a big one for the lad. Flip is "Little Queenie" (Arc, BMI) (2:21).

POP SPOTLIGHT

THE BEAU-K'S

PACKIN' UP

(LeBill & MRC, BMI) (2:10)
Mercury 72157

Here's a bright new group sound and it could easily click. Ditty has a rock-a-samba flavor and the vocal is solid. With exposure, it definitely has a chance. Flip is "Forget Me Not" (LeBill & Marbill, BMI) (2:24).

POP SPOTLIGHT

THE MIRACLES

MICKEY'S MONKEY

(Jobete, BMI) (2:39)—Tamala 54083

The Monkeys is the latest teen dance craze and the Miracles tell all about it on this bright rocker, with powerful down-to-earth backing. It should be welcome to the dancers and it'll please everyone with its sales. Flip is "Whatever Makes You Happy" (Jobete, BMI) (2:31).

POP SPOTLIGHT

TRACEY DEE

TEENAGE CLEOPATRA

(Saturday, ASCAP) (2:26)

WHO'S THAT

(Saturday, ASCAP) (2:21)—Liberty 55604

Her boyfriend calls her a teenage Cleopatra and she loves every word of it, sings Tracey Dee on the attractive topper. Side II is a cute medium-paced rocker with a solid teen message. Both sides spot good backing.

POP SPOTLIGHT

JOHNNY NASH

**DEEP IN THE HEART
OF HARLEM**

(January, BMI) (2:05)—Groove 0021

Johnny Nash explains how the day begins in New York's Harlem as the sun comes up and everyone starts off to work. He sings it with feeling while the arrangement adds much warmth. Strong wax, especially with the kids. Flip is "What Kind of Love is This" (Planetary, ASCAP) (2:17).

POP SPOTLIGHT

THE FOUR EPICS

DANCE JO ANNE

(Shelros-Hill & Range, BMI) (2:15)
—Laurie 3183

The Epics bow on the label with a wild swinging side that has a pounding beat and loads of excitement. It begins with a humming sound like the old hit "Little Bitty Pretty One" of years ago, and it rocks from there out. Has a real chance. Flip is "How I Wish That I Was Single Again" (Shelros-Hill & Range, BMI) (2:29).

POP SPOTLIGHT

JERRY WALLACE

EMPTY ARMS AGAIN

(Four Star-Camp & Canyon, BMI) (2:18)—
Challenge 9205

It's been a mighty long time for Wallace but this fine side could bring him back. It's a retentive ballad tune with a kind of old-fashioned flavor and it builds nicely with a strong arrangement. Watch it. Flip is "Bambola (My Darling One)" (Fabulous, ASCAP) (2:38).

POP SPOTLIGHT

JUNIOR LEWIS

RAISE YOUR HAND

(Mellin-Chapter, BMI) (2:32)

**WHERE DO I GO
FROM HERE**

(Chapter, BMI) (2:43)—Scepter 1257

Two teen-slanted sides grab first rate performance from Junior Lewis here. On the topper, a driving rocker, he asks all broken hearted lovers to raise their hands. On the flip he sings a ballad with feeling and warmth. Arrangements add a lot of excitement. Watch 'em both.



SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

LES McCANN

THE GOSPEL TRUTH

(Jana, ASCAP) (2:12)—World Pacific 387

Ideal as a change of pace programmer, this gospel-flavored swinger with a jazz twist will have listeners handclappin' and struttin'. Les McCann gives an up-tempo multi-digital treatment to the tune on the piano. Flip is "Sne It on Down to Mee" (Jana, ASCAP) (2:12).



SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

THE OSMOND BROTHERS

**BE MY LITTLE
BUMBLE BEE**

(Remick, ASCAP) (1:53)—MGM 13162

A fine side culled from the boys' latest LP, "Songs We Sang on the Andy Williams Show," will provide a welcome bit of nostalgia for the listener. The youngsters sing the oldies with mature authority and understanding. Flip is "I Wouldn't Trade the Silver in My Mother's Hair" (Bourne, ASCAP) (2:04).



SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

BILL EVANS & ORK

SWEET SEPTEMBER

(Wood, ASCAP) (2:13)—Verve 10296

Ah how sweet it is! Evans and the orchestra provide a breezy and bright rendition that even smells like autumn. The arrangement emphasizes strings with a beat. Flip is "Theme From 'The VIPS'," (Robbins, ASCAP) (2:21).



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

- EARLS**
★★★★ Cry, Cry, Cry (Maureen, BMI) (2:06)—★★★★ Kissin' (Maureen, BMI) (2:12). OLD TOWN 1145
- CLYDE McPHATTER**
★★★★ From One to One (Drury Lane, BMI) (2:22)—★★★★ So Close to Being in Love (Eden-Olimac, BMI) (2:39). MERCURY 72166
- THE ZANIES**
★★★★ Chicken Surfer (Hillary, BMI) (2:02)—★★★★ London Rock (Meadowlark, ASCAP) (2:24). DORE 683
- THE CROCKETT BROTHERS**
★★★★ Mother, Mother Can I Go Surfin' (Maravilla & Rogers-Van Buren, BMI) (1:57) —★★★★ After You've Been so True (Maravilla & Rogers-Van Buren, BMI) (1:58). DEL FI 4213
- CHARLIE RICH**
★★★★ She Loved Everybody But Me (Cedarwood, BMI) (2:20) —★★★★ The Grass is Always Greener (Charles Rich, BMI) (2:25). GROOVE 58-0020
- WARREN COVINGTON & HIS ORK**
★★★★ The Topsy Trombone (Mills, ASCAP) (2:17)—★★★★ Takin' It Slow (Mills, ASCAP) (2:15). DECCA 31525
- RICK NELSON**
★★★★ There's Not a Minute (Arch, ASCAP) (2:24) —★★★★ Time After Time (Sands, ASCAP) (2:11). IMPERIAL 5985
- ROD LAUREN**
★★★★ A Searcher for Love (Delmar, ASCAP) (2:45) —★★★★ I Wanna Know (About Love) (Four Star Television, BMI) (2:39). CHANCELLOR C-1141
- THE RUM RUNNERS**
★★★★ You Gotta Quit Kickin' My Dog Around (MRC, BMI) (2:16) —★★★★ Follow the Drinking Gourd (MRC, BMI) (2:40). MERCURY 72152

- SCUBA CLOWNS**
★★★★ Scuba Dive (Four Star, BMI) (2:10) —★★★★ Concentration (Four Star, BMI) (2:30). CHALLENGE 9204
- GARY (U. S.) BONDS**
★★★★ Perdido — Parts I & II (Tempo, ASCAP) (2:39 & 2:44). LEGRAND 1030
- NASHVILLE STREET SINGERS**
★★★★ Bottom of the Glass (Cedarwood, BMI) (2:47) —★★★★ Long Black Veil (Cedarwood, BMI) (2:27). CAPITOL 5017
- EDDIE HEYWOOD**
★★★★ St. Louis Blues (Handy Bros., ASCAP) (2:02)—★★★★ Begin the Beguine (Harms, ASCAP) (2:32). LIBERTY 55607
- JOHNNY BURNETTE**
★★★★ It Isn't There (Millrose, ASCAP) (2:10)—★★★★ (Wish It Were Saturday Night) All Week Long (GII Music, BMI) (2:00). CAPITOL 5023
- JOHNNY MATHIS**
★★★★ Sonner or Later (Elm Drive, ASCAP) (3:17)—★★★★ In Wisconsin (Elm Drive, ASCAP) (3:13). COLUMBIA 42836
- KATHY LINDEN**
★★★★ There'll Always be Sadness (Acuff-Rose, BMI) (2:02) —★★★★ People Say (Criterion, ASCAP) (2:25). CAPITOL 5018
- THE AVONS**
★★★★ Gee Baby (Tree, BMI) (2:12)—★★★★ Push a Little Harder (Tree, BMI) (2:27). GROOVE 0022
- THE TARRIERS**
★★★★ Lonesome Traveler (Folkways, BMI) (2:00)—★★★★ Seven Daffodils (Sanga, BMI) (2:56). DECCA 31524
- STEVE CLAYTON**
★★★★ He Will Call (Spiral, ASCAP) (2:38)—★★★★ Her Make-Up Kit (Spiral, ASCAP) (2:21). DECCA 31516
- JUNIOR PARKER**
★★★★ The Tables Have Turned (Don, BMI) (2:11) —★★★★ Yonders Wall (Fast, BMI) (2:12). DUKE 367
- RICHARD (POPCORN) WYLIE**
★★★★ Greater Than Anything (Finney, BMI) (2:08)—★★★★ Head Over Heels in Love (Valley, BMI) (2:20). EPIC 9611
- BIG DEE IRWIN**
★★★★ Donkey Walk (Glenville, BMI) (2:04)—★★★★ Someday You'll Understand Why (Glenville, BMI) (2:20). 20th CENTURY-FOX 418
- MAUREEN SCOTT**
★★★★ He's So Near (Spanka, BMI) (2:21)—★★★★ Ugly Bug Ball (Wonderland, BMI) (2:22). VISTA 423
- THE STORY TELLERS**
★★★★ When Two People (Are in Love) (Holly-Vine, BMI) (1:55) —★★★★ Time Will Tell (Holly-Vine, BMI) (2:10). DIMENSION 1014
- PAUL PETERSEN**
★★★★ Mama, Your Little Boy Fell (Screen Gems-Columbia Music, BMI) (2:04) —★★★★ Girls in the Summertime (Knollwood, BMI) (2:20). COLPIX 697
- THE STARLETTS**
★★★★ You're Gonna Be Jealous (Warland, BMI) (2:08)—★★★★ Teco (Warland, BMI) (2:05). SCARLETT 700
- THE OVERLANDERS**
★★★★ Summer Skies and Golden Sands (Leeds, ASCAP) (2:27)—★★★★ Call of the Wild (Leeds, ASCAP) (2:59). MERCURY 72165
- ROCKIN' REBELS**
★★★★ Another Wild Weekend (Juarez, BMI) (2:12)—★★★★ Happy Popcorn (Juarez, BMI) (2:03). SWAN 4150
- CONNIE STEVENS**
★★★★ Little Miss - Understood Rock, BMI) (2:00) —★★★★ There Goes Your Guy (Vine St., ASCAP) (2:30). WARNER BROS. 5380
- TRAN-SISTERS**
★★★★ Pull the Covers Right Up (Over My Head) (Travis-Rittenhouse, BMI) (2:40)—★★★★ Your Love (Travis-Rittenhouse, BMI) (2:29). IMPERIAL 5983

COUNTRY

- LEFTY FRIZZELL**
★★★★ James River (Al Galico, BMI) (2:00)—★★★★ Don't Let Her See Me Cry (Heart Line, BMI) (2:09). COLUMBIA 42839
- BOB GALLION**
★★★★ Ain't Got Time for Nothin' (Acuff-Rose, BMI) (2:05) —★★★★ The Wrong Side of Town (Acuff-Rose, BMI) (2:14). HICKORY 1220
- RAY PENNINGTON**
★★★★ The First Step Down is the Longest (Dyche, BMI) (2:45) —★★★★ Your Diary (Lois, BMI) (2:50). KING 5783

(Continued on page 32)

A Smash All Over Again!

This time with superb,
easy-to-sing

ENGLISH LYRICS

**THE
BLUE
DIAMONDS**

SUKIYAKI

10032



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

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	17
2	2	THE JAMES BROWN SHOW King 826	7
3	3	MOVING Peter, Paul & Mary, Warner Bros. W 1473	30
4	5	WEST SIDE STORY Sound Track, Columbia OL 5670	94
5	8	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS Tamla 240	5
6	4	PETER, PAUL & MARY Warner Bros. W 1449	68
7	7	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	9
8	9	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008	8
9	10	BYE, BYE BIRDIE Sound Track, RCA Victor LOC 1081	16
10	6	SURFIN' U.S.A. Beach Boys, Capitol T 1890	15
11	15	SHUT DOWN Various Artists, Capitol T 1918	5
12	18	JOAN BAEZ IN CONCERT Vanguard VRS 9112	42
13	20	CALL ON ME Bobby Bland, Duke DLP 77	5
14	11	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	24
15	26	TRINI LOPEZ AT PJs Reprise R 6093	4
16	14	THE BARBRA STREISAND ALBUM Columbia CL 2007	18
17	21	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	19
18	19	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	66
19	16	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 5007	11
20	23	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009	8
21	12	LITTLE TOWN FLIRT Del Shannon, Big Top 1308	8
22	22	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932	6
23	24	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	17
24	39	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349	9
25	13	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 2065	12
26	29	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805	5
27	28	HOBO FLATS Jimmy Smith, Verve 8554	13
28	17	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2033	8
29	31	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	27
30	35	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	19
31	27	HOW THE WEST WAS WON Sound Track, MGM 1E5	13
32	45	KINGSTON TRIO #16 Capitol T 1871	20
33	34	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S Count Basie, Reprise R 6070	4
34	40	JOAN BAEZ, VOL. II Vanguard VRS 9094	89
35	46	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	41
36	43	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	17
37	37	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692	7
38	42	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695	8
39	36	SHE LOVES ME Original Cast, MGM E 4118	8
40	38	STILL Bill Anderson, Decca DL 4427	6
41	49	THINK ETHNIC Smothers Brothers, Mercury MG 20777	19
42	56	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	275
43	32	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	58
44	54	RICHARD CHAMBERLAIN SINGS MGM E 4088	28
45	30	SHIRELLES GREATEST HITS Scepter 507	29
46	25	ROY ORBISON'S GREATEST HITS Monument MLP 8000	50
47	58	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609	10
48	65	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	41
49	60	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	190
50	69	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	16

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	61	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAL 3390	7
52	41	I GOT SOMETHING TO TELL YOU Mems Mabley, Chess LP 1479	7
53	33	THE BEST OF THE KINGSTON TRIO Capitol T 1705	62
54	67	GRAY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	16
55	62	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	35
56	63	SINCERELY YOURS Robert Goulet, Columbia CL 1931	32
57	55	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	69
58	50	SURFING Ventures, Dolton BLP 2022	15
59	59	BUDDY HOLLY STORY Coral CRL 57279	135
60	71	CAMELOT Original Cast, Columbia KOL 5620	133
61	91	TIE ME KANGAROO DOWN, SPORT Walt Harris, Epic LN 24053	2
62	52	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	16
63	125	SO MUCH IN LOVE Tymes, Parkway P 7032	2
64	84	I'M A WOMAN Peggy Lee, Capitol T 1857	23
65	53	JOAN BAEZ, VOL. I Vanguard VRS 9078	76
66	66	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	10
67	44	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	48
68	68	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611	5
69	64	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	30
70	70	SURFIN' SAFARI Beach Boys, Capitol T 1808	25
71	51	HEAVENLY Johnny Mathis, Columbia CL 1351	103
72	96	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	11
73	83	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294	8
74	47	THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Vee Jay LP 1059	5
75	76	MURRAY THE K's 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 510	4
76	48	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523	9
77	86	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444	14
78	95	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	38
79	80	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	32
80	121	TOVARICH Original Cast, Capitol TAO 1940	3
81	98	PEGGY LEE MINK JAZZ Capitol T 1850	3
82	57	OLIVER Original Cast, RCA Victor LOC 2004	40
83	74	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691	6
84	72	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2	4
85	75	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	34
86	111	GOLDEN GOODIES, VOL. VI Various Artists, Roulette R 25216	2
87	131	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	20
88	77	MONDO CAME Sound Track, United Artists UAL 4108	4
89	90	GOLDEN GOODIES, VOL. II Various Artists, Roulette R 25210	4
90	87	NEW FRONTIER Kingston Trio, Capitol T 1809	35
91	123	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4374	6
92	88	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	12
93	89	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	25
94	100	DR. NO Sound Track, United Artists UAL 4108	3
95	79	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harrell & His Ork, Kapp KL 1318	29
96	81	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	26
97	116	WEST SIDE STORY Original Cast, Columbia DL 5230	148
98	93	DAVE BRUBECK QUARTET AT CARNEGIE HALL Columbia C2L 26	3
99	101	HOOTENANNY Various Artists, Kapp KL 1330	4
100	129	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2760	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	—	BLUE ON BLUE Bobby Vinton, Epic LN 24068	1
102	102	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	144
103	130	GOLDEN GOODIES, VOL. I Various Artists, Roulette R 25207	3
104	112	THE BEST OF JOLSON Al Jolson, Decca DXA 169	38
105	73	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	41
106	99	TIME OUT Dave Brubeck, Columbia CL 1397	134
107	115	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	12
108	110	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053	3
109	114	ALL ALONE AM I Brenda Lee, Decca DL 4370	23
110	—	BEACH PARTY Chubby Checker, Parkway P 7030	1
111	122	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	19
112	109	RUBY BABY Dion, Columbia CL 2010	21
113	82	FOOLISH LITTLE GIRL Shirley, Scepter LP 511	7
114	104	WARM & WILLING Andy Williams, Columbia CL 1879	43
115	107	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	25
116	133	GOLDEN GOODIES, VOL. III Various Artists, Roulette R 25218	2
117	136	FANTASTICS Original Cast, MGM E 8072	2
118	—	WIPE OUT Surfaris, Dot DLP 3555	1
119	108	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	10
120	113	MUSIC MAN Sound Track, Warner Bros. B 1459	48
121	94	ONE WORLD CONCERT Erroll Garner, Reprise R 6080	6
122	140	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005	2
123	—	MORE (Soul Surfin') Kai Winding, Verve V 8551	1
124	78	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	47
125	—	WE GO TOGETHER Paul & Paula, Philips PHM 200-089	1
126	132	POPE JOHN XXIII Mercury RM 200	2
127	—	SCARLETT O'HARA Lawrence Welk, Dot DLP 3528	1
128	143	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	31
129	92	SINATRA-BASIE Frank Sinatra & Count Basie, Reprise R 1008	28
130	142	WALTZ TIME Lawrence Welk, Dot DLP 3499	14
131	144	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	170
132	105	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200-078	25
133	106	THE CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	18
134	124	GOLDEN GOODIES, VOL. V Various Artists, Roulette R 25215	3
135	119	YOU CAN'T SIT DOWN Dovells, Parkway P 7025	5
136	85	THE UNITED STATES MARINE BAND RCA Victor LPM 2687	7
137	97	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	20
138	103	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	96
139	120	GLORIA LYNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	27
140	—	JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY Capitol W 1877	1
141	137	TWO OF US Robert Goulet, Columbia CL 1826	50
142	139	ON TOP OF SPAGHETTI Tom Glazer & the Do-Re-Mi Children's Chorus, Kapp KL 1331	3
143	150	EASIER SAID THAN DONE Essex, Roulette R 25234	2
144	118	PIPELINE Chantays, Dot DLP 3316	13
145	134	THE SOUND OF HOROWITZ Vladimir Horowitz, Columbia ML 5811	8
146	117	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vino Guaraldi Trio, Fantasy 3337	28
147	—	SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3314	1
148	149	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269	8
149	128	STEVE LAWRENCE WINNERS! Columbia CL 1953	27
150	147	COAST TO COAST WITH ARTHUR PRYSOCK Old Town LP 2005	5

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE & ROSES Andy Williams, Columbia CS 8815	17
2	2	CLEOPATRA Sound Track, 20th Century-Fox SXG 5008	7
3	3	WEST SIDE STORY Sound Track, Columbia OS 2070	91
4	10	PETER, PAUL & MARY Warner Bros. WS 1449	55
5	4	BYE, BYE BIRDIE Sound Track, RCA Victor LSO 1081	13
6	5	UNIQUELY MANCINI Henry Mancini, RCA Victor LSP 2692	7
7	7	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	30
8	9	THE CONCERT SINATRA Frank Sinatra, Reprise RS-1009	7
9	6	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	21
10	14	HOW THE WEST WAS WON Sound Track, MGM 1E5	17
11	11	SURFIN' U.S.A. Beach Boys, Capitol ST 1890	12
12	17	HOBO FLATS Jimmy Smith, Verve V6-8544	13
13	13	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CS 8832	7
14	16	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol ST 1932	4
15	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	63
16	8	I LOVE YOU BECAUSE Al Martino, Capitol ST 1914	7
17	12	THE BARBRA STREISAND ALBUM Columbia CS 8807	9
18	21	OLIVER Original Cast, RCA Victor LSO 2004	41
19	15	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 25523	6
20	27	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	178
21	33	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2638	18
22	18	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	19
23	24	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	11
24	25	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	47
25	37	TRINI LOPEZ AT PJs Reprise RS-4093	2
26	36	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	16
27	34	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	18
28	19	THIS TIME BY BASIE: HITS OF THE 50'S & 60'S Count Basie, Reprise R 9-6070	4
29	20	THE NEW CHRISTY MINSTRELS TELL TALL TALES Columbia CS 8817	9
30	30	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LSP 2695	6
31	39	KINGSTON TRIO #16 Capitol ST 1871	19
32	23	SHE LOVES ME Original Cast, MGM SE 4118	8
33	28	CAMELOT Original Cast, Columbia KOS 2031	133
34	32	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	25
35	40	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	26
36	31	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LSC 2670	8
37	38	DAVE BRUBECK AT CARNEGIE HALL Columbia CS 826	3
38	43	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	45
39	26	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAS 6290	6
40	44	WEST SIDE STORY Original Cast, Columbia OS 2001	110
41	50	SOUNDPOWER Marty Gold & His Ork, RCA Victor LSP 2620	18
42	35	MONDO CAME Sound Track, United Artists UAS 5105	3
43	41	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	17
44	29	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harrell & His Ork, Kapp KS 3318	29
45	—	SHUT DOWN Various Artists, Capitol DT 1918	1
46	48	1963'S EARLY HITS Lawrence Welk, Dot DLP 35510	19
47	—	SCARLETT O'HARA Lawrence Welk, Dot 25528	1
48	46	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	10
49	42	PEGGY LEE MINK JAZZ Capitol ST 1850	3
50	—	FILM SPECTACULAR London Festival Ork (Black), London SP 44025	1

5 EXCITING NEW SINGLES From DECCA-CORAL!



CARMEN CAVALLARO plays
HUNGARIAN RHAPSODY NO. 2
Decca 25608

WARREN COVINGTON plays
THE TIPSY TROMBONE c/w
TAKIN' IT SLOW
Decca 31525



ERNEST TUBB sings
THANKS A LOT c/w
THE WAY YOU'RE LIVING
Decca 31526

THE TARRIERS sing
LONESOME TRAVELER c/w
SEVEN DAFFODILS
Decca 31524



GOLDIE and the ESCORTS sing
BACK HOME AGAIN c/w
SOMETHING HAS CHANGED HIM
Coral 62372

SINGLES REVIEWS

Continued from page 29

SPIRITUAL

JAMES CLEVELAND

★★★★ The Sun Will Shine After Awhile (Cleveland-Frazier & Savoy, BMI)—★★★★ No Need to Worry (Savoy, BMI). SAVOY 4192

THE CARAVANS

★★★★ Jesus, I'll Never Forget (Frazier-Cleveland & Savoy, BMI)—

★★★★ See How the Lord Has Kept Me (Savoy, BMI). GOSPEL 1077

PROF. ALEX BRADFORD

★★★★ He's All Right (Volunteer, BMI)—★★★★ Because He Loves Me So (Volunteer, BMI). REGENT 221

REV. R. T. JONES

★★★★ I Feel the Spirit Moving (Savoy, BMI)—★★★★ God's To-

morrow (Savoy, BMI). GOSPEL 1078

MARION WILLIAMS

★★★★ The Lord Knows (Savoy, BMI)—★★★★ I'm Begging You Please (Savoy, BMI). REGENT 222

SUNRISING KINGS

★★★★ Bye and Bye (Savoy, BMI)
★★★ Lord I've Tried (Savoy, BMI). SAVOY 4193

RHYTHM & BLUES

JOHNNY WATSON

★★★★ Gangster of Love (Hermosa, BMI) (2:50)—★★ In the Evenin' (P.D.) (2:50). KING 5774

Master Sold by Dennon

SEATTLE — "Tip Toes," by Bobby Wayne on the Jordan label has been sold to A & M Records. Guitarist Wayne also has a vocal recording, "The Valley" backed with "Big Train" on the market on the Epic label.

Both of Wayne's records were produced by Jerry Dennon, Seattle distribution exec who manages the Independent Record Sales division of the Craig Corporation.

WITH THE COUNTRY JOCKEYS

Continued from page 20

the mailing list for country records, drop a line on your station letterhead to Slim Williamson, Yonah Music, P.O. Box 425, Louisville, Ga.; Jim Howell, Howl Music, 313 Sixth Street, N. E., Atlanta, and Don McGraw, Salem Records, Salem, Va. . . . Bill Sellers (Wagon Wheel Willie) is currently conducting "Carolina Jamboree" two hours a day, six days a week at Radio WFBS, Spring Lake, N. C., which covers the Fort Bragg area like a blanket. The new station is in the throes of building its c.&w. library, and Sellers asks that artists and diskeries put him on their mailing lists. Sellers formerly was chief announcer with the American Forces Network in Munich and did the "Stickbuddy Jamboree" for the Armed Forces in Germany and France. He is still in the Army but works at WFBS from 5 to 7 every morning.

On a recent vacation jaunt to New York, Cousin Dave Lardin, deejay at WACA, Camden, S. C., was dinner guest of Roy Horton, CMA vice-president, at Jack Dempsey's. Also present was Johnny Marks, writer of the perennial Yule clicker, "Rudolph the Red-Nosed Reindeer." . . . Jack McCormack, recently appointed program director at WIXX, Fort Lauderdale, Fla., only c.&w. station on the Florida Gold Coast, reports that the station, which made its bow last March, has convinced the doubting Thomases that country music has a big, big audience in that resort area. Jack says WIXX is in need of disks, old and new, to augment its library.

George (Jolly Don) McGraw, after six years in private business in Salem, Va., has signed to go back to spinning country music via an all-night seg on KXEL, 50,000-watter in Waterloo, Ia., effective Labor Day. Until he begins his regular duties, McGraw will present a series of promotional programs on KXEL via tape. Jolly Don says he'll be needing a sack full of records for those long hours. He asks that they be directed to him at 111 Main Street, Salem, Va., until Labor Day. After that, mail them to him at KXEL. He also solicits congratulatory tapes from artist for use in the preview programs. He will send format suggestions upon request.

MUSIC AS WRITTEN

Continued from page 22

aboard the SS United States for a four-week cruise. . . . Marlene Music added to the local publishing gentry by Joseph Cicalelo. . . . After many years as a rock and roller single, Charlie Gracie is breaking in his new quartet at the Bar X. . . . Sammy Kaye set for the band feature at the Blueberry Festival at nearby Hammonton, N. J., on September 14. . . . Frank O'Hanlon, former local maestro, is doing publicity and promotion at Lakeview Amusement Park at nearby Royerford, Pa. . . . Band leader Jerry Arnold and Janice Brodman back from their honeymoon. . . . It's a girl in Lying-In Hospital for maestro George Moyer. . . . Haral Records sets up a subsidiary Aye & Bee Music Publishing Company.

MAURIE H. ORODENKER

WHY DON'T YOU BELIEVE ME? . . . IT'S A SMASH!



THE DUPREES

NEW HIT SINGLE

WHY DON'T YOU BELIEVE ME?

COED 584

A BILLBOARD PICK
POP SPOTLIGHT
THE DUPREES
WHY DON'T YOU BELIEVE ME
(Brandom, ASCAP) (2:39)—Coed 584
The contemporary sound of the Duprees is coupled with a Glenn Miller big band style backing on the hit of a decade ago. The blending of the new and old makes this **SIDE AS EXPLOSIVE AS DYNAMITE**
Flip is "The Things I Love" (Cherio, BMI) (2:30)

THE MUSIC REPORTER SINGLE SCOOPS
THE DUPREES — COED 584
"WHY DON'T YOU BELIEVE ME"
(Brandom, ASCAP) (2:39)
L. Douglas, K. Lanley, R. Rodde
"THE THINGS I LOVE"
(Cherio, BMI) (2:30)—H. Barlow, L. Harris
1619 Broadway, New York, N. Y.

CASH BOX PICK OF THE WEEK
"WHY DON'T YOU BELIEVE ME" (2:39)
(Brandom, ASCAP—Douglas, Lanley, Rodde)
"THE THINGS I LOVE" (2:30)
(Cherio, BMI—Barlow, Harris)
THE DUPREES (Coed 584)
with another oldie up-dating job for Coed. This time it's the pretty years-back Joni James 'step-ping stone,' "Why Don't You Believe Me," that the crew carves out, Joey Vann in the lead, with teen beat-ballad finesse. More potent beat-ballad revival stuff on the lovely evergreen coupler.

MUSIC VENDOR SURE BETS
WHY DON'T YOU BELIEVE ME (Brandom Music, ASCAP)
The Duprees — COED 584
• The Duprees have taken another oldie, added their own inimitable style to it and have come up with another sure winner.

COED
RECORDS

**SURE TO BE NUMBER 1
BECAUSE IT'S A "DIFFERENT" 1**

"from one to one"



**CLYDE
McPHATTER**

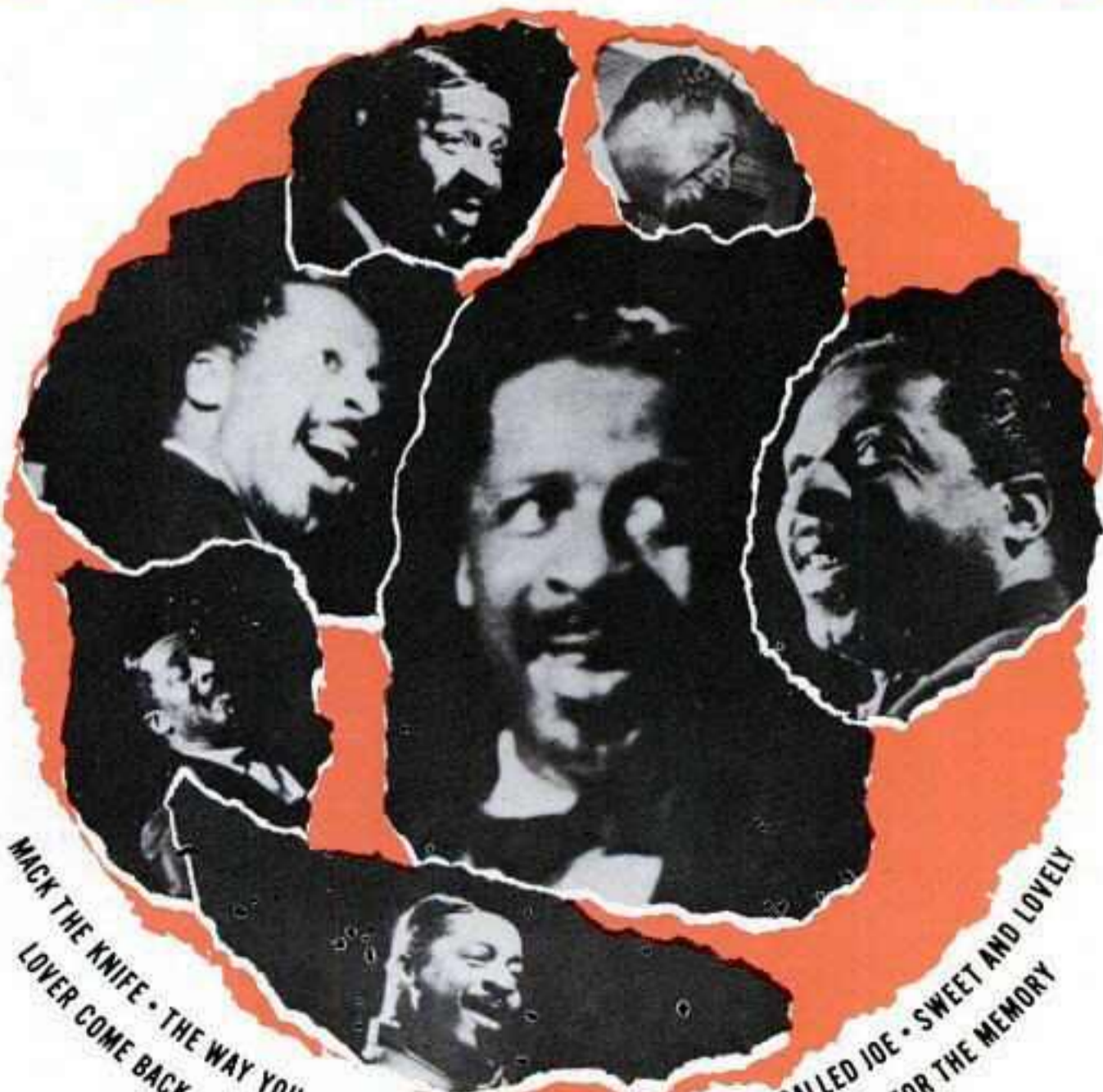
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America's First Family of Fine Recordings

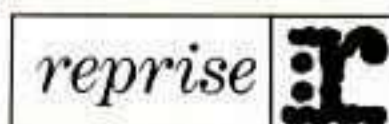


WHAT THEY ARE SAYING ABOUT ERROLL GARNER'S FIRST CONCERT ALBUM IN STEREO HIS FIRST LIVE CONCERT RECORDING IN SEVEN YEARS:

ERROLL GARNER RECORDED IN ACTUAL PERFORMANCE AT SEATTLE WORLD'S FAIR ONE WORLD CONCERT



MICK THE KNIFE • THE WAY YOU LOOK TONIGHT • HAPPINESS IS A THING CALLED JOE • SWEET AND LOVELY
 LOVER COME BACK TO ME • MOVIN' BLUES • MISTY • PIANO PRACTICE • THANKS FOR THE MEMORY
 WITH BASS AND PERCUSSION ACCOMPANIMENT



■ STANLEY DANCE SATURDAY REVIEW

"...unusually full of Garner's special vitality and joy...well-paced program...Garner has the edge in its contrasts, humor and improvisational unpredictability...swings intensely."

■ RALPH GLEASON SAN FRANCISCO CHRONICLE

"Album Pick of the Week"—"There is no getting around the fact that the little elf plays a lot of piano...he can swing with anybody and the Garner lyric style for ballads has been without peer for a long time now...includes a really marvelous version of Garner's own classic composition, MISTY."

■ SKITCH HENDERSON THE DINERS' MAGAZINE

"Recommendations: I love the idea of recording an actual performance, especially of a small group. Erroll Garner's latest release, ONE WORLD CONCERT, was made at the Seattle World's Fair. Mr. Garner continues to be one of the only members of the new School who consistently provides excitement and individuality. I believe him to be the most imitated pianist in popular music today."

■ SHOW MAGAZINE

"Garner's brain is divided right down the middle, one half of it controlling his right hand, the other half, just a split second behind, taking care of his left. In between lies a formidable talent, joining the two halves together in tempestuous wedlock. This is one of Garner's best LP's."

■ VARIETY

"Erroll Garner's ONE WORLD CONCERT is for everyone. It's a musical world loaded with exuberance, free-wheeling pianistics and an individual imaginative style...the sound control has recording studio discipline and yet retains the uninhibited excitement that comes over in live performance."

■ CASH BOX (Pick of the Week)

"...with this exciting session recorded 'live' at the Seattle World's Fair...the 88'er has his best disc to date...performed in his inimitable manner with all the verve and artistry at his command."

■ BILLBOARD

"...a big one for Garner...the pianist at his best...Solid with broad appeal."

■ HI-FIDELITY INSTITUTE

"Brilliant performance and dazzling sound."

STEREO 89-6080



Terrorist Guns Rip Venezuelan Market

Elections Bring Bloody Struggles

By CLEMENTE VARGAS

CARACAS—This is election year in Venezuela and the country has gone through one of the most difficult six-month periods in its history. Terrorists of the right and left political factions are struggling for power and the recording industry has had a drastic decline in sales as a result of the political unrest.

All retail trade has been hard-hit, for people keep off the streets which can be filled with death-dealing violence at any time. The interior of Venezuela, which represents close to 60 per cent of the country's purchasing capacity, particularly of singles material and foreign master catalog, is constantly under heavy attack from terrorists. Dealers in the northwest interior, once the oil-rich State of Zulia, and capital of Maracaibo, are especially hard-put for the region has been declared an industrial disaster area. Unemployment and a mass migration to the capital here are creating extensive gaps in what used to be a heavy buying market.

Waiting for Those Hits

The picture is little different in Caracas. This is the second season the industry has spent without what might be called a big hit. There has been some noise over Marco Antonio Munoz, who is one of the few artists to score with continuity since he appeared last year.

After almost two years of promoting the Brazilian RGE catalog, Johnny Quiros, head of Sonus Records, Venezuela's leading translator of hit lyrics, has given Miltono four consecutive Spanish hits, the last two of which, "El Malquerido" and "Recuerdos," have given tradesmen hopes that the public will again venture to the local record store.

In spite of the odds against success, production pace has not slowed and more and more new labels continue to appear. July will see the first 10 Audio Fidelity LP's released and Reprise's new additions. Philips and Mercury LP's of catalog material are being rushed to the market in what seems to be an alternative solution. Releases are mostly standard catalog material, instrumental dance and European folk and dance records. These are steady sellers which start at the 500 initial press order mark.

The changes that took place

International NEWS REPORTS



CHUBBY CHECKER is tendered a reception by officials of **Pye Records** at the Gresham Hotel, Dublin, on the occasion of his first Irish tour. Left to right: **Dave Mushinsky**, one of Checker's managers; **John Woods**, chief of Pye Records (Sales), Ltd.; **Checker**; **John Hood**, sales promotion manager of Pye, and **Louis Campbell**, Checker's assistant.

at the start of the year in the distribution set-up in the United States and Europe between ABC-Paramount, MGM, Reprise, Hispavox, etc., are causing a flood of dumped material to appear in the peddlers' carts. Venevox, which has large quantities of these labels stock, has sold LP's as low as Bs. 1.00, and Max Ventura, one of the senior importer-dealers, purchased 10,000 LP's at this price to retail at Bs. 1.95.

New issues of Reprise, MGM and the other labels have been slowed due to these transactions.

In spite of the "no dumping" clauses — which are standard with U. S. A. contracts—distributors have had to resort to this practice to recover some of their investment when lines are taken from them.

Racks Are Here

Rack jobbing has finally come to Venezuela in a subtle and limited fashion. Suddenly, records appear in the Rockefeller Cada Stores (local versions of U. S. A. supermarkets) and a local specialty shop is working on an order for 100 counter

racks to hold 20 LP's released by Ronde. Soon another independent group will start an all-girl sales force for a door-to-door record club operation, to merchandise classical and semi-classical records which are still freely imported. This seems an attempt to create a lowering of the undefined list price of the LP which still goes at Bs. 15.00 in one part of town and down to Bs. 13.00 in the other.

Discomoda has maintained a price structure of Bs. 5.00 list by marking each record from the factory and checking on dealers who may be tempted to buy for an unauthorized account which sells for less. Dealers caught doing this are dropped.

Wholesaling is fast coming to an end here. Every manufacturer now has his own sales force to cover every dealer in Venezuela. The salesmen, however, make their own deals on the road and still carry other merchandise in their pickups, as they meet on the highway and transfer disks on their own account. The end result is beneficial for the dealer who gets more frequent offers on all labels.

Sound Tracks Still Sell

Film themes still are favorite in the trade here, however, and Les Baxter's Reprise Academy Awards LP will be the first to show against Colpix's "Lawrence of Arabia" release.

Only Capitol is still out of the market. And besides Audio-Fidelity and Reprise, Everest, Starday and Tropicana as well as Duke - Peacock - Backbeat have made or are making arrangements for local distribution. London, another Palacio-distributed label, issued close to 20 LP's at one time, with many associate masters from the London group from other areas also seen at local counters.

Donegan U. S. Tour Falls Out

LONDON—A 10-week tour of America's top niteries planned for Lonnie Donegan looks like it's falling through because of the refusal of the American Federation of Musicians to allow his group to accompany him.

Dates were being set from the end of October when Donegan was to have opened at the Forty Thieves (in which he has an ownership interest) in Bermuda and gone on to engagements in New York and Las Vegas. But his manager, Cyril Berlin, has decided against Bermuda, too, unless the Federation changes its mind on the U. S. trek. "I am contemplating a European tour for Lonnie for the period now, but the Federation's decision is a terrible disappointment. He could never get the same sound with other musicians without months of rehearsal," said Berlin. Donegan is currently being negotiated for the lead in "Kelly," due to open on Broadway about February.

AUSTRALIA

Lucky Starr Lucky Fellow

By GEORGE HILDER
19 Todman Ave.

Kensington, Sydney, N. S. W.

Festival Records is happy over the success of artist **Lucky Starr**. Starr's manager, **Bill Watson**, reports that at his opening U. S. engagement, four weeks at the Hotel Mapes, Reno, Starr proved so popular that the management exercised a four-week option to be played later this year. Starr opens at the Flamingo, Las Vegas, July 25, alternating with **Billy Eckstine**. He has also been signed by Dot Records for \$15,000. . . . **Ron Wills**, a.&r. manager for EMI Australia, arranged to record the Australian cast presentation of the U. S. musical "Wildcat" from the stage of the Princess Theater, Melbourne, July 23 and 24, starring **Toni Lamond**, **Gordon Boyd** and **Keith Peterson**. . . . Disk jockey **John Laws**, of 2GB, Sydney, is preparing to tour America in a few months, has cut a single for the Melbourne W & G label. . . . **Reg Lindsay**, c.&w. artist for Columbia, has cut the first gospel single for EMI entitled "Don't Let Me Cross Over" assisted by the **Le Garde Twins** and **Speedy West**. Also on Columbia is a release of English femme **Helen Shapiro** singing "Not Responsible," recorded recently in Nashville. . . . ARC is really after a hit with a new single by **Kelly Green** on CBS called "So What," produced by **Sven Leibeck**. The disk features the backing of vocal group, the **Delltones** and the **Atlantics**, who are currently riding high with their new single, "Bombora." . . . **Ray Bull** reports excellent sales from this month's Kapp release, "Our Day Will Come" album, by **Ruby and the Romantics**. . . . With so many musical shows opening in Sydney and Melbourne such as **Noel Coward's** "Sail Away,"

Lack of Disk Promotion Irks Pop Cleffers

BUDAPEST—Hungarian pop song cleffers are angry because nothing is being done to exploit record sales possibilities of developing hits. As this is a question concerning the whole record business, we interviewed **Laszlo Beck**, artistic manager of the Hungarian Record Manufacturing Company, who himself considers the whole situation as unsatisfactory and, for the time being, unsolvable. To understand the situation we must first explain the process of record production in Hungary.

The recording company makes recordings on tapes. These recordings are transcribed from the tapes to Pyral records and these are transferred to the Hungarian cable factory which makes the masters and the record pressings. Before they start pressing, the recordings are presented to a panel of buyers from the sole distributor, where the quantity of the initial order is established.

Here starts the trouble, according to the experiences of the trade. In the past, initial orders were from 10,000 to 20,000 of any record, even if none of the recordings had any hopes of reaching the hit parade. Recent investigations of the record trade, led by the State economic survey, ended in a big scale record sale at low, low prices. This was followed by warnings to top executives of the trade, and plans for this year were altered drastically. In consequence, ordering is handled carefully.

As in the socialistic system everything goes according to planned economy, the lower pressing orders brought a reduction in the amount of records pressed at the plant, the amount of covers and labels printed, together with a reduction of raw material orders. When an enterprise fulfills its plan, top executives are entitled to some kind of bonus which does not change, even if sales increase 100 per cent. Practically this becomes impossible because lack of raw material and capacity—due to the low planning—makes the increase of production impossible.

Thus the new action records cannot be pressed in adequate quantities, or reach the public too late, a situation which must be somewhat incomprehensible for American businessmen. The bad planning, the lack of free trade and competition brings often very similar situations in basic articles. So the hit possibilities pass away silently and the real losers are the record manufacturing company and the cleffers who earn only a fraction of mechanical fees they got two years ago. The next step might be taken by some clever guy, who buys some hundred records of a possible hit and sells them under some gateway at black market prices.

"Camelot" and "Wildcat," Capitol Records has issued a new version of "The Desert Song" sung by **Gordon MacRae** which is receiving excellent air exposure in radio "sound" programs. . . . Festival is releasing 12 imported and locally pressed albums by pianist **Alfred Brendel** who is touring Australia for the next three months for the Australian Broadcasting Commission. . . . Australia's new currency based

Billboard is on the air - AROUND THE WORLD!

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

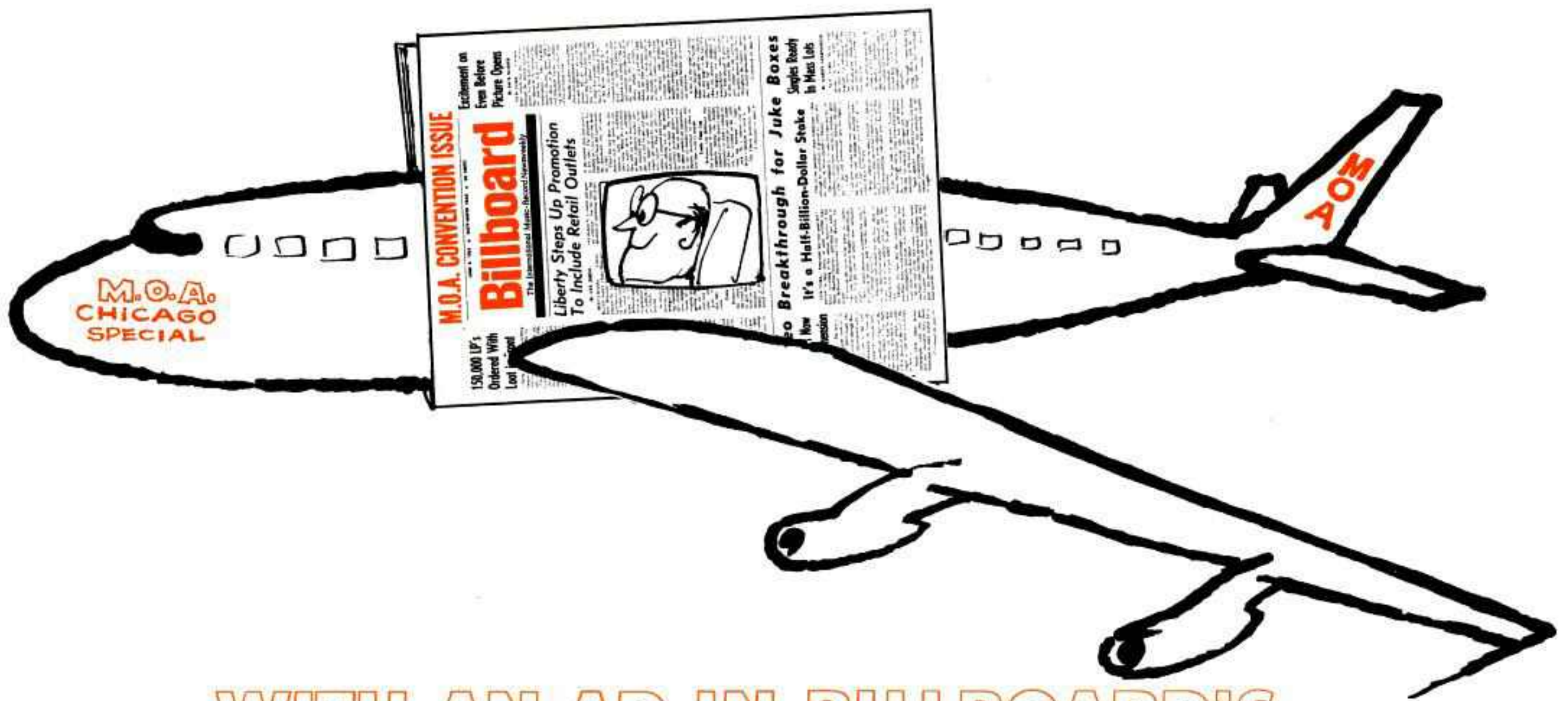
Here is the broadcast schedule used by the powerful transmitters of Radio New York Worldwide (WRUL). Clip this list and keep it near your short-wave radio, and listen each week to Billboard on the air!

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)
Wednesdays, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)
Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.
Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.
Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

BE THERE !!



WITH AN AD IN BILLBOARD'S SPECIAL M.O.A. CONVENTION ISSUE

Everyone recognizes the importance of the juke box operator to the music-record industry . . . both as a potent record buyer on his own – and for the sales and exploitation job he does for record manufacturer, publisher and artist alike.

It makes solid business sense for you to be there . . . in every capacity you can wangle . . . in person and in print . . . to greet the thousands of operators who influence your business and the appeal of your product so greatly – and to tell them about your new releases that can mean more plays and more profits for them.

Full distribution of the special MOA issue right from Billboard's own "Service Center" booth on the convention floor . . . so whether you make it to the convention in person or not – YOUR MESSAGE WILL!

PLUS . . . Billboard's regular weekly distribution to some 20,000 members of the music-record industry guarantees you'll reach not only the convention attendees . . . but you'll reach the stay-at-home ops . . . and promote you and your products to the whole music-record industry . . . internationally!

Here's just a sample of the full-scale editorial coverage and backing your ad will have . . . which has made Billboard's annual MOA Convention issue a proven long-after-publication reference edition . . . and equally long-after-publication exposure for your ad.

ECONOMIC PROFILE OF THE OPERATOR—with a complete analysis of what and where they operate and a comparison with last year's profile showing the industry's growth.

THE JUKE BOX INDUSTRY—1963—with articles from regional correspondents on the stature of the industry to date with prospects for the rest of the year.

PROGRAMMING AND ROUTE MANAGEMENT—compilation of vital facts produced by a special programming survey, plus information on how individual operators cope with their problems.

PLUS

COMPLETE CONVENTION COVERAGE—with stories on the various seminars, exhibits, and events.

DATE OF CONVENTION:
SEPTEMBER 4, 5 & 6

DATE OF ISSUE:
SEPTEMBER 7

ADVERTISING DEADLINE:
AUGUST 28

RESERVE YOUR SPACE NOW!

FRANCE

New Label for Young Talent

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

Mrs. de Rieux is undoubtedly one of the most active among the French disk personalities. She just announced the creation of a new label named "Week End," primarily destined to young talent. The new label's first records will be issued in September.

Mrs. de Rieux has also taken over Ricordi's contracts with such artists as **Ria Bartok**, **Nancy Holloway** and **Eric Charden**, issued here on RCA, Decca and Week End respectively.

Neil Sedaka and **Paul Anka**, she also said, will play the Olympia in August and September respectively. Anka's first record in French will be issued at this time to coincide with his Parish appearances.

Moreover, Mrs. de Rieux is leaving for New York where she is meeting **Samuel Clark** regarding the Impulse contract that she controls now that she has taken over Vega's interests.

Under her impulse, Vega Records are back in action in the pop market with the release of a batch of new records.

GERMANY

Hentoff Set For Jazz Seg

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

For the first time, a U. S. jazz authority will run a series for a German radio station. It's **Nat Hentoff**. Starting in September, he will produce a 45-minute show once a month for the jazz program of Radio Bremen. The show will feature jazz news and jazz records, analyzing new trends in the world of new jazz.

Visitors

U. S. composer **Rudolf Friml** again arrived in Munich for an appearance with the Bavarian Radio Symphony Orchestra. Said Friml: "I would like to arrange for the playing of my new composition 'The Matterhorn.' It is a 10-minute composition for a 110-piece orchestra. I got the idea for it when I visited Switzerland in 1962. It begins slowly like you're at the base of the mountain, then builds up as you U. S. composer, lyricist and publisher **Buddy Kaye** arrived in Germany to visit his friend German publisher **Peter Schaeffers**. Kaye brought his new song ascend the mountain to soaring climax." . . . U. S. conductor **Franz Allers** arrived in Munich to conduct for the Second German TV Network a program of U. S. musicals and to conduct the Bavarian Radio Variety Orchestra in a program of U. S. light music and to tape for the Bavarian Radio Network music from the States. Then he will go to Berlin to conduct the first German showing of **Irving Berlin's** musical "Annie Get Your Gun" starring **Heidi Bruehl**. Afterwards Allers will go to Vienna, to conduct the opening of "My Fair Lady" there. In Austria Allers married **Jane Furch**, movie writer. . . . U. S. singer from the Met, **Roberta Peters** arrived in Munich to guest star in programs for

the Second German TV Network. Then she will sing at the Salzburg Mozart Festival. . . . "Freckles"; **Klaus Munro** wrote the German lyrics; **Ernst Verch** produced the German version with **Heidi Bruehl** "Wie Waer's Mit Charleston" for Philips.

Jazz for German TV

The First German TV Network carried an outstanding jazz program, one of **Joachim Ernst Berendt's** most unusual endeavors. The headline attraction were pianist **Ran Blake** and vocalist **Jeanne Lee**. The U. S. was represented by the **Mitchell Ruff Trio**, featuring pianist **Dwike Mitchell** and **Willie Ruff**, who doubles on bass and French horn. Trombonist **Albert Mangelsdorff** and tenor saxophonist **Hans Koller** of Germany also starred in the show.

Touring Germany seems to be the thing at the moment.

Here's the itinerary of **Chubby Checker**, for instance: August 29, Munich (at the 4,000-seater Circus Krone); August 31, Stuttgart and Augsburg; September 1, Essen; 2, Siegen; 3, Hannover; 4, Wiesbaden; 5, Oldenburg; 6, The Volkswagen City of Wolfsburg, and Braunschweig; 7, Flensburg and Kiel; 8, Berlin (Sportpalast).

Petula Clark guest-starred for the first time in a German hall, in Berlin's huge Deutschland Halle. . . . U. S. singer **Robert Trehy** arrived in Munich on his way to Berlin where he will guest-star in "Annie Get Your Gun." In Munich he taped a TV show. . . . The **Golden Gate Quartet** will guest-star in the next **Peter Weck** show to be taped for the First German TV Network next week.

HOLLAND

Cowboy Copas Toast of Town

By SKIP VOOGD
Editor, Platennieuws
Joh. Camphuisstraat 189,
The Hague

Dutch Fontana artist **Anita Berry** recorded a fine Dutch rendition of German song "Wer In Deine Augen Sieht." Coupling is "In De Branding Van De Zee." . . . Top Starday artist **Cowboy Copas** ("Country Entertainer No. 1") has pleased his many friends in Holland with a new album, released here on the London label. The **Copas** collection contains such country gems as **Ernest Tubb's** "Big Fool of the Year," "Wolverton Mountain" and "Silver Threads and Golden Needles," **John Ros**, Dutch label manager of Decca and London, informed us that more Starday LP's will be released in Holland soon, among them the "Hall of Fame" LP's.

The wide-screen movie spectacle "Flying Clipper" will have its Dutch premiere soon. Though not visible in the film, the gorgeous songstress **Katyna Ranieri** takes part with several vocals. Two of them, "Wherever You May Go" and "Have Faith," were released on a Decca single, so that multi-linguistic **Katyna Ranieri** has made her Decca debut in Holland with two American songs. Choir is of **Rudolf Lamy's** orchestra conducted by Ranieri's husband, **Riz Ortolani**.

Brook Benton's fast climbing "My True Confession" for Mercury has been released by L.C. Phonogram in the coupling with "Tender Years." Also rush-released was U. S. hit "Wipe Out" by the **Surfaris** on the London label.

Vinton Means Volume!

BY TREMENDOUS POPULAR DEMAND,
HERE IS A HOT NEW SINGLE FROM BOBBY
VINTON'S SMASH ALBUM, 'BLUE ON BLUE'

"Blue Velvet"

c/w "Is There a Place (Where I Can Go)" 5-9614

SENSATIONAL SUMMER PROFITS ON



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Air Public Service Doesn't Have To Be Dull, Mark Century Says

By GIL FAGGEN

NEW YORK—With stations increasingly aware of their responsibility to the "needs" of their communities, the problem plaguing many broadcasters now is how to present public service without driving the listener to more exciting pastimes such as chess.

During the National Association of Broadcasters Convention in March one of the industry's top production outfits, the Mark Century Corporation, introduced its "Radio a la Carte." Included on the menu is "Public Service Minow" described as "government-inspected, extremely palatable and designed to be sponsored and FCC seasoned."

The outfit produces and custom builds for each of its individual subscribers public service bits on education, agriculture, safety, voting, national and local charities, just to name a few.

The p.s. spots are produced with original music and especially adapted for stations by Mark Century's staff writers. The result: bright and listenable spots with maximum impact.

Production Music

Also on the Radio a la Carte menu is a wide variety of original production music: from eerie to merry; sound effects of every description, and basic formats such as sports, time, weather and news.

Mark Century's production staff, headed by producer Frank Beck, former Lennon & Newell staffer and production technician, and Art Wander, formerly with WINS Radio and the Plough group, serve up also a diet of musical commercials especially prepared for a station's advertisers.

A commercial a month (each in a different category) is furnished based on the Department of Commerce survey of the top 24 radio advertisers.

Writer June Griffin, over from Grant Advertising, helps provide Mark Century subscribers with a copy service consisting of three different commercial subjects a month.

For the harried program director a completely tailored monthly contest (including promos) is provided as a part of the Radio a la Carte package.

Talk and Humor

"In an effort to meet the needs of our subscribers we are producing talk and humor vignettes which include riddles, comedy ID's, wild-lines for deejay interplay, riddles, a take-off on soap operas called 'Poppa's General Store' and comical historical interviews," said Milton Herson, Mark Century's president.

The cost for the complete package, according to Marvin A. Kempner, executive vice-president for sales is based on size of market and ad dollars in the area, averaging about \$10,000 for two years and can run up to \$25,000.

Stations must buy the entire package of 20 doubled-faced disks on a two-year lease.

"We don't use a barter setup," said Kempner. "Stations pay a monthly fee (minimum is \$200 monthly) and do not have to pay in advance."

An untailed package is available at a lower rate.

At present Mark Century is servicing 41 stations in the United States, eight in Canada, five in Mexico and one in Australia.

"As a part of our overall service to our clients, we are planning a programming and marketing seminar here in New York in the fall. Non-subscri-

(Continued on page 42)

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.

RADIO PEOPLE OFTEN ASK ME how they should program their music. I always have to ask in turn: What do you want? Quite often, they aren't quite sure. A sample conversation might go something like this.

Ratings? Yes, of course. Then get yourself the best possible deejay staff and play the biggest pop hits plus the hottest new picks, based on the fastest and most reliable information you can get.

The reply is often: "Top 40? Rock and roll? Oh, we couldn't do that." Why not? "Because top 40 radio is for kids, and our advertisers would never stand for it."

I try again: Then you just want to make money? "Yes." Then take all the commercial religion accounts you can find, and feature country music. Your ratings will be small, but you can sit back and watch the money roll in. "Well—No—we couldn't do that either. I don't want my station to have that kind of an image."

Oh, you want an image? What kind of an image? "Well, I guess it should be prestige in the community—something I could be proud of when I'm with my friends or calling on accounts." That's easy, then. Program classical music. Or you could set up a formula of schmaltzy instrumentals and semi-classics. It's a hard thing to sell to national advertisers, because good ratings in this field are hard to come by. Your rate card would have to be fairly high, because the longer musical selections greatly reduce the amount of air time you have for sales.


MY CLIENT THINKS IT OVER. "No, I don't think there are enough prestige accounts in my market to support such a program policy. Why can't I just play middle-of-the-road music from albums? You know—show tunes and stuff like that?"

It's an inevitable question. Respectable image—ratings—revenues—somehow they're all to be found somewhere in the middle of the road." Time after time I've seen that part of the road lead directly into the ditch. Not that it has to, but it is a very difficult road to travel without a good road map.

The above is a random sampling of the thinking that goes on with reference to changing a program policy. Obviously, it isn't a fair sample, because it makes no reference to the needs and

(Continued on page 42)

Focus on the Deejay Scene



"SAFE? OUT? WHO KNOWS?" asks umpire Charles McHarry, Broadway columnist. Completely ignoring the ball is WMCA's "Dandy" Dan Daniel as he greets Playboy Bunny Teddy Howard as she slides safely home. The WMCA "Good Guys" and the Bunnies whooped it up before some 5,000 fans in the recent Central Park softball meeting. On the mound for the Bunnies was Bunny China, who was credited with the 7-6 win. "Dandy" was named the losing pitcher, but feels he really hasn't lost since several of the Bunnies have accepted invitations to visit WMCA and watch his show, heard daily 4-7 p.m.

VOX JOX

By GIL FAGGEN

DID YOU SAY HOOTEN-ANNY? CKEY's Good Guy crew was host to 50 Winnipeg people aboard the ferry boat Thomas Rennie for what was called the world's first "floatin' hootenanny."

HATS OFF TO WNAC (Boston), RKO General's key station of the Yankee Network, on its 41st birthday July 31. Among the outlet's many firsts over the years was the original network broadcast between WNAC and NBC's flagship, WEAJ (now WNBC) New York.



Richard Paul, WWVA's (Wheeling) "1170 Club" host, 2-6 p.m., is presented with a birthday cake by young admirers on his 24th birthday. The presentation was made at Dick's record shop at Oglebay Park Shelter attended by 300 youngsters from the tri-state area.

My three-year-old son created something of a stir on Long Island beaches last week by carrying his WMCA Good Guy sweatshirt in a WIP (Phila) Tote-N' Float beach bag. WIP personalities recently went out, en masse, to help the local Variety Club raise funds for handicapped children by hawking on the street special copies of the Philadelphia Inquirer for donations.

Tried to get **Steve Clayton** at Spiral Record Company the other day and discovered the outfit is so chic that it has an unlisted phone number. Clayton's sides for Spiral are "Clown Town" and "Enter Laughing."

Don Sherwood, who either is or is not the world's greatest and sometimes most erratic radio disk jockey, is forsaking the station of his professional birth KSFO San Francisco after so many years, to do an hour each week day on KGO-TV that city beginning August 12. KGO-TV is also inaugurat-

Station Keeps Tabs by Polling Record Stores

NEW ORLEANS—An innovation in radio station music surveys has been introduced by WNOE.

The 50,000-watt station is polling 30 record stores and juke box operators every day in an effort to keep their finger on the record sales pulse of New Orleans and a large part of Louisiana.

WNOE adds approximately 15 new records to its playlist each week, with special attention being given to records spotlighted in the major trade publications, according to Marty (Spanky) Lacker, WNOE deejay and promotion director.

A new record is spotlighted every day on the station and is promoted as a "disk-covery." The station's regular play list of 20 to 40 records is called "Instant Action Hits." Records on this list are effected by the daily fluctuations in sales reports and tabulations made from listener request shows.

Ken Elliott, WNOE's program director (he's known in the area by his air name, "Jack The Cat") changes the "Instant Action Hits" every day at 5 p.m.

"The reaction during this, the first month of daily survey has been fantastic. There's a daily excitement among our listeners when we break with the new list positions each day," said Elliott.

"We've backed up this innovation with heavy on-the-air promotion that has helped a great deal to stimulate interest in WNOE as well as recording buying," said Lacker.

WNOE's air staffers are Bob Chase, Eddie Gale, Ken (Jack the Cat) Elliott, Jim Stewart, Bill Taylor, Ron Brandon and Marty (Spanky) Lacker.

ing a 90-minute news show to be aired weekdays from 7:30 to 9 a.m.

Dave Lyman, p.d. at CKEY (Winnipeg) asks, "Why the records with the off-color lyrics lately?"

WPER-FM (Terre Haute) is switching programming from classical to country and western. Outlet needs disks. . . . **Ron Dean**, 2 to 6 p.m. deejay on WSTR (Sturgis, Mich.) will be happy to exchange WSTR "Formula 45" surveys for new label releases.

CHANGE OF DIAPERS:

Boys were born recently to Mr. and Mrs. **Don Estelle**. Don is traffic manager of WJES radio (Johnston, S. C.) and to Mr. and Mrs. **Gene Wood**. Gene is KFVB (L.A.) deejay.

STAFF SHIFTS: KDKA-Radio (Pittsburgh) has switched its air personalities, **Art Pallen**, **Bob Tracey** and **Clark Race** from split-shift schedule to four-hour stanzas. "Cordic & Company" remains 6-10 a.m. followed now by Art Pallen, 10 a.m. to 2 p.m.; Bob Tracey, 2-4 p.m., and Clark Race, 4-8 p.m.

KHJ (Hollywood) has moved into a seven-day-week deejay music programming slate, with the moving of **Bruce Hayes** into Sunday 6-11 p.m. slot. Station has "Musical Sunday" from 9 a.m. to 6 p.m. with **Bill Wade** and **Paul Condyllis** holding forth.

JUST RELEASED!

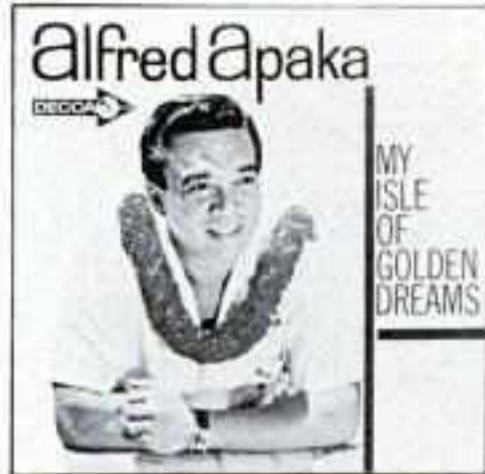
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DECCA-CORAL®

FOR A PROFITABLE FALL



SONGS EVERYBODY KNOWS • Steve Allen CRL 57442 • CRL 757442(S)



MY ISLE OF GOLDEN DREAMS • Alfred Apaka DL 4418 • DL 74418(S)



GEORGIA BROWN STAR OF THE ORIGINAL BROADWAY CAST OF OLIVER CRL 57436 • CRL 757436(S)



THINKING OF YOU TONIGHT • Thelma Carpenter CRL 57433 • CRL 757433(S)



WILD BILL DAVIS WITH STRINGS ORGAN WITH STRINGS CRL 57427 • CRL 757427(S)



VINCENT EDWARDS IN PERSON AT THE RIVIERA DL 4399 • DL 74399(S)



(I STILL LIKE TO PLAY FRENCH SONGS THE BEST) BUT OH! THOSE ITALIAN MELODIES • George Feyer DL 4411 • DL 74411(S)



SOUTH RAMPART STREET PARADE • Pete Fountain CRL 57440 • CRL 757440(S)



THE BEST OF JUDY GARLAND DXB-172 • DXSB-7172(S)



GUITAR EXTRAORDINARY • Vicente Gomez DL 4312 • DL 74312(S)



THE GREAT HAMP AND LITTLE "T" • Lionel Hampton and Charlie Teagarden CRL 57438 • CRL 757438(S)



SINGIN' EASY • Burl Ives DL 4433 • DL 74433(S)



LIGHTS OUT - SWEET DREAMS • Bert Kaempfert DL 4265* • DL 74265*(S)



ISLAND LOVE SONGS • Lani Kai DL 4334 • DL 74334(S)



DREAMY SERENADES • Sammy Kaye DL 4424 • DL 74424(S)



SONGS EVERYBODY KNOWS • Steve Lawrence CRL 57434 • CRL 757434(S)



THE SWEETEST MUSIC THIS SIDE OF HEAVEN • Guy Lombardo DL 4328 • DL 74328(S)



THEY STOPPED THE SHOW • Various Artists DL 9111 • DL 79111(S)



OUT CAME THE BLUES • Various Artists DL 4434



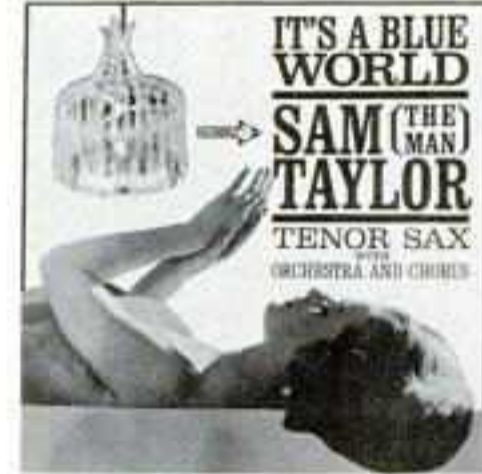
COCKTAIL HOUR • Stanley Paul CRL 57420 • CRL 757420(S)



SATCHMO - A MUSICAL AUTOBIOGRAPHY OF LOUIS ARMSTRONG 1928-1930 DL 4330 • DL 74330(S)



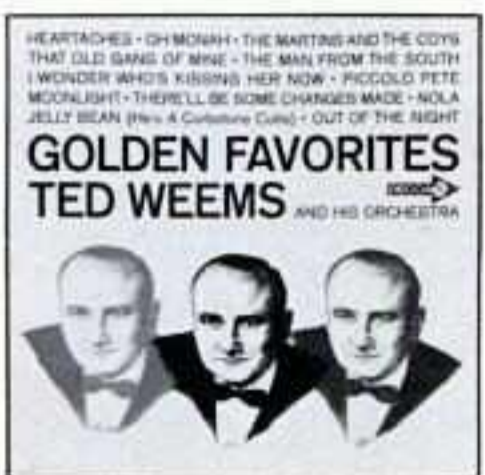
RHYTHM ANTICS! • Ethel Smith DL 4414 • DL 74414(S)



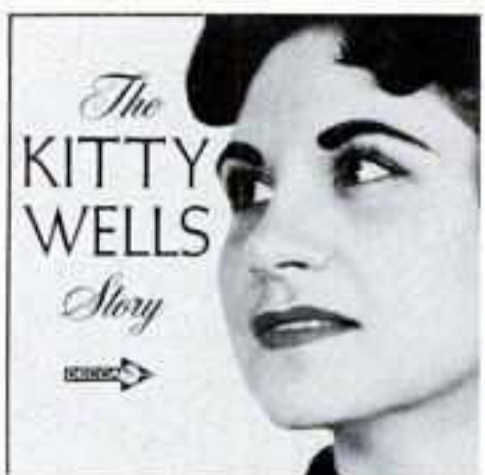
IT'S A BLUE WORLD • Sam (The Man) Taylor DL 4417 • DL 74417(S)



FOLK SONGS AND WESTERN BALLADS • Texas Boys' Choir DL 4379 • DL 74379(S)



GOLDEN FAVORITES • Ted Weems DL 4435



THE KITTY WELLS STORY DXB-174 • DXSB-7174(S)



ALL TIME - OLD TIME POLKAS, WALTZES, SCHOTTISCHES • "Whoopie" John Wilfahrt Orchestra DL 4426 • DL 74426(S)



WHAT WOULD HAVE HAPPENED IF? • Gene Wood CRL 57428 • CRL 757428(S)



FIVE CENTURIES OF SONG • Abbey Singers DL 10073 • DL 710073(S)



MOZART - HANDEL • Musica Aeterna Chamber Orchestra DL 10075 • DL 710075(S)



MEADOWLAND • Don Cossack Chorus DL 10076 • DL 710076(S)



NOVAES PLAYS CHOPIN-LISZT-DEBUSSY • Guiomar Novaes DL 10074 • DL 710074(S)



RHYTHMS OF THE BULL RING • Band of the Plaza de Toros DL 4372 • DL 74372(S)



HAYDN • Orchestra San Pietro DL 10069 • DL 710069(S)

CONTACT YOUR DECCA BRANCH FOR COMPLETE DETAILS!

**A Smash
in
Gismonda,
Nebraska!**

THE CLOVERS
Featuring Buddy Bailey

**"STOP
PRETENDING"**
b/w
"ONE MORE TIME
(Come On)"
PORWIN 1002

PORWIN RECORDS
148 West 125th St., NY, NY., 10027
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A Brand New Label
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**'HAND FULL
OF BLOOD'**
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STARFIRES
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Distributors now being
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Contact: Fred Hightower
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**JANIE IS
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ROGER WILLIAMS
KAPP 533

MILLS MUSIC, INC.
New York 19, N. Y.

BREAKING BIG ON BETT-COE
"OVER—ALL OVER"
B/W
"KEEP 'EM FOR A HOBBY"
BY
Carolyn Chipman &
The Beachcombers
backed by The Jordanaires
Bett-Coe A-104

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The O'Jays
**"LONELY
DRIFTER"**
#5976

IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING AUGUST 10		Weeks On Chart		
This Week	Last Week	Tune	Composer-Publisher	Weeks On Chart
1	1	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	6
2	6	WIPE OUT	By Surfari—Published by Miraleste-Robin Hood (BMI)	6
3	7	BLOWIN' IN THE WIND	By Dylan—Published by Witmark (ASCAP)	4
4	5	(You're the) DEVIL IN DISGUISE	By Giant-Baum-Kaye—Published by Presley (BMI)	5
5	2	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	7
6	3	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	8
7	4	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	8
8	9	JUDY'S TURN TO CRY	By Ross-Lewis—Published by Glamorous (ASCAP)	4
9	12	CANDY GIRL	By Santos—Published by Saturday-Gavadima (ASCAP)	3
10	8	TIE ME KANGAROO DOWN, SPORT	By Harris—Published by Beechwood (BMI)	8
11	20	MORE	By Ortolani-Olivero—Published by Marks (BMI)	3
12	10	MEMPHIS	By Berry—Published by Arc (BMI)	8
13	13	HOPELESS	By Pomus-Jeffreys—Published by Brenner (BMI)	5
14	11	JUST ONE LOOK	By Carroll-Payne—Published by Premier (BMI)	6
15	22	GREEN, GREEN	By McGuire-Sparks—Published by New Christy (BMI)	2
16	23	ABILENE	By Loudermilk—Published by Acuff-Rose (BMI)	3
17	15	RING OF FIRE	By Carter-Kilgore—Published by Painted Desert (BMI)	6
18	17	PRIDE AND JOY	By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)	7
19	—	HELLO MUDDUH, HELLO FADDUH!	By Sherman-Busch—Published by Curtain Call (BMI)	1
20	16	DETROIT CITY	By Dill-Tillis—Published by Cedarwood (BMI)	5
21	24	DENISE	By Levenson—Published by Bright-Tunes (BMI)	3
22	28	MOCKINGBIRD	By C. & I. Foxx—Published by Saturn (BMI)	2
23	25	MY WHOLE WORLD IS FALLING DOWN	By Crutchfield-Anderson—Published by Champion-Moss Rose (BMI)	2
24	—	DANKE SCHOEN	By Kaempfert-Llene—Published by Roosevelt (BMI)	1
25	14	NOT ME	By Anderson-Guida—Published by Rock Masters (BMI)	6
26	29	TRUE LOVE NEVER RUNS SMOOTH	By David-Bacharach—Published by Arch (ASCAP)	2
27	21	TILL THEN	By Wood-Marcus-Seiler—Published by Pickwick (ASCAP)	3
28	—	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)	1
29	—	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gottcher—Published by Blackwood (BMI)	1
30	—	I WONDER	By Gant-Leveen—Published by Leeds (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- FINGERTIPS (Part II)** — Little Stevie Wonder, Tamla 54080.
- WIPE OUT** — Safaris, Dot 16479.
- BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368.
- (You're the) DEVIL IN DISGUISE** — Elvis Presley, RCA Victor 8188.
- SO MUCH IN LOVE** — Tymes, Parkway 781.
- SURF CITY** — Jan & Dean, Liberty 55580.
- EASIER SAID THAN DONE** — Essex, Roulette 4494.
- JUDY'S TURN TO CRY** — Lesley Gore, Mercury 72143.
- CANDY GIRL** — 4 Seasons, Vee Jay 539.
- TIE ME KANGAROO DOWN, SPORT** — Pat Boone, Dot 16494; Rolf Harris, Epic 9596; Slim Dusty & His Bushlanders, King 5778.
- MORE** — Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
- MEMPHIS** — Dan-Dees, Vest 8022; Lonnie Mack, Fraternity 906.
- HOPELESS** — Andy Williams, Columbia 42784.
- JUST ONE LOOK** — Andy & the Marglows, Liberty 55570; Doris Troy, Atlantic 2188.
- GREEN, GREEN** — New Christy Minstrels, Columbia 42805.
- ABILENE** — George Hamilton IV, RCA Victor 8181.
- RING OF FIRE** — Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
- PRIDE AND JOY** — Marvin Gaye, Tamla 54079.
- HELLO MUDDUH, HELLO FADDUH!** — Allan Sherman, Warner Bros. 5378.
- DETROIT CITY** — Bobby Bare, RCA Victor 8183.
- DENISE** — Randy & the Rainbows, Rust 5059.
- MOCKINGBIRD** — Inez Foxx, Symbol 919.
- MY WHOLE WORLD IS FALLING DOWN** — Brenda Lee, Decca 31510.
- DANKE SCHOEN** — Craig Douglas, London 9611; Bert Kaempfert, Decca 31498; Wayne Newton, Capitol 4989; Roger Williams, Kapp 545.
- NOT ME** — Gary (U.S.) Bonds, LeGrand 1005; Orions, Cameo 257.
- TRUE LOVE NEVER RUNS SMOOTH** — Gene Pitney, Musicor 1032.
- TILL THEN** — Classics, Music Note 1116.
- IF I HAD A HAMMER** — Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202.
- MY BOYFRIEND'S BACK** — Angels, Smash 1834.
- I WONDER** — Brenda Lee, Decca 31510.

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NEW RELEASES from CHESS

"Payback"
by
Etta James
Argo #5445

**"If It Ain't
One Thing
It's
Another"**
by
The Dells
Argo #5442

**"Organ
Shout"**
by
**Dave
"Baby"
Cortez**
Chess #1861

POP-JAZZ HIT!
"Bonita"
by
**Illinois
Jacquet**
Argo #5444

**CHESS
PRODUCING CORP.**
2120 S. Michigan Chicago 16, Ill.



You might not lose your hat or drop your cigar like the fellow above, but we're sure you'll agree that

**THE 1963
13th ANNUAL M.O.A. CONVENTION
AND SHOW**

will be filled with pleasant and profitable surprises.

**DATE: SEPTEMBER 4-5-6.
WHERE: MORRISON HOTEL,
CHICAGO, ILL.**

Plan to Attend!

Sponsored by:

Music Operators of America

228 N. La Salle Street

Chicago 1, Ill.

Columbia Rests Case

• Continued from page 3

bia, as alleged in the FCC complaint.

Examiner Moore held that the Digest sales were "relevant to this proceeding and would be made a part of the record." Attorneys for the Digest, who had previously indicated their intention to appeal an adverse decision, were given until Friday (9) to appeal the decision to the Commission.

Part of the Digest's opposition was the danger it saw in "exposing its sales figures and profit margins to Columbia, a new competitor at the package level." In connection with the latter, there was considerable testimony from Stan Kavan, Columbia director of development, who outlined at some length the planning and testing of mail order disk packages by Columbia.

Kavan said that Digest packages and others in the mail order field were studied closely in determining the kind of material to be offered in tests by Columbia. In highlighting the point that club and mail order packages hit the same over-all market, Kavan outlined studies made comparing Digest packages with material made available through the RCA Victor Record Club. This indicated, he said, a great duplicity of repertoire. He also noted that mailing list tests showed that active record club members were "three or four times more receptive" to the package offers than non-club members.

Bonus Offers

In further testimony on this point, Kavan noted that Capitol Records had offered through a Look Magazine ad and through direct mail to Capitol club members, a package of Broadway hit songs "without obligation to enroll in a club." Further, he said, the "Music of Life" packages offered by Life Magazine were composed of items from the Victor catalog, with many big names involved.

Refuting a frequently stated Government contention that the so-called package kind of disk is not offered at retail as are the records offered through clubs and thus does not compete in that sense with dealers, Kavan said that there are actually many "multi-record program music" types of sets offered at retail. "We've done

it and so have RCA, Capitol, Mercury and Artia," he added.

The climax of the development of this point, and the climax of the defense, occurred in the appearance on the stand of Columbia Masterworks a.&r. producer, Tom Shepard, who testified about the preparation of a special test record, incorporating eight, so-called "A-B" tests, comparing excerpts of performance of the same repertoire as available on records offered through the Digest package plan as against RCA Victor club offers. Following explanatory testimony the 20-minute recording was played.

Over strong Government objections, that name power was absent in the package records, and hence they were not a competitive factor with respect to dealers or club offerings, the record was admitted into evidence. Shepard testified that some of the conductors and groups on the package offerings were of some importance and that in three of the eight test cases, he felt the package records contained "clearly superior performances."

Other Witnesses

Also among the week's witnesses were Bill Hill, sales manager of the Columbia department of Miller Jackson, a distributor of Oklahoma City; Paul Smith, Chicago Columbia branch manager; Gene Bloch, Columbia's West Coast regional sales manager; Wornall F. Farr, merchandising director for Columbia Record Sales Corporation, who formerly was sales manager of the Columbia wing of Morley-Murphy, a Milwaukee distributor, and Jack Craigo, Columbia regional sales manager for the South and Southwest, operating out of New Orleans.

All these witnesses testified as to the incidence of list-price retail selling in their territories. Excluding major metropolitan areas, in most cases testimony showed that the majority of outlets sold at list price. Cross examination showed, on the other hand, that when larger cities were included in the tally, that the majority of sales were more often done at below list levels.

Another Columbia official, Seymour Gartenberg, who had testified earlier, was recalled in connection with the introduc-

tion into evidence of certain corrected exhibits on the cumulative growth patterns of sales of records offered through the club.

He also testified on summaries of advertising media and schedules of the RCA Victor record club and mailing lists used by the club and as to "the curious coincidence of mailing lists used by both the Reader's Digest and the RCA club," in order to show "the competitive climate in which the Columbia club operates."

William Bell, Columbia club a.&r. director, took the stand briefly to deny that Columbia had ever asked Cameo-Parkway to raise the price of a Maynard Ferguson LP to \$4.98. This allegation had come out in testimony given earlier in the case by Allen Cohen, of Cameo-Parkway. Mercury Records' credit manager, Mary Ann Brown, also testified briefly on the matter of cut-outs and prices thereof.

During the week, there was argument between counsel both on and off the record as to the methodology involved in the preparation of certain Billboard LP charts. Columbia sought to use the charts on its own behalf to indicate retail action on records sold through the club but on the other hand, declared that the presence of a number of Columbia's LP's in the top portion of the chart, tended to show Columbia as a more dominant factor in the business than it really was. Billboard research director Tom Noonan is expected to take the stand for the third time during the rebuttal case to clarify some of the points at issue.

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In the Heart of Times Square
"At the Crossroads of the World"
**NEW, SENSATIONAL
ONE-RATE PLAN!**
Every new only \$7.50
Every double room new only \$11
SPECIAL GROUP RATES
FULLY AIR CONDITIONED
21" TV & Hi-Fi in EVERY ROOM
GARAGE adjacent to hotel
SHOW ROOMS available
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**IF YOU'RE ATTENDING THE
MOA CONVENTION IN CHICAGO
— SEPTEMBER 4, 5 & 6 —**

**LEAVE THIS PHONE
NUMBER WITH YOUR
OFFICE OR HOME**

... AND BILLBOARD WILL SEE THAT THE MESSAGE REACHES YOU THROUGH THE FACILITIES OF ITS OFFICIAL MOA "SERVICE CENTER" BOOTH.

Paging service throughout the Convention Hall
Up-to-the-minute message Bulletin Board

AND ... a complimentary copy of Billboard's big moa Convention Issue for every convention attendee!



Area Code
312
Number
782-1982
through
782-1987
(5 extensions)

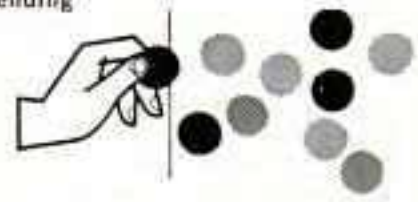
what's all this jazz?



All this jazz, to put it factually if a little breathlessly, is the new Rowe AMI coin-operated phonograph. It's realistically priced; it gives you programming flexibility—change from 200 selections to 160, or 100, or right back again; it delivers the orbital sound of Stereo Round* without remote speakers; it has a dramatic, full-width personalization panel; a "Top Talent" tune display that eliminates "double" title strips; it has loads of salesmanship in its constantly changing light, color movement; it has a diamond stylus good for 50,000 plays.

Tell you what. Why not see your Rowe AC Services distributor today? He can give you the full story a little less breathlessly.

*Pat. pending



**ROWE
AC SERVICES**

18 South Michigan Avenue, Chicago 3, Ill.

*Rowe sets the standards in vending equipment,
bill changers, music systems.*

Eastern Distributors Preview Rock-Ola's 1963-'64 Models

NEW YORK — Eastern distributors got their first look at Rock-Ola's 1963-'64 line at the Summit Hotel here Friday (2). The Rhapsody II, a 160-selection phonograph, and the Capri II, a 100-selection model, both play 45's and 33's interchange-

ably. Both, of course, are stereo.

The Rhapsody II also comes in a 418 SA version, which also plays the seven-inch little LP.

Another new Rock-Ola product, the 20-selection Caravelle electric cigaret machine, also

made its debut at the New York showing.

Open House

Complete details of the new Rock-Ola line will be disclosed to operators when the company's distributors hold open houses, September 16-21.

Southern distributors will view the new line at the Royal Orleans Hotel, New Orleans, Tuesday (6). The West Coast distributor showing is set for the Mark Hopkins Hotel, San Francisco, Friday (9), and the Midwest showing at Chicago's Palmer House, Thursday (15).

Eastern distributors heard Aaron Sternfield, Billboard's coin machine editor, explain the Music Operators Stereo Service at the New York meeting.

Joint Venture

The program, a joint venture by three music machine manufacturers, makes available to juke box operators 33 single stereo programming selected from top-selling stereo LP's by the Billboard review staff.

MOSS packs, five records each, are being released every other week. Each pack comes with five special title strips and *(Continued on page 53)*

Paul Cusano Dies After Long Illness

HASBROUCK HEIGHTS, N.J.—Paul Cusano, 55, founder and president of the American Shuffleboard Company, Union City, N.J., died here last week after a four-year illness.

Cusano founded the American Cabinet and Billboard Company in 1928, later changing the name to the American Shuffleboard Company when the firm went into the production of table shuffleboards.

He held several important patents, most notable of which is the "climatic adjuster" which revolutionized manufacture of shuffleboards in the late 1940's. Cusano was also the inventor of the cushion and rebound shuffleboard.

Cusano came to this country from Buenos Aires as an infant, was graduated from high school in Madison, Conn., and attended Dartmouth College, where he played varsity baseball. He left Dartmouth in his senior year to start his cabinet making concern.

Under Cusano's guidance, American became the world's largest table shuffleboard manufacturer, supplying the units to taverns, recreation centers and military and naval installations throughout the world.

Cusano also pioneered shuffleboard leagues, putting up more than \$50,000 in prize money for the first national



PAUL CUSANO

tournament in Peoria, Ill., in 1950. Teams from 23 states participated.

By the mid-1950's American dropped all its other manufacturing activities to concentrate on coin shuffleboards and billiards. This policy continues today.

Nicholas Melone, general manager, said the firm will continue the Cusano policies.

Solemn high mass was held at Corpus Christi Church here Thursday (1). Cusano leaves his wife, the former Mary Allegro; two children, Paul, 17, and Donna, 10; his mother, and two brothers, Louis and Armand.

Simon Appoints Frank Mencuri

LOS ANGELES — Frank Mencuri, veteran of 25 years in the coin machine field, has been named manager of Simon Distributing Company, Jack Simon, owner, said. He replaces Sonny Lomborg, who resigned to join Amco Company in Phoenix after nearly 10 years with Simon.

Mencuri has been in the coin machine field since 1938. During that time he has been vice-president of Exhibit Supply, sales manager for Chicago Coin and Southland Engineering, the latter in Santa Monica, Calif.

Coin Machine

OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING

Capitol Will Exhibit At MOA Chi Meet

LOS ANGELES—Capitol Records will exhibit at the 1963 Music Operators of America convention, to be held September 4-6 at the Morrison Hotel, Chicago.

The company's participation came as a result of a West Coast visit by J. Harry Snodgrass, Albuquerque, N. M., MOA president, and Bob Blundred, Chicago, MOA executive director.

Snodgrass and Blundred said that several other record companies are considering buying MOA exhibit space, and that an announcement should be forthcoming within a week.

Representing Capitol at the Chicago conclave will be George Gerken, Los Angeles, album sales manager, and Vito Samela, New York, single sales manager.

Capitol's acceptance is the third among record companies to date. Columbia and JayJay (a polka label) had already said they would participate.

With the four major music machine manufacturers participating in the trade show for the first time in several years, operator attendance at the 1963 show figures to be fairly heavy.

This is the pitch that MOA brass is using to convince record companies that participation will pay off this year. Also, the Record One-Stop Association, representing the nation's one-stops, will have a booth at MOA. ROSA's participation, too, makes the MOA show more attractive for record companies this year. Operators buy about 77 per cent of their product from one-stops.



MAR-TAB EYES LATIN AMERICA. Mar-Tab Vending, Miami operation which covers South Florida, will begin exporting both new and used juke boxes, games and vending machines to Latin America. Sol Tabb, left, Mar-Tab president, discusses the move with Rep. Claude Pepper (D.-Fla.) and Harold Craver, vice-president. Mar-Tab, a division of the Castlewood International Corporation, recently moved its 80-employee, 45-truck operation to a \$365,000 plant.

VDAI Frowns on Tariff

By OMER ANDERSON

COLOGNE — Vervand der Deutschen Automaten industrie E.V. (VDAI), the top organization of West Germany's coin machine industry, has protested reports published in Billboard that German coin machine man-

ufacturers were seeking legislation to restrict U. S. coin machine imports into West Germany.

VDAI specifically assailed the dispatch published in the June 15 issue of Billboard saying the German industry wanted tariffs raised on U. S. phonograph im-

ports and import quotas imposed. The German coin machine organization said the report was false and tendentious.

In the light of the unequivocal stand taken by the VDAI against tariff protection or other forms of trade protectionism, Billboard regrets publication of the story in the June 15 issue, which was based on erroneous and misleading information. The VDAI's statement and discussion with VDAI top officials have made clear that the report has no basis in fact.

No Rivalry

VDAI said that within the VDAI German coin machine manufacturers and importers of American coin machines worked together closely and with good understanding. "There is no rivalry between them in all basic questions," the organization said.

VDAI said German coin machine manufacturers had never intended demanding from the Bundestag (West German Parliament) or from any Bonn government ministry measures to restrict the importation of U. S. coin machines into West Germany. "In the entire German coin machine industry," the organization emphasized, "there

(Continued on page 56)

EDITORIAL

A Happy Correction

One of a newspaperman's most distasteful tasks is to run a correction. In so doing, he admits that an editor, reporter or compositor has made a mistake. And nobody likes to admit mistakes.

This week, however, we are running a rather lengthy correction, and we are doing it with enthusiasm.

The story concerns the attitude of VDAI, West Germany's leading coin machine trade association, with regard to U. S. imports. Omer Anderson, Billboard's veteran European coin machine correspondent, had previously filed a story to the effect that German manufacturers were attempting to seek legislation which would restrict U. S. coin machine imports into West Germany.

The story, which was based on what had been reliable sources, was published.

As a result of the story, VDAI has stated in no uncertain terms, that the reports were not accurate and that West German manufacturers want to lower the trade barriers between the two nations, not erect new barriers.

We are happy to stand corrected. We feel that U. S., German and equipment of all nations, should be placed on the international market place without prejudice. We commend VDAI for its attitude.

Unfranchised Ops Face Jail, Seizure in British Ruling

LONDON — Seizure of juke boxes not licensed for music performance and the committal of the operator to jail was the judgment by a British High Court last week.

These retributions were made at the request of Phonographic Performance Ltd., watch dog of the British Phonographic Industry, federation of major record manufacturers.

The defendants were four directors of Amusement Caterers (Peckham) Ltd., North London coin-amusement operators. They failed to obey a previous court injunction to stop using PPL copyright disks without a PPL license.

Sequestration and committal orders were made, but suspended if the defendants paid court costs, arrears of PPL fees.

The judge, Mr. Justice Cross,

rapped "Dishonest" juke box operators in the United Kingdom for the practice, lately litigated against, of "waiting to be caught" without the recorded-music franchise.

Amusement Caterers of Peckham had not held a license since May, 1962, the court was told. The judge said he would not fine them since they had lost revenue, owing to their juke boxes being cut off at locations.

The defendant directors, all Cypriots, had agreed in June to pay the PPL fees, but the action was then scheduled.

Tradesters in London, aware of this action, feel that license evaders will now fall into line. Said one London juke box operator: "The PPL fee is not large. Operators who try to avoid paying it are plain stupid in my opinion."

EUROPEAN NEWS BRIEFS

PARIS—A Paris coin machine firm is developing a maritime trade which shows great promise. The company is Palais

des Jeux, and its proprietor, Robert Charlot, is president of the French coin machine trade association, S.N.P.A.

His firm supplied the French Line's new liner France with 25 coin machines, including phonographs and games. Charlot's Palace of Joy firm sold the machines outright to the French line but has a contract to service them.

This arrangement is regarded in French trade circles as establishing a basis for a big sea-going trade, in which ship's crews as well as passenger liner operators would purchase equipment outright and contract with shore-based operators to

(Continued on page 58)

See **WURLITZER** at the **MOA SHOW** September 4-6 **MORRISON HOTEL** Booth 9 **Grand Ballroom**



electric scoreboard

FOR SHUFFLEBOARDS
Natural Finish Hardwood Cabinet

- Two-faced
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- Scores 15-21 and/or 50 points
- Large metal ABT coin rejector box
- Coin-operated
- 10c 1 player or 10c 2 player by simple plug switchover
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Auto Test	\$425	Kamel Ride	\$495
Bally Little Champ	295	Lightning Horse	295
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Bally Hot Rod	395	Moon Rocket	595
Bally Western Express	425	Meteor Hot Rod	250
Bally Speed Boat	395	Motorcycle	325
Boat Ride	275	Miss America Boat	295
Big Bronco	295	Model T Ford	395
Chuck Wagon	425	Moon Rocket	595
Cow Pony	425	Midget Racer	425
Champion Horse	395	Indian Scout	595
Donald Duck	250	Old Smokey	275
Elsie the Cow	225	Pony Express	175
Fire Engine (All Tech)	425	Red Nose Reindeer	225
Highway Patrol	595	Round World Trainer	395
Helicopter	595	Satellite	595
Junior Jet	175	Space Ship	275
		Sandy Horse	350
		Sitdown Drive	375
		Yourself	325
		Scientific Boat	225
		See-Saw Clown	225
		Twin Merry Go Round	295
		Toonerville Trolley	375
		Twin Horse Stage	425
		Coach	425
		Turn Pike Auto Test	675
		Tusko Elephant	495
		Bally Sharp Shooter	\$350
		Bally Spook	295
		C.C. Ray Gun	295
		C.C. Long Range Gun	450
		Carnival	135
		Dale Gun	65
		Ex. Space Gun	95
		Crusader	245
		Genco Sky Gunner	110
		Genco Circus Gun	250
		Rifle	110
		Gun Patrol	110
		Gun Smoke	225
		Hercules	245
		Jet Gun	110
		Keeney Sportsman	150
		Keeney Air Raider	150
		Midway Deluxe	225
		Shooting Gallery	225
		Midway Shooting Gallery	175
		Muto. Sky Fiter	125
		Sharp Shooter	225
		State Fair	175
		Seeburg Bear Gun	165
		Seeburg Coon Gun	165
		Squirts Water Gun	195
		Vanguard	195

CLEVELAND COIN MACHINE EXCHANGE Inc
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

Coin Machine Exports

February, 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	535	\$ 456,856	461	\$100,985	900	\$ 278,721	1,896	\$ 836,562
West Germany	729	460,235	56	16,445	341	128,074	1,126	604,754
France	79	58,903	—	—	931	458,675	1,010	517,578
Switzerland	66	53,617	—	—	285	153,884	351	207,501
United Kingdom	4	2,925	36	9,190	344	129,823	384	141,938
Italy	35	24,917	—	—	190	102,169	225	127,086
Canada	37	30,045	—	—	267	74,060	304	104,105
Finland	111	86,846	—	—	31	12,323	142	99,169
Japan	42	32,265	169	47,306	47	15,680	258	95,251
Netherlands	84	63,902	14	4,540	36	4,861	134	73,303
Nan Islands	21	21,435	69	24,583	—	—	90	47,018
Australia	50	33,312	14	2,171	28	9,164	92	44,647
Sweden	21	18,237	—	—	59	25,262	80	43,499
Greece	20	16,124	36	8,075	78	12,370	134	36,569
Venezuela	4	3,200	6	1,680	64	29,456	74	34,336
Other Countries	61	37,222	149	43,745	358	99,334	568	180,301
Total	1,899	\$1,400,041	1,010	\$259,720	3,959	\$1,533,856	6,868	\$3,193,617

February Exports Hit Record

NEW YORK—U. S. coin machine exports during February hit a record \$3,193,617, more than three times the dollar volume of the preceding month (\$954,986) and nearly 70 per cent more than in February 1962 (\$1,871,051).

Most dramatic gain was in new juke box shipments, with 1,899 units valued at \$1,400,041 bound for overseas ports. In January, the figure was a puny 440 units valued at only \$293,524.

The number of used phonographs shipped more than tripled from 313 to 1,010. In February 1962, considered a good month, some 543 used music machines were shipped.

Coin games, both new and used, accounted for \$1,533,856 with 3,959 units shipped. All told, some 6,868 games and music machines left U. S. ports during the month, compared with 2,382 units in January.

The continued gain of U. S. juke boxes and amusement machines in the world market had given rise to stories that the West German manufacturers were attempting to impose protective tariffs against the American products. However, this week, VDAI, the West German coin machine

association, came out with a blanket denial that this policy was in effect (see separate story).

West German purchases during February were \$604,754, topped only by Belgium with \$836,562. The West German and Belgians combined bought about two-thirds of all new juke boxes shipped from the U. S. during February, with the former accounting for 729 units and the latter accounting for 535 units of the 1,899 total.

The 535 juke boxes shipped into Belgium were valued at \$456,856, while the 729 new juke boxes which entered West Germany from the United States were valued at only \$4,000 more.

Reason for the lower per machine value of new juke boxes bought by the Germans is that many mechanisms are shipped to West Germany, with cabinets, speakers and amplifiers added later. New juke boxes arrive in Belgium completely assembled.

Biggest purchaser of U. S. games was France, with 931 units valued at \$458,675. Unlike Belgium, which buys machines for transshipment all over Europe, the French are buying for their own use.

Juke Boxes Under Illinois Law

CHICAGO—All coin-operated amusement devices, including juke boxes, are subject to a \$10 annual tax under an amendment to the Coin Operated Amusement Devices Act passed by the Legislature recently.

Up to now, juke boxes were

exempt from any fee. The old law set a \$50 tax on pinballs, \$25 on bowlers and shuffle-aleys and \$10 on guns.

The reference to juke boxes as well as all other amusement devices, is included in a Department of Revenue ruling supple-

menting the legislative act.

Sticker Required

The revenue department ruling notes operators must display a tax license sticker on all machines. "Each license expires July 31 of each year," the de-

(Continued on page 53)

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES AS ANNOUNCED ON OPPOSITE PAGE

Now...

a regular operator service for 33 1/3 stereo singles . . . especially produced from Best Selling LP's.

TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—\$3.50)

To: RSI, MOSS Division
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New York 36, N. Y.

Please send _____ MOSS pre-packs (5 singles each) at \$3.50 per pack.

My check in the amount of \$ _____ is enclosed. (PAYMENT MUST ACCOMPANY ORDER)

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

MOSS PACK #3 CONTAINS:

Selections	Artist	Label	Album Title
(1) MY ROMANCE (2) THEY DIDN'T BELIEVE ME	Jack Jones	Kapp	CALL ME IRRESPONSIBLE & OTHER JACK JONES HITS
(1) STARDUST (2) THE GLOW WORM	Boston Pops/Arthur Fiedler	RCA	STARDUST
(1) BILLY GOAT HILL (2) TAKE HER OUT OF PITY	The Kingston Trio	Capitol	THE BEST OF THE KINGSTON TRIO
(1) CHEROKEE (2) SUMMERTIME LOVE	Caterina Valente	London	STRICTLY U.S.A.
(1) ALLEY CAT (2) FLY ME TO THE MOON	David Carroll & His Ork	Mercury	TODAY'S TOP HITS

JUKE BOX DISTRIBUTORS . . . ONE-STOP

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.

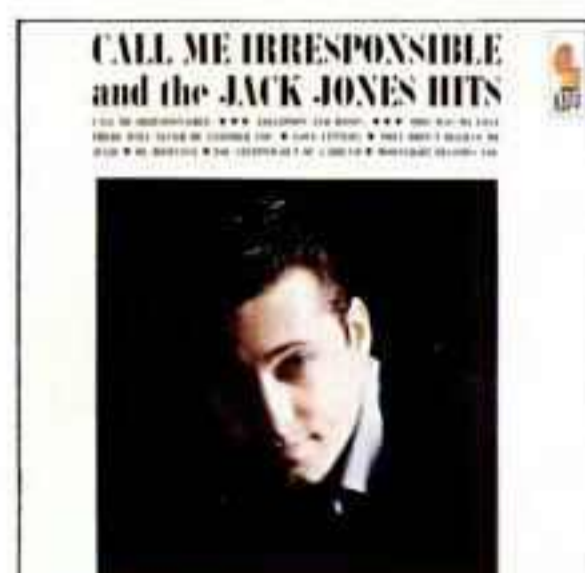
• Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

• Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

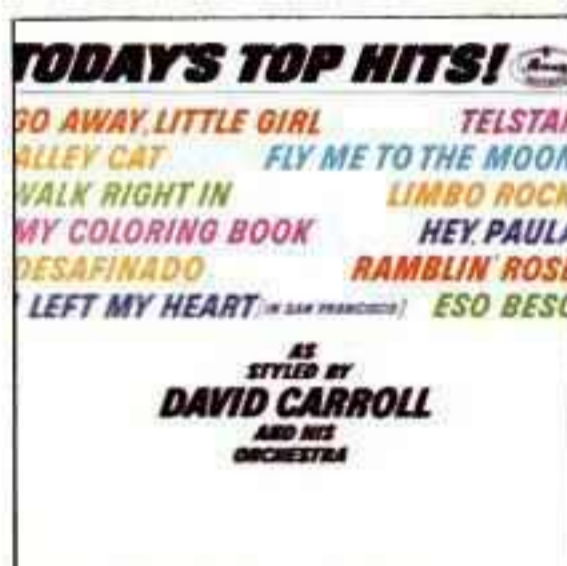
• Distribution will be handled through Record Source International (RSI)—a division of Billboard.

• Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.

RECORD SOURCE INTERNATIONAL AND **ROCK-OLA** OFFER MUSIC FOR ADULT PROGRAMMING THROUGH **MUSIC OPERATORS' STEREO SERVICE**



YOUR FAVORITE HIT TUNES
Selected for your listening pleasure
FROM THE BEST OF LP ALBUMS
See 33 1/3 stereo title strips below



**A STEREO FIVE PACK OF THE
10 TOP CUTS FROM THE BEST
LP SHOW TUNE ALBUMS**

**PICKED BY BILLBOARD'S
MUSIC EXPERTS FROM ALL
THE TOP LABELS**

**RECORDED ON 7-INCH 33-1/3
RPM MICROGROOVE RECORDS**

**A NEW PACK OF FIVE M.O.S.S.
PICKS DELIVERED ANYWHERE
IN THE UNITED STATES IN**

**ANY QUANTITY EVERY TWO
WEEKS AT GOING ONE-STOP
RATES**

**IT'S THE GREATEST EXTRA
PLAY-PROMOTING, MONEY-
MAKING SERVICE EVER
OFFERED MUSIC OPERATORS**



THIRD RELEASE

My Romance
RSI • CALL ME IRRESPONSIBLE AND
OTHER JACK JONES HITS • KAPP • STEREO
They Didn't Believe Me

Stardust
RSI • STARDUST • RCA • STEREO
The Glow Worm

Billy Goat Hill
RSI • THE BEST OF THE KINGSTON TRIO
CAPITOL • STEREO
Take Her Out Of Pity

Cherokee
RSI • STRICTLY U.S.A. • LONDON • STEREO
Summertime Love

Alley Cat
RSI • TODAY'S TOP HITS • MERCURY • STEREO
Fly Me To The Moon

This all-new Rock-Ola Album Sleeve Holder Insert can be ordered by Rock-Ola Operators from their local Rock-Ola Distributors for the Rock-Ola Rhapsody, Model 408 or the Capri, Model 404, De Luxe Stereo Monaural Phonographs. Attractive miniature album covers display Rock-Ola showcase tunes and special stereo title strips permit easy patron selection. Miniature album covers and special title strips are furnished complete in each M.O.S.S. five pack.

WITH THE ROCK-OLA FULL DIMENSIONAL SOUND SYSTEM, THE SOUND OF THESE 33 1/3 STEREO RECORDINGS VIRTUALLY COMES TO LIFE... RICH IN TONE, CRISP AND CLEAR AS NEVER BEFORE HEARD FOR COMPLETE CUSTOMER ENJOYMENT. SUBSCRIBE TODAY TO THIS NEW HIGH-PROFIT SERVICE. SEE YOUR LOCAL ROCK-OLA DISTRIBUTOR, OR WRITE: RECORD SOURCE INTERNATIONAL, 1564 BROADWAY, NEW YORK 36, N. Y.

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"may I help you"

Step No. 1 in the one-stop process. Sherri Haluch takes a juke box operator's order by telephone. It's also a good time to make a few suggestions on hot new material and to keep the operator posted of what's selling.

Typical Day at Singer 1-Stop

By NICK BIRO

CHICAGO—For a variety of reasons, the record one-stop has become an integral part of the juke box operating picture. Whereas up to a few years ago, operators bought their merchandise from distributor salesman, today the majority of operators prefer to deal with a single one-stop that handles all labels.

The operator usually pays a few cents more per record, but he feels the ease of doing business with one firm and getting some good record market information in the process is worth it.

One of the largest and oldest one-stops in the country is Chicago's Singer One Stop, operated by the brothers Fred and Joe Sipiora. Operators regularly visit the store or call in their orders, and the Sipiora brothers pride themselves on the help they're able to give their customers.

In addition to operators, Singer does a large volume of business with stores, so the one stop is an excellent clearing house of what's selling and being played on juke boxes throughout the State. In addition to its own sales figures and requests, Singer plays close attention to local radio station play lists and of course the Billboard charts.

Orders are filled promptly—often the same day, and rarely exceeding 24 hours. A large number of Singer's customers don't even bother with their own buying. They keep an open account with the one-stop. The operator's individual locations are listed in Singer's books, and the operator is automatically supplied with a certain amount of merchandise—selected for each specific stop—weekly.

Here's a typical day in the Singer operation—from the operator giving his order on the phone to the records being pulled, packed and actually shipped.



After an operator's order is taken, the records are pulled from the shelves and placed in a mobile order cart. Here Marianne Wolinski pulls an order while a juke box routeman is in the rear shops.



Once an order is complete, it's taken to the Singer shipping room where Ed Banas does the packing. Merchandise is shipped by truck, rail or air, and Singer averages 24-hour service, with many deliveries being completed the same day.



Many operators prefer to visit the one-stop and do their own shopping. Here Sidney Katz, Clover Music, receives some late record information from Fred Sipiora, Singer One-Stop owner. Note the records with title strips on the shelves. Disks are categorized by distributor.



Singer does a big volume with stereo five-packs and little LP's. Here Fred Sipiora and Gus Tartol, Singer manager, distribute a new shipment in a special juke box operator rack in the front of the Singer store. Sipiora notes the album merchandise is a "must" for operators with adult locations.



In addition to juke box operators, Singer's does a large volume with local stores. Here a buyer from West End Record Shop is checked out by Gus Tartol. The combination of record store and juke box operator business gives Singer an excellent barometer of what's popular throughout the State.

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

CONNIE FRANCIS—My Thanks to You.....MGM

Pop Instrumentals

BILL PURSELL—Our Winter Love.....Columbia

RUSS MORGAN—At Catalina.....Everest

Jazz/Rhythm & Blues

HOWLIN' WOLF—Howlin' Wolf.....Chess

WOODY HERMAN—Woody Herman, 1963...Philips

CONWAY TWITTY—R.&B. '63.....MGM

* * *

SEEBURG ARTIST OF THE WEEK

BOBBY BLAND—Here's the Man

Duke (Pop Standard)

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

MUSIC OPERATORS STEREO SERVICE

MY ROMANCE

RSI • JACK JONES • STEREO

THEY DIDN'T BELIEVE ME

From Kapp Album "Call Me Irresponsible and Other Jack Jones Hits"

STARDUST

RSI • BOSTON POPS/ARTHUR FIEDLER • STEREO

THE GLOW WORM

From RCA Album "Stardust"

BILLY GOAT HILL

RSI • THE KINGSTON TRIO • STEREO

TAKE HER OUT OF PITY

From Capitol Album "The Best of the Kingston Trio"

CHEROKEE

RSI • CATERINA VALENTE • STEREO

SUMMERTIME LOVE

From London Album "Strictly U.S.A."

ALLEY CAT

RSI • DAVID CARROLL AND HIS ORK • STEREO

FLY ME TO THE MOON

From Mercury Album "Today's Top Hits"

Programming Is Mastered With Two-Headed Attack

SALT LAKE CITY—Two heads are better than one—particularly in music machine programming. Ray Samuelson, an operator here for 35 years, feels that programming is far too important to be left to a single person, especially with the current varied musical tastes.

All of Samuelson's programming is done by a two-person staff—one of them Samuelson's son, the other a thoroughly experienced collector, Boyd Neil-

sen. Both follow a master sheet of programming problems, which keeps them on the ball, in changing three and four records per week on most stops. This system gives each programmer the benefit of the other's experience.

The master sheet which Ray's Music Works (as Samuelson enjoys calling his firm) shows one-week, two-week, three-week and four-week service stops, the frequency of rec-

(Continued on page 58)

Sellout Seen For Outing of New York Ops

NEW YORK — A sellout crowd at the joint convention of the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild, to be held September 13-15 at the Nevele Country Club, Ellenville, N.Y., appears in the offing.

To date, some 140 rooms to house 280 persons have been reserved, and accommodation requests are still coming in, according to Ben Chicofsky, executive business manager of MONY.

The committee for the affair is composed of the presidents of the three groups: Al Denver, MONY; Mike Mulqueen, NYSOG, and Carl Pavesi, WOG.

Most of the formal business will be conducted September 14, with the annual meeting of the New York State Coin Machine Association and a symposium on the vending industry scheduled.

A varied athletic program is scheduled for the operators, with a softball game, golf tournament, horseshoe pitching contest, volleyball tournament and swimming meet planned.

Juke Boxes Under Illinois Law

Continued from page 50

partment ruling notes. "A six-month license will be issued on any machine which begins operation after January 31 of any year. It will cost \$5.50. Where a machine begins operation before January 31, a full-year license will be required even if the device is operated for less than a full year," the ruling states.

It goes on to say: "It is unlawful to operate a coin-operated amusement device without the license. Unlawful operation

of such a device constitutes a misdemeanor; and also subjects the operator to a penalty of 20 per cent of the tax due. An unlawfully operated coin-operated amusement device is subject to seizure by any authorized employe of the department without notice."

Operator Liable

The operator of the machine is specifically mentioned as li-

able for the payment of the tax. Devices enumerated in the ruling are: "juke boxes, pool games, pinball games, gun-ray devices, shuffleboards, hockey games, baseball games, horse racing games, fortune-telling machines and all similar devices."

A department spokesman told Billboard that the new uniform \$10 tax would substantially increase the revenue the State would take in from coin-operated devices of all kinds.

The revenue official said that the intent was to cover any coin-

operated device that did not give the customer merchandise or a service.

As examples, he noted that vending machines which give merchandise, and such service machines as coin-operated washers or dryers would be exempt.

The department ruling is binding, though it conceivably could be challenged in the courts. A spokesman for Recorded Music Service Association, the local juke box operator group, said there were no plans for such action.

Rock-Ola Models

Continued from page 49

a four-color album reproduction for each record.

Material selected is confined to sides which had not previously appeared as singles. The four-colored album reproductions are used as point-of-purchase promotions and are mounted on special seven-by-seven-inch panels provided by the music machine manufacturers.

Sternfield spoke of the need for adult programming and the importance of merchandising this programming at the location level. He pointed out that the consumer doesn't play a music machine because he prefers one manufacturer over another, but because the machine delivers the music he wants to hear, and because the operator makes sure that he knows the music is on the machine.

Other Billboard staffers will explain the MOSS program to Rock-Ola distributors at the Southern, Midwest and West Coast meetings.

Mark-Clark Bates, Nashville manager, will handle the New Orleans assignment. Nick Biro, Midwest editor, will address the Chicago meeting. Lee Zhito, West Coast manager, will be on hand in San Francisco.

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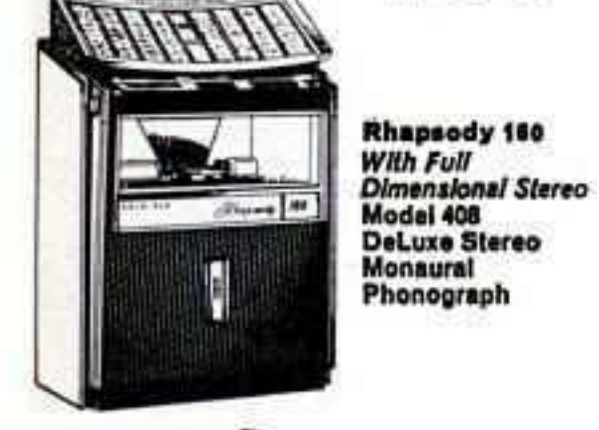
Mechanic on late Bingos and Phonographs. Must be experienced and know amplifiers. Excellent opportunity and good starting salary for dependable, sober, experienced, honest man. Give references.

CALL, WIRE OR WRITE
Phone: MUrray 3-8761 between 8:00 and 9:00 a.m. Eastern Standard Time. Ask for Mr. Smith or Mr. Malhiser.

OWENSBORO AMUSEMENT CO.
601 Center St. Owensboro, Ky.

See the **ROCK-OLA** **BIG 3 FOR '63!** BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

ROCK-OLA Rhapsody 160



NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

Exclusive Chicago Area Distributor for **WURLITZER PHONOGRAPH and PARTS**

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Cable: "FIRSTCOIN"—Chicago
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SKILL POOL

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HITTING ALL 15 ROLLOVER BUTTONS LITES "SPECIALS" AND RE-RACKS BALLS

- drop target scores "SPECIAL" when lit
- two skill holes score "SPECIAL" when lit
- four jet bumpers
- one regular bumper
- two rollover lanes
- two kickup shooters
- two flippers
- two automatic kickers
- plastikote playfield

and

1963 MAJOR LEAGUE

by the Original Designers of Authentic Baseball Games

- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitches
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BULK VENDING

Technicians Often Ahead of Call

DENVER—Probably no bulk route in the nation has as many high-paid technicians maintaining penny and 5-cent vending machines as the Continental Music Company here. Continental Music Company has 6-head stands in each of Denver's 33 Safeway super markets, the result of long-term negotiations between Bob Rothberg and Don Akins, partners,

with the Safeway store's management. Continental Music Company, as the name denotes, is a phonograph and amusement machine organization which cracked the bulk vending market two years ago. Originally, it was planned to create a separate operating division, with separate personnel, trucks and headquarters. As things worked out, however, through close scheduling, and maximum-efficiency use of time, Continental has been able to service its routes without any increase whatsoever in personnel costs.

Electronic Technician
The upshot, of course, is the fact that most service operations are performed by Del Crandall, Continental Music Company's veteran phonograph mechanic, and one of the best qualified electronic technicians in the field. When he is making simple changes to improve the coin mechanism on a bulk vender, Crandall may be studying the schematic for a complex stereo phonograph which will be his next stop on the day's service operations. This undoubtedly makes Crandall "the highest paid bulk vending machine mechanic in the industry." In order to service six machines in each of 33 locations, spread over an area which is something like 40 miles wide, Crandall has worked out a series of cards, kept faithfully up to date, which show the frequency of sales for every location, for any given season of the year, and thus permits him to space his calls without wasted time or mileage.

Since no two of the Safeway stores have exactly the same

characteristic, particularly from one season to another, the cards are an absolute essential. From studying the cards at the first of each week, Crandall makes up a scratch pad notation which is the 'bible' from which both he and another mechanic work, timing their phonograph and amusement machine repair calls to permit immediate stops at the most convenient super market nearby. In this way, changes are made rapidly, and never late—although at times they may be early.

Nothing Wasted
"It is nothing unusual for us to be a bit premature on a servicing call," Crandall said. "Which means that we exchange heads before the machine is more than half empty in some spots. However, nothing is wasted, and we have managed to take care of service, refilling, etc., by making the call a few days ahead of the time when it is actually needed."

Incidentally, a major change which is taking place on Continental's routes is a unique one. Naturally, some of the super market locations do not show as good returns as some of the others, with the result that one, two, three, or even four machines may be merely marking time from a profit standpoint.

Consequently, to level out the load on the service division headed by Crandall, Rothberg and Akins have surveyed collections over the entire route, and are cutting some of their 6-machine stands, blonde hard-

wood shelves on graceful curved chromium legs, down to four machines. In this way, fewer machines will do the same selling job as six, but will require proportionately less attention.

Both Rothberg and Akins are pleased with their entry into bulk vending, particularly since it has been found that the op-

eration could be run without increases in personnel costs.

Naturally, there are many more service calls, and much burning of the midnight oil on the part of the partners, when emergencies occur, but by and large, bulk vending machines, restricted to best selling fill exclusively, have been profitable.

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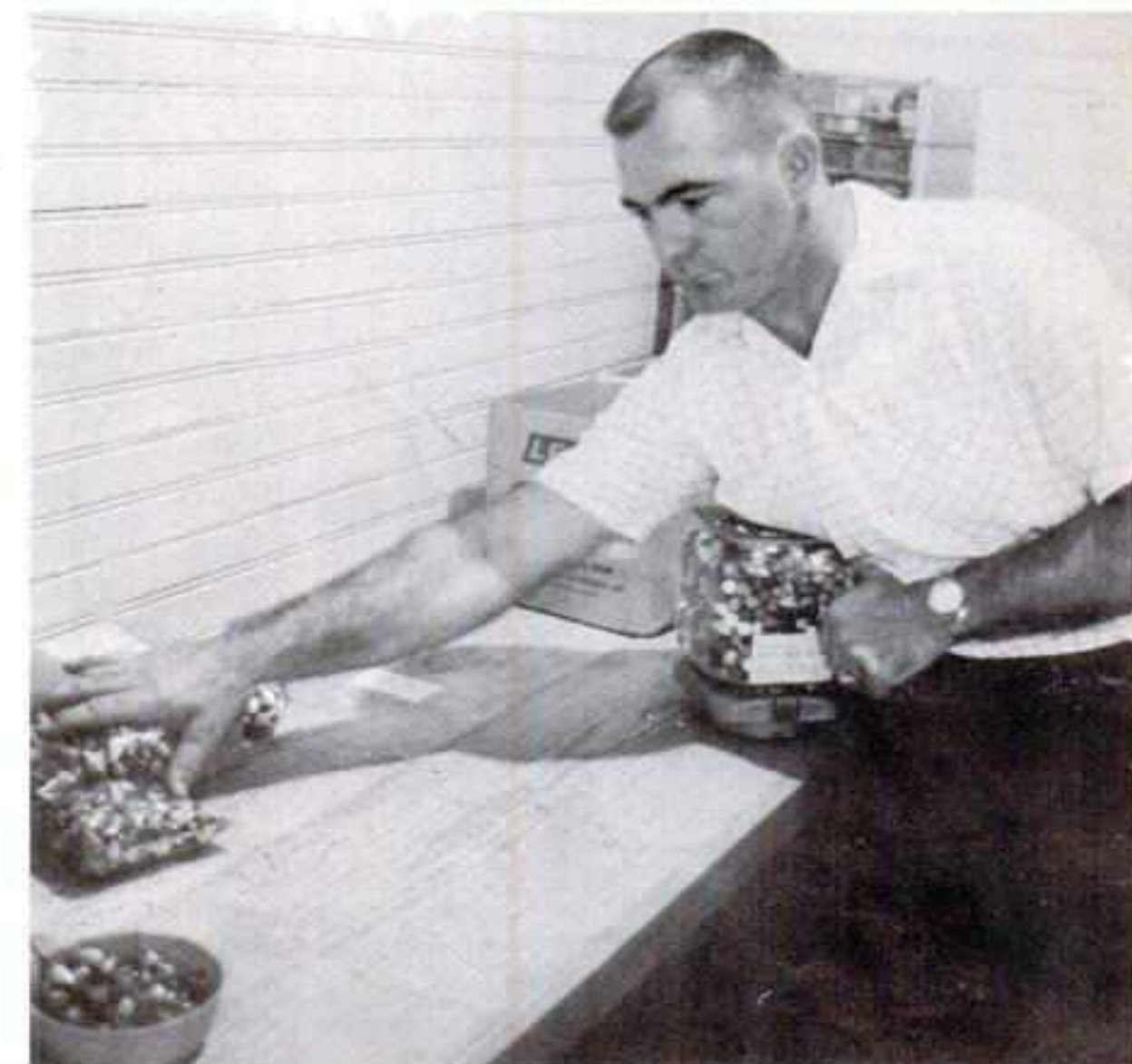
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LIZ' CHARMS ENCHANTING TO RING BUYERS

JAMAICA, N. Y. — For 15 years, the Cleopatra Snake Ring has been a steady but un spectacular item in the charm catalog of Eppy Charms, Inc. But during the last few months it's been one of the hottest items in the Eppy line. Since the release of the motion picture "Cleopatra," and as a result of the publicity generated by the principal performers in the picture, the Cleopatra Snake Ring has enjoyed a revival. George Eppy, president of the firm, anticipated the Cleopatra boom and stepped up production on the item shortly before release of the picture.



LYNN PAUL GAGNON loads a globe for the RC (Retarded Children) route of which he is a third owner with Nick and Vincent Schiro in New Orleans. Gagnon, a graduate in forestry, turned to vending rather than leave the Crescent City to work among the trees.



FRANK NOLAN, vice-president, and **Tom Mullins**, Eastern Distributors, Inc., Philadelphia, receive the Coffee Brewing Institute's Gold Cup Award for fine beverage coffee brewed by a Seeburg-Bally 664 vender. Presentation is by **Charles J. Grebinger** (right), the institute's assistant field research director.



JACK NELSON, head of Logan Distributing Company, large Midwest bulk vending distributorship, shows Billboard's Nick Biro some of the new quarter capsules which his firm is moving. Nelson said the quarter capsules, merchandise and machines account for over 10 per cent of his total volume. He said it's not unusual for a single machine to take in from \$25 to \$50 per week in such locations as supermarkets, drug and department stores.

USED VENDING MACHINES

N.W. Model 49, 1c or 5c	9.95
N.W. Tab Gum	15.00
N.W. 5c Package Gum	17.50
Mills 1c Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1c	8.50
Victor Baby Grand, 5c capsule	7.50
Victor Vendoramas	12.50
Victor 10c Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack	Per Lbs.
Cashews, 450 ct.	30	.62
Mixed Nuts	30	.55
Spanish Peanuts	30	.33
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.30
Boston Baked Beans	30	.30
Licorice Lozenges	30	.30
Confection Mix	30	.30
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	30	.30
Candy Corn	30	.25
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Maltettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and asstd. colors	18	.34

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Hitchcock Gets Rights

NASHVILLE—Sole rights for the manufacture of bulk vending machines formerly made by the Beaver Casting & Vending Corporation, Toronto, have been acquired by C. V. (Red) Hitchcock here. Hitchcock is president of the Hermitage Music Company, distributor of the Rowe AMI line of juke boxes and vending machines and various amusement machines. He also heads Southern Plastics, Inc., phonograph record pressing manufacturer.

The move ends Beaver's stormy year as a major manufacturer of bulk vending machines.

A U.S. district court had held that one of Beaver's models infringed on patents held by the Oak Manufacturing Company, Culver City, Calif.; however, the current Beaver model is covered by the firm's own patents.

Also, a Canadian supplier has filed a petition in the Supreme Court of Ontario to put the firm in bankruptcy. Beaver later offered to pay off creditors at the rate of \$750 a month, the amount to be divided among all the creditors.

Hitchcock has formed a new corporation, Vendors Mfrs., Inc. for the manufacture and sale of the machines. Using Beaver tools and dies, he expects to be in production here by September 1.

Hitchcock entered the coin machine business here in 1928. Since 1938 he has been a distributor of coin machines and records.

Hitchcock entered the coin machine business here in 1928. Since 1938 he has been a distributor of coin machines and records.

Signs Nudge Patrons Into Using Cents

ATLANTIC CITY — Emil Masury, bulk operator on the South Jersey coast, is an operator who believes that one business should help another.

With many of his locations in restaurants, liquor stores, supermarkets and similar stops, Masury has come up with an unusually clever merchandising idea which involves the full co-operation of every location owner concerned.

Under the plan, the New Jersey operator posts a sign, attached to the cash register in each location, which suggests "Take Your Change in Ball Gum-Peanuts-Confections." A red arrow points to a row of bulk vending machines, at whichever side of the cashier's stand is convenient.

It hasn't been difficult to get managers of retail stores which

do not sell food, such as liquor stores, to post the signs, according to Masury. However, he admits, it is a bit difficult to get a restaurant, of the type which normally sells after-dinner mints, chocolates, loose sticks of gum, at the cash register, to direct the customer's attention instead to vending machines. Nevertheless, Masury's efforts have been successful enough that he has 35 restaurants using the signs to date.

In high traffic locations, such as liquor stores, however, the "Take Your Change" system gets fantastically good results. In one liquor store, an ordinary ball gum machine tripled its sales, and remained at that point thereafter, inasmuch as many customers buy liquor at \$3.98, \$4.98, and similar prices which involve pennies in change. Merely the sight of the suggestion-selling sign has been enough to get a customer to use up all of the pennies handed

him in the penny vending machines.

A variation of the idea which has been practiced where vending machines are exposed to shopping mothers, who have small children along has been to suggest "Take Your Change in Goodies for the Children." In this instance, the sign points out 5-cent as well as 1-cent varmint, rings, novelties, etc., in all categories, which sell consistently well.

Another experiment which definitely did not work out for Masury was encouraging customers to "Take Your Change in Ball Pens," with the arrow on the cash registers of bus stops, and in railroad stations, pointing to a 25-cent ball pen machine. In this instance, sales were scarcely worth mentioning, Masury reports.

Wash. State Cuts Tax Bite

OLYMPIA, Wash. — The Washington State Tax Commission recently approved a tax cut, authorized by the recent Legislature, allowing vending machine operators to claim a 40 per cent tax reduction on certain sales.

The tax cut is retroactive to June 14, if the operators maintain records and file reports required by the new regulation, it was reported.

Vending machine operators will have to pay the State 4 per cent sales tax on only 60 per cent of gross income on machines making single sales of less than 14 cents. The tax previously applied to 100 per cent of sales.

The Commission said the reduction will cost the State an estimated \$125,000 a biennium in revenue.

Anti-Tax Fight Goes On, Zola Tells L. A. Ops

LOS ANGELES — Though the license of \$25 per year plus \$5 per machine will remain in effect in Redondo Beach, the Western Vending Machine Operators Association will continue to seek relief for the industry, Eugene Zola, executive secretary of the association told the membership at the regular monthly dinner meeting held Tuesday (30). It was Zola's first meeting under the recent move for the group to have a paid secretary.

Phil Sreden, president, conducted the meeting, which was transferred at the last minute to the Nikabob Restaurant, which is undergoing renovation. Sreden recently returned from Hawaii and Coronado.

Zola said that he had been in touch with Redondo Beach officials, including the city attorney, manager and council. He said they indicated that a number of operators had pulled machines because of the high license. Zola also said that he would concentrate on a more equitable assessment following the first of the year.

Art Thompson of Len-Art Vending in Oxnard said that he had visited Joe Arguelles of Seal Beach who is ill in Santa Barbara. He recently underwent surgery.

Bob Biro had as his guest, Dave Slivkoff, who has purchased his route. Biro said that he will continue to attend meetings from time to time and plans to show films of the Bakersfield drags and the Indianapolis Memorial Day races, which were made by his father, Frank Biro, a former vendor.

Check Personnel For Nut Eaters, L.A. Op Suggests

LOS ANGELES—In vending peanuts in service station locations, it is a wise idea to keep an eye on personnel turnover, according to Preston W. Coombs, veteran operator here.

Often, it is the service station personnel, rather than customers driving in for gas, oil or services responsible for peanut consumption, Coombs has found. One service station appeared to be an excellent peanut stop. When one employee, however, left, peanut sales fell off badly. Investigation showed that this service station attendant habitually put 10 or 15 cents a day into the penny machine, and thus, was an important factor in total sales.

Coombs regularly checks with all employees in service station locations to find whether they enjoy peanuts, before deciding what fill to offer. If station attendants, with time on their hands between jobs, are enthus-

iastic peanut eaters, they are bound to make a success of the location. If they do not particularly care for peanuts, the location is almost certainly foredoomed.

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N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Perc. Con-	
verted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.49
Pistachio Nuts, Jumbo Queen, White	.42
Pistachio Nuts, Large Tulip	.47
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.44
Cashew, Butts	.41
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct.	
170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. Rain-Bo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
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MARLENA
MY WHOLE WORLD IS FALLING DOWN BRENDA LEE, DECCA 31510
I WONDER
TWIST IT UP CHUBBY CHECKER, PARKWAY 879
SURF PARTY
SURFER GIRL BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE
THIS IS ALL I ASK TONY BENNETT, COLUMBIA 42820
TRUE BLUE LOU
DROWNIN' MY SORROWS CONNIE FRANCIS, MGM 13160
MALA FEMMENA
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WHEN I'M WALKING (Let Me Walk)

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VDAI Frowns on Tarriff Boost

Continued from page 49

is not the slightest resentment against American imports."

"On the contrary," continued VDAI, "all West German coin machine firms—manufacturers, importers, and wholesalers—desire a close two-way co-operation between West Germany and the United States, co-operation which can only be beneficial to both partners."

No Knowledge

The organization said that no member of the VDAI had knowledge of any plans to propose or recommend to the Bundestag or any other Bonn government office a protective tariff against the importation of U. S. coin machines; nor was there knowledge of any such intention in the Bonn economics ministry or other Bonn Government offices.

"Nobody has lodged a complaint with the federal government in Bonn or with the

Bundestag," VDAI stressed, "that the United Statse is creating a 'monopoly position' in the trans-Atlantic coin machine trade."

The VDAI declared, "There is no such 'monopoly position.' German and American equipment stand in fair technical and price competition against each other, insofar as their different technical conception permits them to compete generally against each other."

"German manufacturers and importers are of the view that the German industry is throughly in the situation to produce coin machines capable of competing against American machines. This has already been proved by the fact that there is, indeed, the export of German phonographs to the U. S."

The VDAI declared that "in the sense of close human and economic contacts between the U. S. and West Germany, West German coin machine firms do condemn any unilateral measures against trade relations between the two countries and do desire, on the contrary, the deepening of these ties."

Real Situation

"On these grounds," the German trade organization continued, "it is also the wish (of the VDAI) that reporting in American trade publications accurately reflect the real situation in West Germany, in order that U. S. manufacturers can gain a factual picture of their market prospects (in West Germany) and raise no unjustified resentments against the German coin machine industry and its trade and wholesale trade."

In a discussion of U. S.-German trade relations with this reporter, one of the executives of a leading German manufacturer and the general manager of the German subsidiary of a major U. S. phonograph manufacturer—both firms members of the VDAI—emphasized the close co-operation and understanding prevailing between German manufacturers and the general importers of U. S. equipment.

The executive of the German manufacturing firm said there is deep gratitude through all levels of German life for post-war U. S. assistance to this country, and that this gratitude if a prime factor in efforts also by the German coin machine trade to develop deep trade as well as political and cultural ties between the two countries.

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EDITORIAL HIGHLIGHTS OF BILLBOARD'S 1963 M.O.A. CONVENTION ISSUE DATED SEPTEMBER 7

A Recap of Facts and Figures taken from Billboard's 1962 Analysis of the U. S. Music Machine Business. Prepared by the company's MARKET RESEARCH DIVISION.

Analysis contains:

- ✓ Where juke boxes are located, how many in operation.
- ✓ How locations are paid.
- ✓ Monaural and stereo phono facts.
- ✓ Average weekly take per machine before commission.
- ✓ Record purchases—where records were bought.
- ✓ **Diversification Information**—Tells how many phono operators operate amusement games, cigarette machines, food and drink machines and kiddie rides.
- ✓ **Diversification Information**—Tells how many phono operators plan to buy the following equipment during 1963: Dual-speed phonos, 45 r.p.m. phonos, cigarette machines, amusement machines, food and drink machines, background music.
- ✓ Regional Reports on economic conditions of coin machine industry.
- ✓ Special programming tips.
- ✓ Special taxation article.
- ✓ M.O.A. progress report during past year.
- ✓ List of M.O.A. exhibitors agenda.
- ✓ M.O.A. slate of officers.
- ✓ General convention news roundup.

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START PLANNING NOW!!! Have your advertising sales message ready to appear in the pre-convention issue (August 31), convention issue (September 7), and post-convention (September 14) issue of Billboard.

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EUROPEAN NEWS BRIEFS

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provide service and music programming.

Espresso Ties to Phono

MILAN—This northern Italian industrial center is called the "Espresso" capital of the world,

manufacturing more Espresso machines and placing more machines in this city than any world competitor.

Espresso bars have developed into prime juke box locations, and local espresso tycoons are recasting their sales operations accordingly. The trend is toward tie-ups of Espresso and phonograph distributors, selling the Espresso and music machines in tandem.

Negotiations are reported under way for the acquisition by a leading Italian Espresso manufacturer of a solidly established European phonograph plant—object: the matrimony of music and Espresso machines.

'Aseptic' Zermatt

ZERMATT—Juke box operators are working with locations here to restore Zermatt's battered, is not shattered, tourist image. For the winter season, juke boxes will be supplied with record plugs for the resort keyed to the theme that "the 'new Zermatt' is aseptic."

The plugs will then go on to describe the various hygienic measures—including ultra-violet ray disinfecting—adopted since last winter's typhoid epidemic.

"We don't want to spoil anybody's fun by making him too germ conscious," an operator explained, "but something has to be done to restore Zermatt's good name, and we are all co-operating to this end. Besides, people like to be reassured and I could imagine that some people would play our juke boxes just to hear the welcome

message that they are safe from microbes."

Pinballs in Wings

BELGIUM—Belgian operators are boosting pinball imports as a hedge against a possible ban on bingos. Despite unofficial assurance that bingos are "safe" for the foreseeable future, operators fear being caught short by an official change of heart.

Accordingly, most bingo operators are importing pinballs, and some operators are systematically replacing bingos with pinballs on the theory an eventual bingo ban is inevitable and should be anticipated now.

U. S. pinball producers are privately counseling Belgian bingo operators to make the switch now, citing the U. S. experience in this respect.

Phonos Honor de G.

ANDORRA LA VELLA, Andorra—Juke box operators in this capital city of this tiny principality perched high in the Pyrenees are honoring General Charles de Gaulle by displaying the Cross of Lorraine, de Gaulle's personal emblem, on their juke boxes.

This is to pay homage to de Gaulle as a co-ruler of Andorra. Under centuries-old accords, Andorra has two co-princes: the chief of the French state and the Bishop of Urgel in Spain.

Every year, Andorrans render symbolic tribute to the French chief of state. In line with this practice, Andorran juke boxes carry placards reading, "We pledge loyalty to General de Gaulle, President of the French republic, Co-prince of Andorra."

Programming Is Mastered With Two-Headed Attack

• Continued from page 52

ord changes and collection, depending, of course, on the volume which the location earns. Appended to the master sheet, which shows an "X" for each scheduled visit is an individual route sheet, on which the current music menu is shown, made up at every record change.

Neilsen doesn't buy the "master menu" theory of juke box programming. Locations only a block apart may show entirely different menus. There is a heavy Western flavor to music menus through most of the suburban areas, but surprisingly, rock and roll continue to be a demand item.

Highly dissatisfied with the record choice to date, Neilsen indicated that "adding new records is pretty much a case of seeing what he can get, and choosing the lesser evil." One solution which has thankfully kept collections up so well that 1962 showed an increase over 1961, was the fact that Ray's Music Works kept all of its old EP's, and has depended upon these records, many of them now getting rather worn, to provide a solid skein of old favorites on most locations.

One point on which all three men agreed was that the location owners must be discouraged from impressing their own ideas on programming on the collector. The senior Samuelson has for many years used a gimmick which he finds makes an immediate impression. If a restaurant owner demands specific new records, Samuelson will ask

whether he would like the phonograph operator to make up his breakfast menu for each morning during the following week, including all of the prices.

Naturally, no restaurant owner will go along with this idea, which gives Samuelson a chance to say, "Maybe we had better stick to programming the records!"

WANT TO BUY

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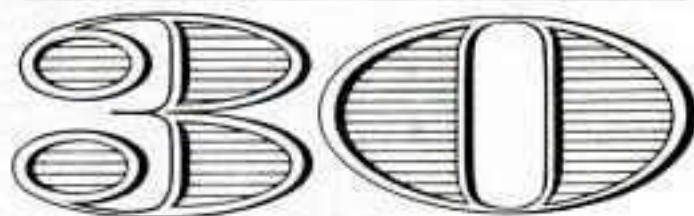
IN THE BUSINESS

Seeburg's exclusive Automatic Income Totalizer works just like a cash register. It adds up all the money deposited in both the LP Console and in remote Stereo Consolettes. It registers a running total from week to week. Non-resettable, tamperproof... a revolutionary feature in the revolutionary

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CONNIE FRANCIS Country Music Connie Style	MGM
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FRANK SINATRA The Great Years	CAPITOL
RUSS MORGAN Music in the Morgan Manner	EVEREST
TONY BENNETT I Wanna Be Around	COLUMBIA
TONY BENNETT Tony Bennett at Carnegie Hall	COLUMBIA
ELLA FITZGERALD Ella Swings Gently with Nelson	VERVE
EARL GRANT Beyond the Reef	DECCA
RAY CONNIFF The Happy Beat	COLUMBIA

JAZZ/RHYTHM & BLUES

RAY CHARLES Modern Sounds in Country and Western Music, Vol. 1	ABC-PARAMOUNT
BILL DOGGETT Oops!	COLUMBIA
AL HIRT Our Man in New Orleans	RCA VICTOR
GLORIA LYNNE At the Las Vegas Thunderbird	EVEREST
PETE FOUNTAIN Pete Fountain's Music from Dixie	CORAL
STAN GETZ/CHARLIE BYRD Jazz Samba	VERVE
JIMMY McGRUFF I've Got a Woman	SUE
JIMMY REED Just Jimmy Reed	VEE-JAY
JONAH JONES Jazz Bonus	CAPITOL
SI ZENTNER Waltz in Jazz Time	LIBERTY

FOLK/COUNTRY & WESTERN

JIM REEVES A Touch of Velvet	RCA VICTOR
ERNEST TUBB Golden Favorites	DECCA
VARIOUS ARTISTS The Honest-to-Goodness Country Music Hits	RCA VICTOR
WEBB PIERCE Cross Country	DECCA
KITTY WELLS Kitty's Choice	DECCA
BURL IVES Funny Way of Laughin'	DECCA
EDDY ARNOLD Let's Make Memories Tonight	RCA VICTOR
PATSY CLINE Patsy Cline's Golden Hits	EVEREST
MARTY ROBBINS Devil Woman	COLUMBIA
JIMMY DEAN Portrait of Jimmy Dean	COLUMBIA

STEREO at its best

Each of the Little LP Stereo Albums listed here has been selected solely for its top earning ability in Seeburg locations. All are available through your local Seeburg Distributor.

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Billboard

PHOTO GALLERY OF Newsmakers



CHARTER MEMBERS: Fifteen-year-old Diane Emond, newly signed to Charter Records, seems to be enjoying herself during her first recording session for the label. Equally relaxed is arranger-conductor Shorty Rogers. Things are obviously going well.



SOMETHING TO SHOUT ABOUT: Clara Ward recently completed recording session for Columbia Records with the Dukes of Dixieland. Title of the new gospel album will be "We Gotta Shout." Album was produced for the label by John Hammond.



CO-STARS MEET: Arriving at the MGM lot in Hollywood to begin rehearsals for the songs they'll sing in the film "Viva Las Vegas," Elvis Presley and Ann-Margret greet each other.



GETTING INTO THE ACT: Jimmy Durante takes a breather during recording session for his new Warner Bros. album, "September Song." Sharing the air are Mark Maitland

(seated, left), son of company President Mike Maitland, and Jimmy Hilliard (standing, left) and Lowell Frank, both of Warner Bros. Records.

EMI CHART TOPPER: Frank Ifield is presented his second gold disk at the company factory at Hayes. Disk was presented by Mrs. Tess Sutton. Onlooker is Sir Joseph Lockwood.



BILLBOARD AWARD: Tom Noonan, Billboard research director (r.), presents a special award to Liberty's Jan and Dean during the company's national sales convention, held in Hollywood.

LIBERTY TOPPERS: Liberty executives Don Blocker, Don Bohanan and Al Bennett (left to right) surround Julie London following banquet which climaxed the company's first national convention.

