

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

# Billboard

The International Music-Record Newsweekly

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

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

## COLUMBIA FTC HEARINGS RECESSED FOR 2 WEEKS

NEW YORK—Hearings on the Federal Trade Commission complaint against the Columbia Record Club, were recessed for two weeks last Friday (21). During the week prior to the calling of a recess, highlight witnesses included Herman Starr, head of Music Publishers Holding Corporation and Art Talmadge, head of United Artists Records.

In addition to these disk executives, a number of statistical and economic experts gave testimony in support of the club. Also testifying were various consumer members of the Columbia club. Hearings are expected to resume in New York on Monday, July 8. The defense case, now being heard, is then expected to be concluded within two weeks, to be followed by brief rebuttal periods for both sides.

## Chain Starts 4th L.A. Store

HOLLYWOOD—Clyde Wallich next week will break ground on the fourth store in his six-city chain, a 12,000-square-foot building located in Torrance across from the East Bay shopping center. The store is scheduled to be completed in October and adds to Music City's existing chain of volume disk shops in Hollywood, downtown Los Angeles and Lake-wood.

The latest edition to the Wallich's Music City chain is expected to be the first of four stores to be built in the immediate future. Additional Music City stores will be located in West Covina, West San Fernando Valley, Orange County, and the store in Torrance.

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

## TV's Gary Clarke Cuts for Decca

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

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

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

## CHART INFO? CALL PL 7-3127

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

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

## Phony Ratings Face Crossfire

By MILDRED HALL

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

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

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

BY REN GREVATT

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

## Witnesses to Tell Trade Ills To Roosevelt Group in Aug.

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

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

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

Roosevelt noted that "the sub-

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

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

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

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

Said Jimmy Martin, an ARMADA board member, as he  
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# BUY TWO



# GET ONE FREE!

SEE PAGE 9



# ELVIS

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## ELVIS



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# Firms Facing Up to Need Of Change in Distribution

By BOB ROLONTZ

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

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

## Resident Salesmen

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

"We sell more records today  
*Continued on page 8*

## Everest Adds Classic Works

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

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

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

## Dot Ohio Move Points Trend

By LEE ZHITO

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

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

## Surf Movie Offered for DeeJay Hops

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

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

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

## NAME JACK ORR BILLBOARD MANAGING ED.

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

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

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

## UA to Distribute Humpty Dumpty

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

# Delegates Mull Industry Woes

• Continued from page 1

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

## Sings the Blues

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

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

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

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

## Debates Self

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

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

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

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

## Up to Big Ones

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

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

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

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

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

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

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

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

# Oh, Those Cover-Record Blues

By JACK MAHER

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

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

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

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

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

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

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

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

# Expect 500 at San Juan Meet

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

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

The sales meet will be opened officially by Goddard Lieberman,

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

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

# NARM Sets Sales Meet

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

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

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

# Al Kasha Set to Produce at WB

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

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

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

# 4-Day Run for Newport Fest

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

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

FRIDAY, July 5: Maynard  
*Continued on page 8*

## CHECKING UP

# Auditor Taking Look At Filipino Disk Books

By LUIS M.A. TRINIDAD

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

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

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

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

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

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

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

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

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

# Paul Wexler Handling New Science Line

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

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

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

# No Code Law, NAB Urges

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

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

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

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

# Laurie Post To Singer

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

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

# Leeds Names Roth

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



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

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STEREO  
"360 SOUND"

# *The Barbra Streisand Album*



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CL 2007/CS 8807 STEREO

This One



CUSA-G28-0XHQ

A FANTASTIC FIRST! ON COLUMBIA RECORDS

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

## WHO KNOWS BETTER?

# Industry Know-How Just Right for Ad Job

By BOB ROLONTZ

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

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

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

### Do the Job

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

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

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

### Packaging Ideas

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

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

## Surfer Sets Own Firm

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

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

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

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

## Philips' PPP Offers 14%

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

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

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

## BIONDI TO JOIN CHI'S WYNR?

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

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

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

## MEADER CORPORATE SELF READY TO SPREAD OUT

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

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

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

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

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

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

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

## INDUSTRY BRIEFS

### For Tape Distrib

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

### 'Cleo' Tapes Set

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

## Smash Sets 1-For-7 Deal

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

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

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

## REPRISE INKS ALLEN & ROSSI

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

## R&B JOCKS TO MEET IN L.A.

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

### Anderson Named

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

### Tannenbaums Go On

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

## Britons Launch R&B Gazette

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

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

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

## Merc Releases 20 June LP's

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

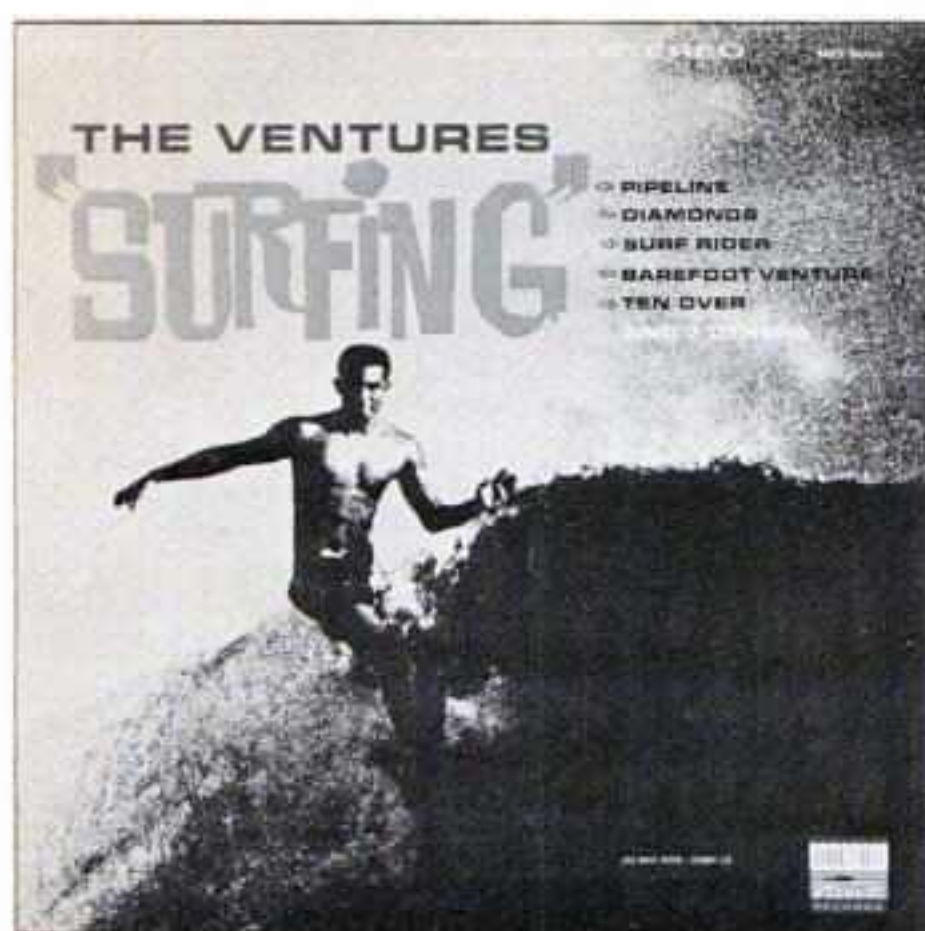
The new releases plus 40 albums from Mercury's "Three Ring Circus," "Sellstar 85," and "The Great Music Series" programs are also covered by a 15 free with 100 sales plan running through July 14.

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

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



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



SURFING-PIPELINE  
BLP-2022 / BST-8022



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

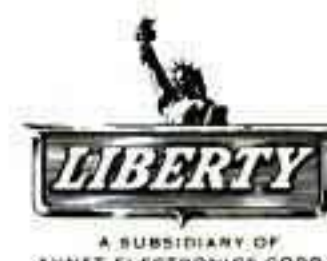
**COMING SOON. WATCH FOR IT!**



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



**LIBERTY RECORDS**



# CONGRESS INCLINING TO TAX HELP FOR SHOWBIZ

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

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

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

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

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

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

# VICTOR BUYS 'TIP TOES'

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

# Newport Fest

Continued from page 4

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

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

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

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

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

# Witnesses to Tell Trade Ills To Roosevelt Group in Aug.

Continued from page 1

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

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

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

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

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

The Federal Trade Commis-

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

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

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

# Dot Ohio Move Points Trend

Continued from page 3

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

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

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

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

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

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

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

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

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

# BATTLE STARTS \$1.98 SERIES

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

# Bankruptcy Sale

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

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

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

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

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

# C-P Profits Dip

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

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

# See Need of Distribution Shift

Continued from page 3

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

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

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

Further changes reportedly

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

# Other Shifts

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

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

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AN EXCITING INTERNATIONAL PROMOTION TO SPARK SUMMER STORE TRAFFIC AND SALES

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VIVE  
LA  
MUSIQUE  
FRANÇAISE



# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

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

## ALBUM REVIEW POLICY

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

### POP SPOTLIGHT

#### SONGS FOR A SUMMER NIGHT (2-12")

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

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



### POP SPOTLIGHT

#### 55 DAYS AT PEKING

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

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



### POP SPOTLIGHT

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

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

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

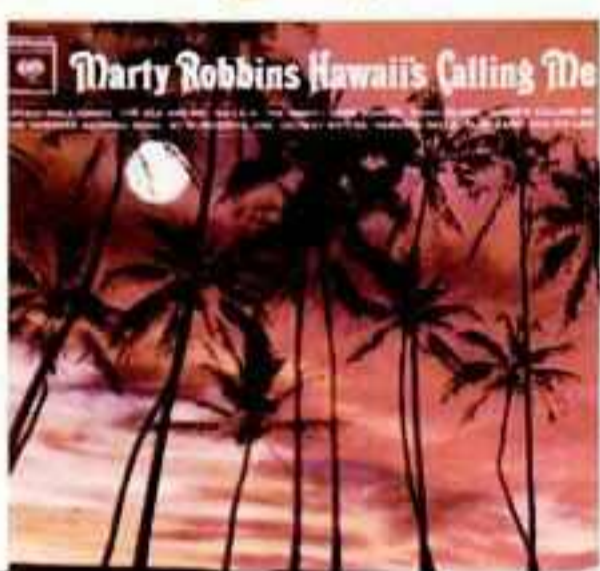


### POP SPOTLIGHT

#### HAWAII'S CALLING ME

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

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

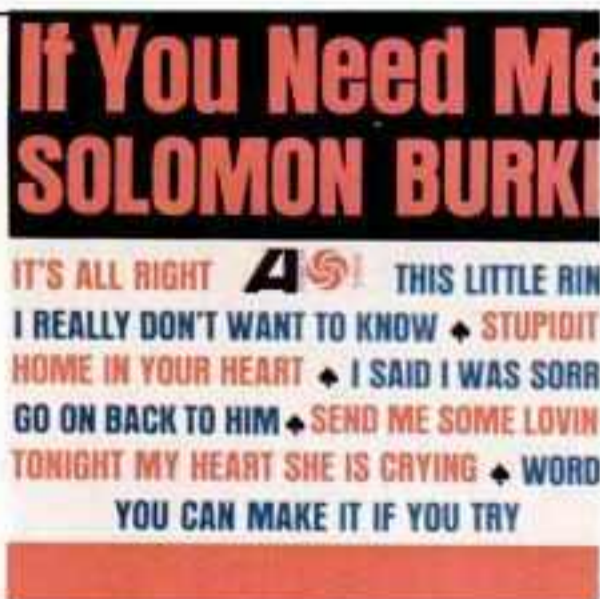


### POP SPOTLIGHT

#### IF YOU NEED ME

Solomon Burke. Atlantic 8085

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

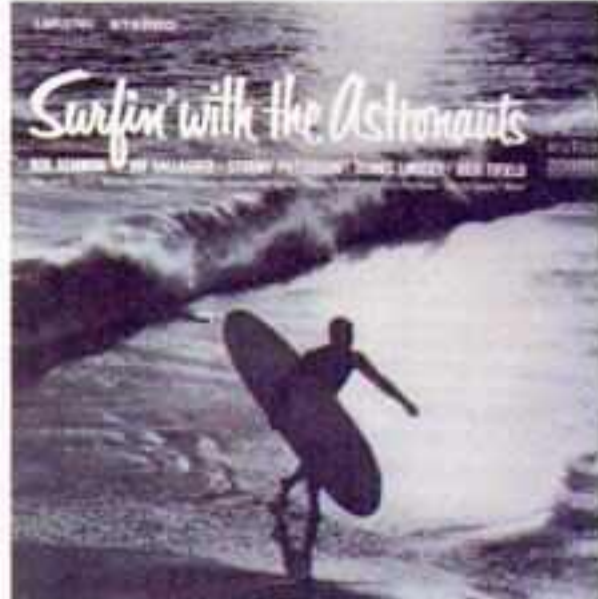
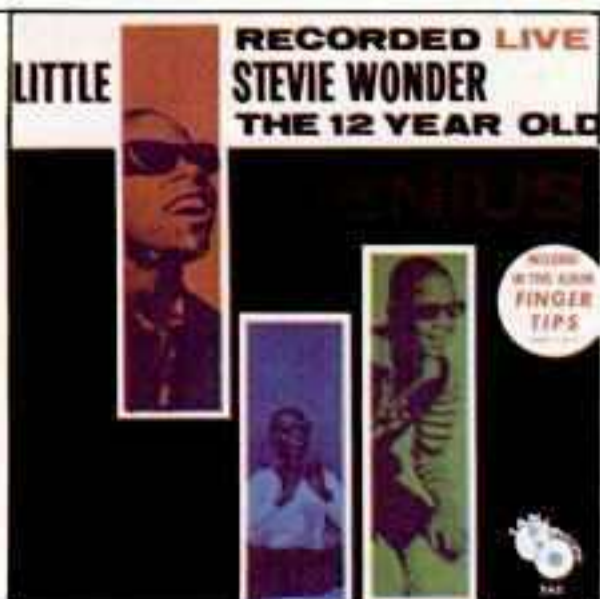


### POP SPOTLIGHT

#### LITTLE STEVIE WONDER/THE 12-YEAR-OLD GENIUS

Tamla 240

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



### POP SPOTLIGHT

#### SURFIN' WITH THE ASTRONAUTS

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

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



### POLKA SPOTLIGHT

#### YOUR FAVORITE POLKAS

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

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



### COUNTRY SPOTLIGHT

#### THE ORIGINAL COUNTRY HITS, VOL. 1

Various Artists Liberty LRP 3305

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

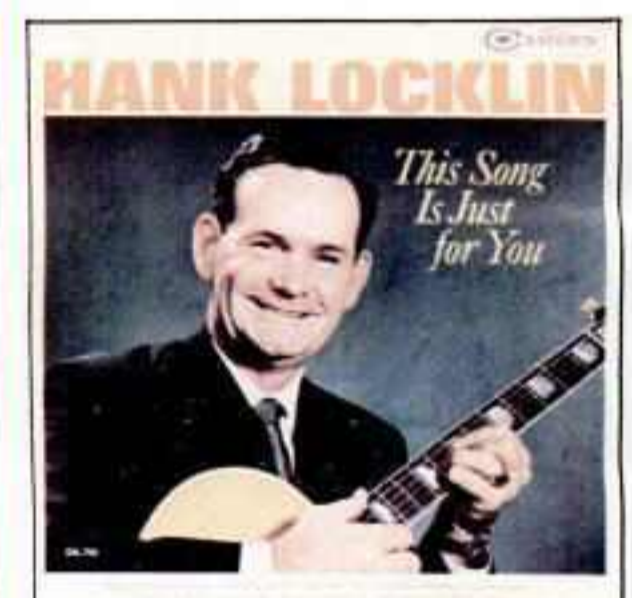


### COUNTRY SPOTLIGHT

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

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

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



### LOW-PRICE COUNTRY SPOTLIGHT

#### THIS SONG IS JUST FOR YOU

Hank Locklin RCA Camden CAL 765 (M)

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



### COUNTRY SPOTLIGHT

#### BLUEGRASS SPECIAL!

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

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

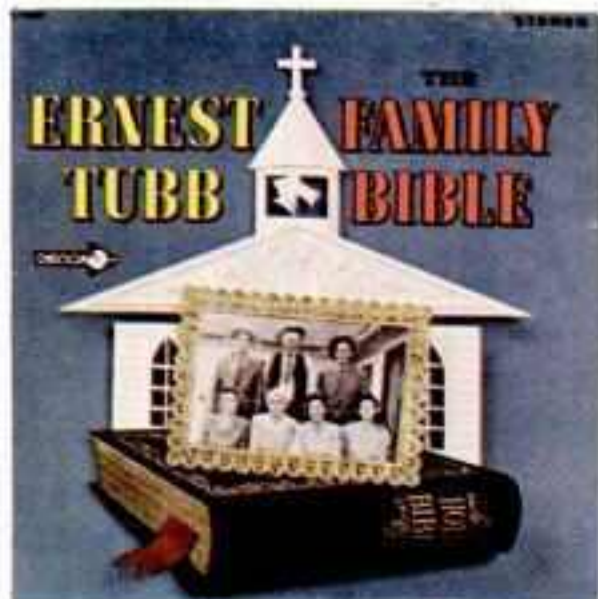


### SACRED SPOTLIGHT

#### BOW THY HEAD

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

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

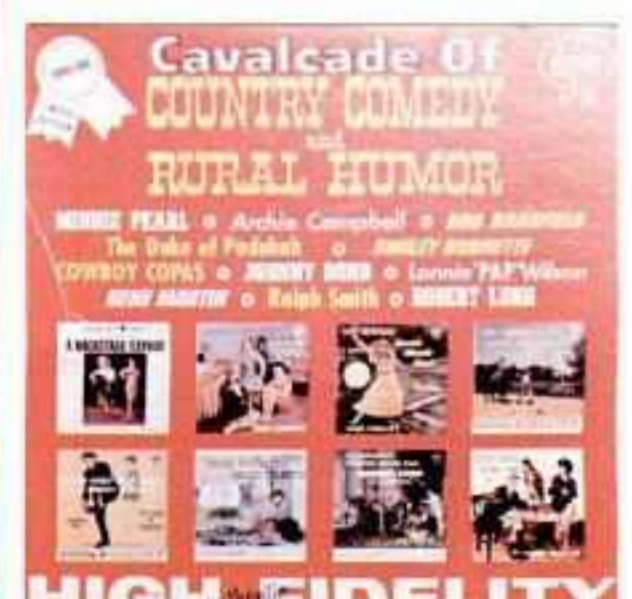


### SACRED SPOTLIGHT

#### THE FAMILY BIBLE

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

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



### LOW-PRICE COUNTRY SPOTLIGHT

#### CAVALCADE OF COUNTRY COMEDY AND RURAL HUMOR

Various Artists Starday SLP 237 (M)

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



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

\*©M. Witmark and Sons

*Peter, Paul and Mary*

SING

"Blowin' in the Wind"



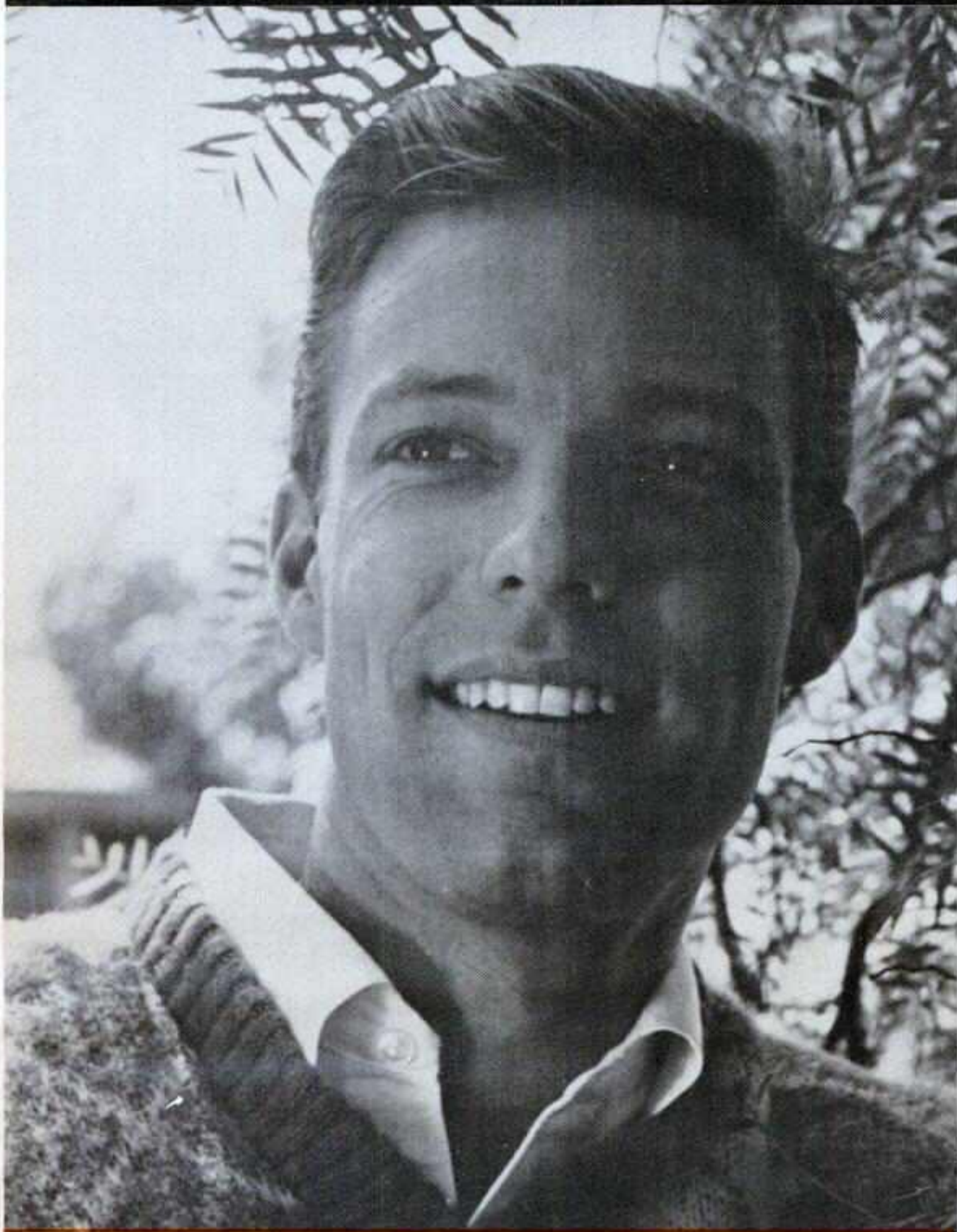
WARNER BROS. RECORDS

SINGLE NUMBER 5368





**2 SUPER-SELLING SINGLES!**



**RICHARD  
CHAMBERLAIN**

**Big Summer Smash!**

**I WILL LOVE YOU**

and

**TRUE LOVE**

**MGM K 13148**



**MGM RECORDS  
THE STARPOWER LABEL**



**KAI  
WINDING**

**Best-Selling Version With  
The New Hit Sound!**

**MORE**

(From The Motion Picture "Mondo Cane")

**VERVE VK 10295**

**THE SOUND OF  
AMERICA IS ON**



including 1963 Survey of Independent Record Distributors

**ARMADA AGENDA**  
and Associated Events

(Hotel Eden Roc, Miami Beach, Fla.)

**MANUFACTURER SALES MEETINGS**

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

**OFFICIAL ARMADA PROGRAM**

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

(Continued on page 24)

# Mfrs. Draw Most Blasts In Survey of Industry Ills

By REN GREVATT

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

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

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

**Where to Turn?**

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

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

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

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

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

**Fears Controls**

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

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

Is a trade association drawn

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

(Continued on page 61)

## Billboard 1963 Survey of INDEPENDENT RECORD DISTRIBUTORS

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

(percentages shown are average of all distributors replying)

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

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

(figures indicate percentage of all distributors replying)

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

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

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

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

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

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

50.3%

PLEASE INDICATE THE AVERAGE AND THE LARGEST FUNCTIONAL DISCOUNT EXTENDED:

- 10.5% Average
- 12.6% Largest

(Continued on page 18)

**IKE KLAYMAN SAYS...**

*"Best wishes for a  
successful ARMADA  
convention"*

**A & I RECORD  
DISTRIBUTORS, INC.**

1000 Broadway, Cincinnati, Ohio

MEMBER ARMADA



AMERICAN RECORD  
MERCHANTS AND  
DISTRIBUTORS ASSN.

for the **Best** in  
**Record Distributors  
Record Promotion**  
and that all-important  
**Personal Touch**  
it pays to do business with an  
**Armada Member**

**IN CHICAGO**

You Get the Action  
You Want From

**ALL STATE  
RECORD  
DIST. CO.**

1450 S. MICHIGAN AVE.  
CHICAGO 5, ILLINOIS  
PHONE: (AREA CODE 312) WE 9-3675

7 SALES AND PROMOTION MEN  
PROVIDE A BETTER JOB OF  
RECORD DISTRIBUTION

PAUL GLASS • LEE HOWARD • HOWARD BEDNO  
President Sales Mgr. Promotion

**Congratulations  
to ARMADA and  
all its members**

**APEX-MARTIN  
RECORD SALES, Inc.**

351 Washington Street  
Newark 2, New Jersey  
(201) Market 3-7231

**CONGRATULATIONS  
TO ARMADA**

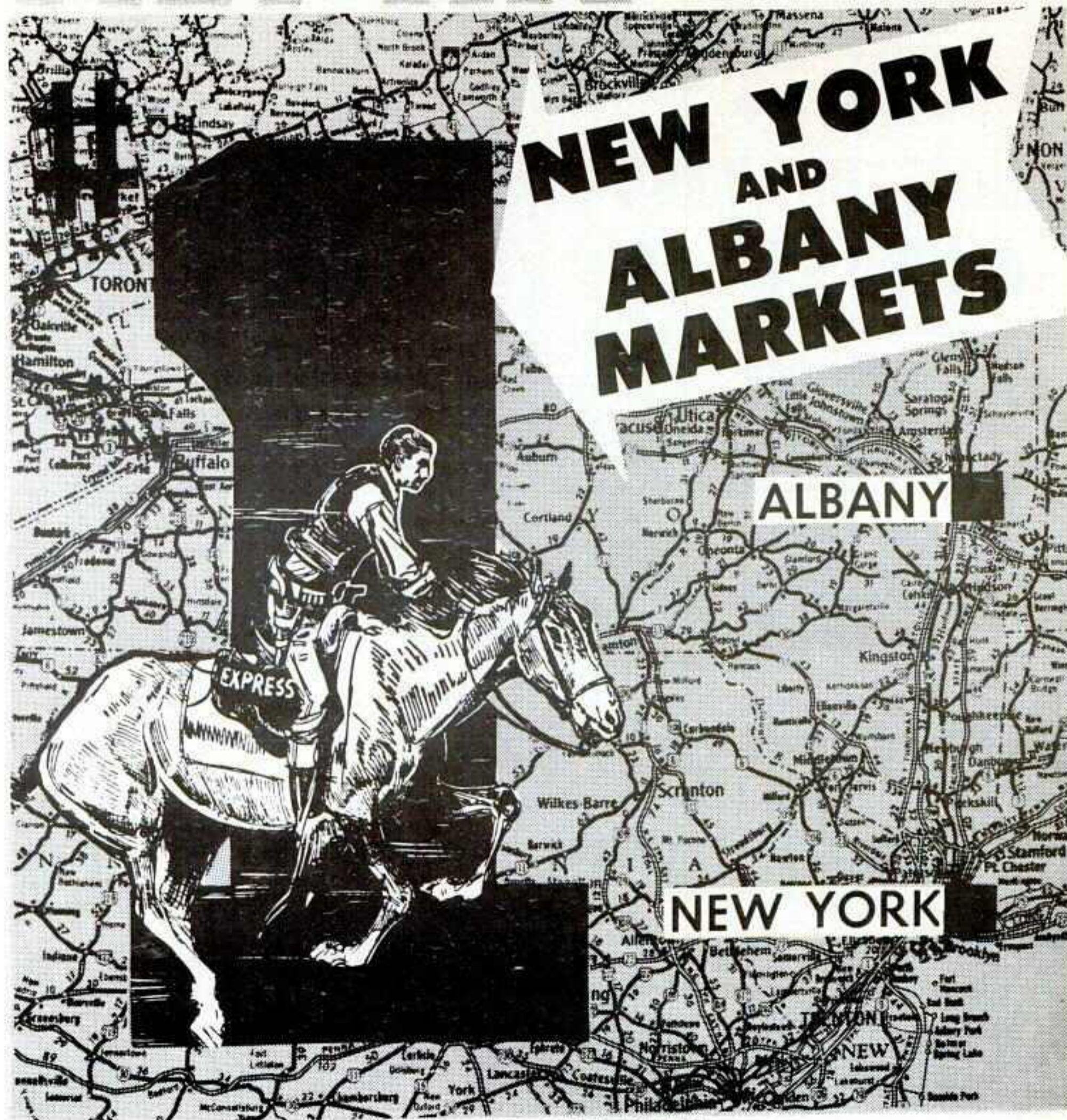
**ARC  
DISTRIBUTING CO.**

13415 Lyndon, Detroit 27, Mich.  
(313) BR 2-4872

Henry Droz, Pres.

**ALPHA**

*the most dependable  
Independent  
Distributor in*



**NEW YORK  
AND  
ALBANY  
MARKETS**

**ALBANY**

**NEW YORK**

HARRY N. APOSTOLERIS

**ALPHA DISTRIBUTING CORP.**

457 West 45 St., New York 19, N. Y. CI 5-7933.

Congratulations to ARMADA  
We're Not Bragging, But

In Our New Home  
With Tremendously  
Expanded Working Area  
We Offer the Finest  
Facilities in the Record  
Distributing Business.

Do You Have the Finest?

**Cadet Distributing Co., Inc.**

13380 Capital, Detroit 37, Mich.  
(313) 548-3171

**CONGRATULATION  
TO ARMADA**

Geared to Today's Record  
Market... With Promotion,  
Service and Sales Staff

**CHIPS  
DISTRIBUTING CO.**

808 N. Broad Street  
Philadelphia 30, Pa.  
(215) POplar 9-5000  
Al Rosenthal, Gen'l Mgr.

*New England's Most  
Dynamic Distributor*

**dale  
enterprises, inc.**

1031 Commonwealth Ave.  
Boston, Mass.  
Area 617 ST 2-4620

"REPRESENTING THE NATION'S  
LEADING INDEPENDENT RECORD  
MANUFACTURERS"

We employ 15 experienced record personnel  
to give the best possible service

**HERB DALE** *President*

Bill O'Brien  
Promotion Mgr.

Frank Falanga  
Warner Bros. Div.  
Promotion Mgr.

**Congratulations  
To ARMADA**

from  
the #1  
Record Distributor  
in the South

**DIXIE-SOUTHLAND  
RECORD DIST. CO.**

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Atlanta, Georgia  
(404) TR 3-2081  
Jake Friedman—Pres.

*Congratulations  
To ARMADA  
From the Cohens*

**New Jersey's Leading  
Independent Distributors**

**ESSEX**

Record Distributors, Inc.  
10 Fenwick Street, Newark 14, N. J.  
(201) BI 3-7700

HAVE IDEAS  
WILL TRAVEL...  
FOR YOU

In Maryland, Washington, D. C.,  
Virginia and West Virginia, promotion  
makes the hits—and GENERAL'S  
promotion makes the difference. That's  
why America's fastest moving labels  
choose GENERAL for direction. GENERAL  
makes 'em move faster.

**General**  
HENRY NATHANSON, PRES.  
DISTRIBUTING  
CO., INC.

2329 Pennsylvania Ave., Baltimore 17, Md.  
(301) NO 9-6411

*Best Wishes for Continued Success to ARMADA!*

**COSNAT RECORD DISTRIBUTING CORPORATION**

*A Division of The Cosnat Corporation*

315 West 47th Street  
New York 36, N. Y.



**CONGRATULATIONS  
TO ARMADA FROM  
THE NORTHWEST  
MEMBER**

Huffine Dist. Co. Are Record  
Distributors, not A&R men

For Top Sales Coverage of the  
Northwest Territory contact

**HUFFINE DIST. CO.**

3131 Western Ave., Seattle 1, Wash.  
(206) AT 4-8633



AMERICAN RECORD  
MERCHANTS AND  
DISTRIBUTORS ASSN.

for the **Best** in  
**Record Distributors  
Record Promotion**  
and that all-important  
**Personal Touch**  
it pays to do business with an  
**Armada Member**

**JOHNNY KAPLAN'S SON,  
HOWARD JAY, HAS HIS SAY**

Welcome,  
Armada Members,  
From My Dad,  
the Vice-President



**ATTENTION!!**

ALL "SWINGING" LABELS

**NOW...is the time to—  
Move to MANGOLD**

- Top Sales • Top Promotion
- Top Credit Rating plus

Our Secret "C.E.P." Formula

- C... CONCENTRATION
- E... EFFORT
- P... PRODUCT EXPOSURE

Covering Maryland, D. C.,  
Va. and W. Va.



**MANGOLD DISTRIBUTING CO.**

638 WEST BALTIMORE ST.  
BALTIMORE 1, MD. (PL 2-6021)

CONTACT MANNY GOLDBERG NOW!

*Congratulations  
to ARMADA*

**Marnel Distributing Co., Inc.**

2512 N. Broad Street  
Philadelphia 2, Pa.  
(215) BA 3-2440  
Marshall Verbit, Pres.

**Marnel of Maryland, Inc.**

6 East Mt. Royal  
Baltimore 2, Md.  
(301) PL 2-4668  
Stan Hoffman, Mgr.

*Always  
With  
HITS!*



IN  
**NEW YORK**  
FOR **SALES!**  
**PROMOTION!**  
**DISTRIBUTION!**

BEST WISHES, ARMADA

*Johnny Halonka*

**BETA RECORD DISTRIBUTORS**

599 10th Avenue (Phone CH 4-3744) New York, N. Y.

**SURE IT'S...**

**RECORD**

**Merchandising Co., Inc.**

2580 West Pico Boulevard

Los Angeles 6, Calif.

DU 5-3451

**SUMMIT DISTRIBUTORS, INC.**

1345 Diversey Parkway, Chicago 14, Ill. Blittersweet 8-3621



AMERICAN RECORD  
MERCHANTS AND  
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for the **Best** in  
**Record Distributors**  
**Record Promotion**  
and that all-important  
**Personal Touch**  
it pays to do business with an  
**Armada Member**

**CONGRATULATIONS**

**TO ARMADA**

**GOOD LUCK**

**HOUSE OF HITS**

**DAVID ROSEN Inc.**

855 N. Broad Street  
Philadelphia, Pa.

(215) CE 2-2903

Harry Rosen

BEDNO  
otion

**Congratulations  
To ARMADA**

★★★★★

**SCHWARTZ BROS., INC.**

2146 24th PLACE N.E.

WASHINGTON 18, D. C.

James Schwartz—

Treasurer of ARMADA

• *Best Wishes to the  
ARMADA Membership*

from

*One of Chicago's*

*Record Distributors*

Signed: Ernie & Bill Leaner

• **UNITED RECORD  
DISTRIBUTORS, INC.**

2029 S. Michigan Avenue  
Chicago 16, Illinois

(312) 225-6605

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**Congratulations  
to ARMADA**

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**UNIVERSAL  
RECORD DIST. CORP.**

1330 W. Girard Ave., Phila., Pa.

(215) CE 2-3333

We Will Be Represented At ARMADA  
We Are Proud To Be ARMADA  
Members

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

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

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

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

97.0% YES 3.0% NO

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

53.0% YES 47.0% NO

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

7.8% (average of all distributors replying)

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

48.5% YES 51.5% NO

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

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

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

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

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

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

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

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

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

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

# UNITED ARTISTS RECORDS

## SALUTES ARMADA



**ART TALMADGE**  
President



**SI MAEL**  
V.P.-Comptroller



**LLOYD LEIPZIG**  
Director of Creative Services



**JOE BERGER**  
National Sales Mgr.



**ANDY MIELE**  
General Mgr.  
Subsidiary Labels



**GEORGE WIEN**  
Director U.A. Jazz



**JAY R. JACOBS**  
Dir. of Sales Merchandising



**LEROY HOLMES**  
Musical Director



**BUDDY FRIEDLANDER**  
National Promotion Mgr.



**BOB KRYL**  
Regional Sales Mgr.



**RON NACKMAN**  
Production Director



**HENRY LA PIDUS**  
Musical Dir.  
—Children's Records

## CURRENT BLOCKBUSTERS!



UAL 3290 UAS 6290 STEREO



MM 2005 MS 3005 STEREO



UAL 4105 UAS 5105 STEREO



UAL 4108 UAS 5108 STEREO



UAL 3278 UAS 6278 STEREO



UAL 3287 UAS 6287 STEREO

## FUTURE BLOCKBUSTERS!!



UAL 4109 UAS 5109 STEREO



UAL 3292 UAS 6292 STEREO



UAL 3298 UAS 6298 STEREO



UAL 3281 UAS 6281 STEREO



UAL 3272 UAS 6272 STEREO



UAL 3241 UAS 6241 STEREO



THE PROUDEST NAME IN ENTERTAINMENT

including 1963 Survey of One-Stops

## ROSA CONVENTION AGENDA

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

### Monday, June 24

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

### Tuesday, June 25

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

## MUSIC AS WRITTEN

### NEW YORK

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

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

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

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

JACK MAHER

### PITTSBURGH

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

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

By REN GREVATT

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

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

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

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

#### Those Phone Calls

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

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

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

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

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

#### Hurdles Cited

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

## Billboard 1963 Survey of ONE STOPS

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

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

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

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

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

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

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

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

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

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

(Continued on page 23)

### Correction

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

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 Hotel Fontainebleau  
 Miami Beach, June 23-25  
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## MUSIC AS WRITTEN

• Continued from page 20

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

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

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

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

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

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

Say You Saw It in Billboard

## Bigness Trend Here to Stay

• Continued from page 20

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

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

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

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

## Billboard 1963 Survey of ONE STOPS

(Continued from page 20)

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

57.9% YES 42.1% NO

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

23.9% (average of all one-stops reporting)

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

83.3% YES 16.7% NO

OF THOSE ANSWERING YES:

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

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

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

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

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

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

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

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

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

LP Units 33.2% SINGLE Units 66.8%

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

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

## CASALS CONDUCTING

## Casts Spell at Carnegie Hall

By BARRY KITTLESON

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

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

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

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

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

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

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

**Chorus Impeccable**

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

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

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

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## TALENT ON TOUR

(Top record talent in top towns this week)

## EAST

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

ture singer Al Martino through Sunday.

## SOUTH

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

## MIDWEST

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

## WEST

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

## ARMADA AGENDA

• Continued from page 14

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

TV QUEST APPEARANCES  
BY RECORD TALENT

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

JUNE 24-30

(All Time Eastern Daylight Saving)

## MONDAY 24—JOANIE SOMMERS, DION

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

## TUESDAY 25—THE CLANCY BROTHERS AND TOMMY MAKEM

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

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

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

## THURSDAY 27—ROSEMARY CLOONEY

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

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

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

## ARTISTS' BIOGRAPHIES

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

BIG DEE IRWIN  
(Dimension)

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

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

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

JAN AND DEAN  
(Liberty)

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

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

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

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



## New PR Outfit

## Boasts Strong List

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

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



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FOX 411

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**JOHNNY RIVER**

by

**COREY DENVER**

FOX 412

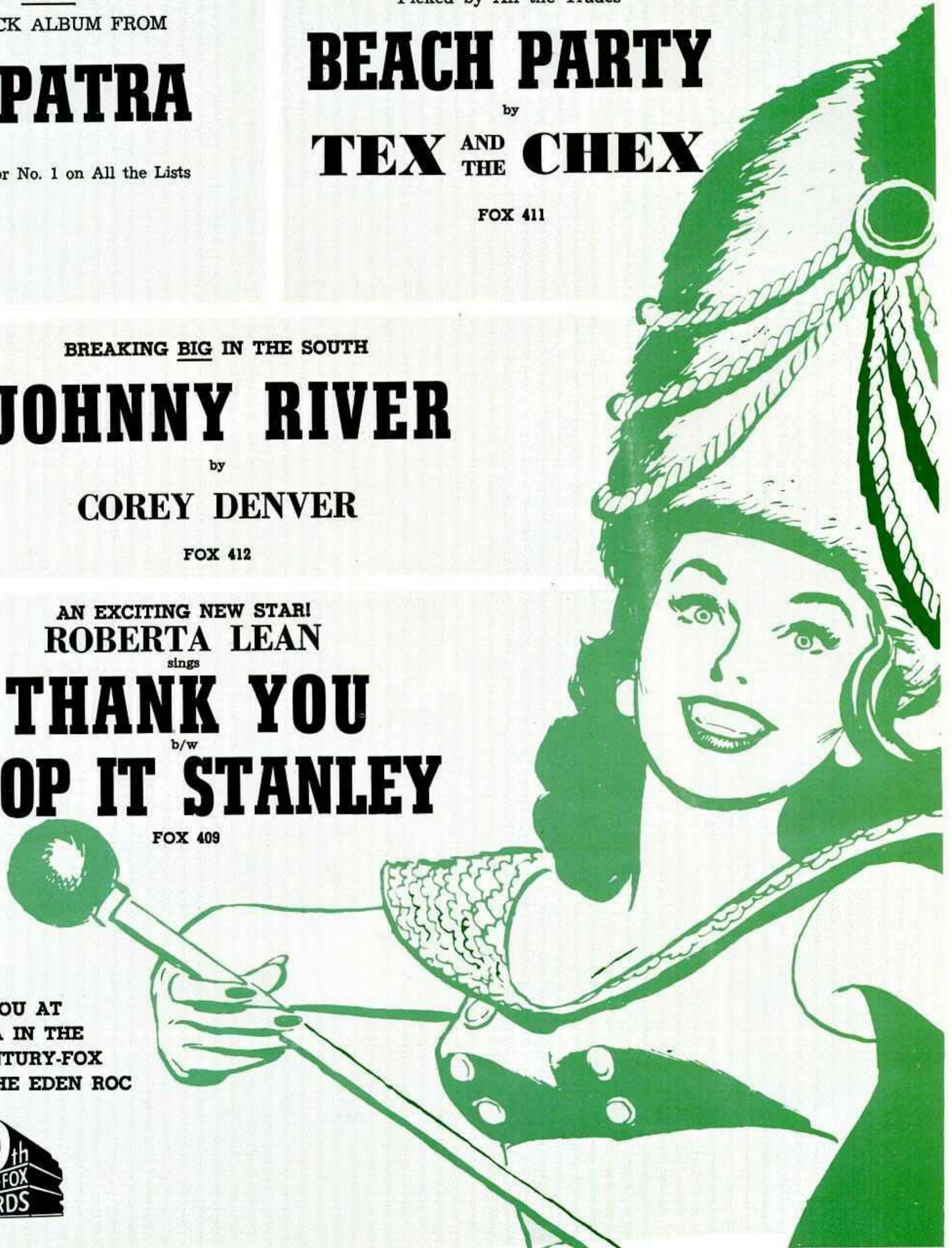
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sings

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b/w  
**STOP IT STANLEY**

FOX 409

SEE YOU AT  
ARMADA IN THE  
20TH CENTURY-FOX  
SUITE AT THE EDEN ROC



# Making Nice Surfing in the Pacific



Photos Courtesy Del Fi Records

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

By LEE ZHIFU

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

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

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

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

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

### Fun and Games

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

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



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

the family bathtub. It has developed its own lingo.

Surfing has become big business to countless suppliers who

## Eastern Firms Jump Into Swim

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

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

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

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

## NOW: 'MY SON, THE SURF NUT'

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

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

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

*(Continued on page 31)*

## THOSE SPINNERS EASY, GEMMY SAID SINKINGLY

A SURFING GLOSSARY (courtesy of Dolton Records):

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

## Wee Surf Disk Ripple Building Into Big Wave

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

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

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

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

### National Noise

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



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

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

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

Capitol hasn't been idle, either. In addition to the Beach *(Continued on page 31)*

## THE BEAT, BEAT OF SURF MUSIC

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

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

Coming on this page in future weeks:

Next week

Jazz

July 13 issue

Classical

July 20 issue

Folk

July 27 issue

Latin American

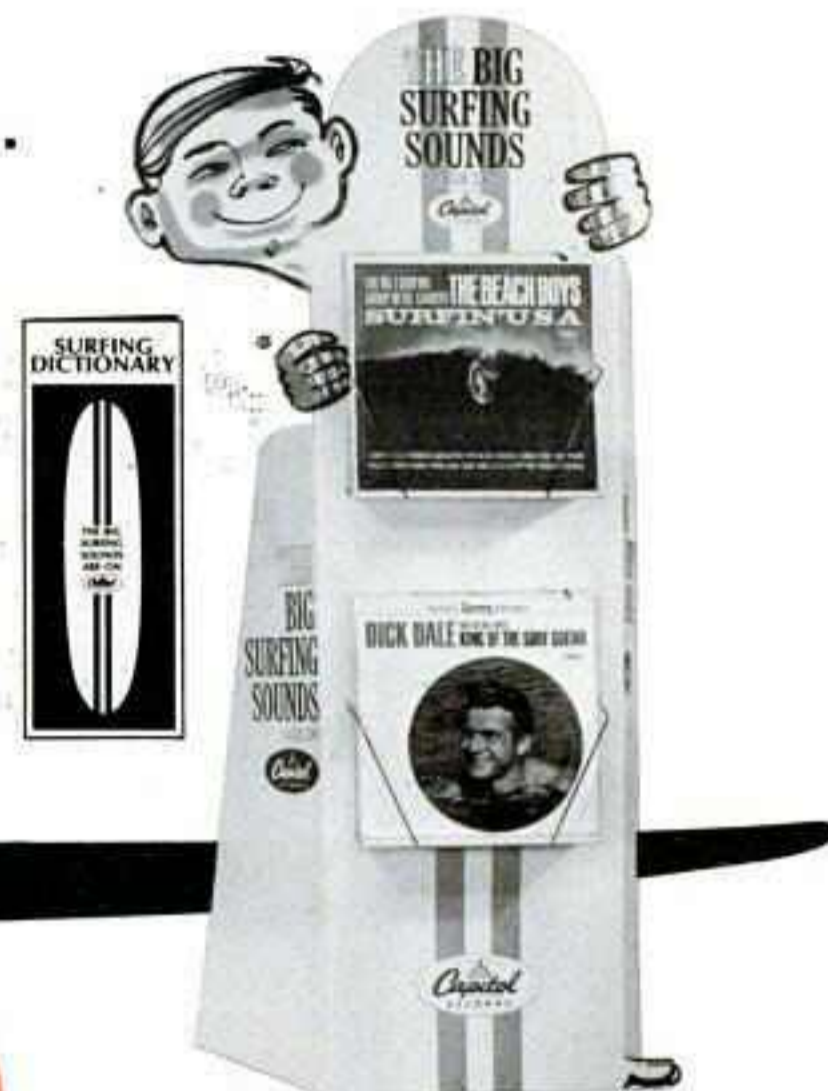
**COMING JULY 1 FROM CAPITOL**



# SURFING PROMOTION

This summer Capitol is bringing all the Surfing Sounds fans into your store... with a promotion that really sells them! And here's how:

- With the free Surfing Dictionary for every one of your teen-age customers.
- With a spectacular Surfboard record rack display.
- With a complete and comprehensive selection of Surfing Sounds merchandising aids.
- And with the greatest Surfing Sounds on records.



# SURFING SALES



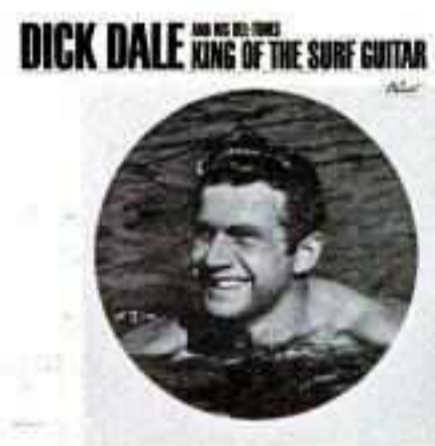
(S)T 1808



(S)T 1890



(D)T 1886



(S)T 1930



(S)T 1915



(S)T 1939

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

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

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

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

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



# SURFING DISCOUNT

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

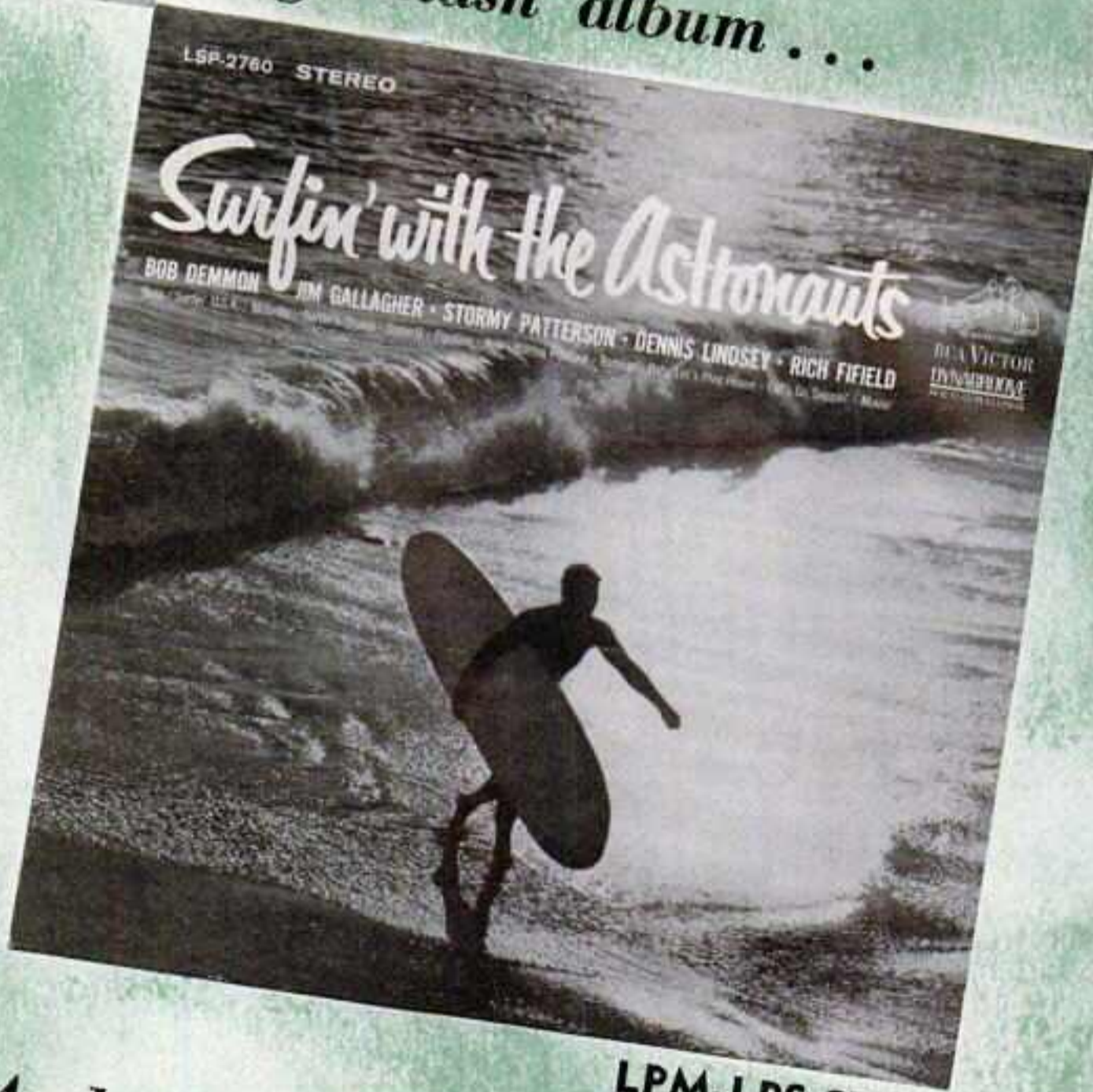


CAPTURING  
THE  
EXCITING  
SURFIN' SOUND

# ASTRONAUTS



with their  
big smash album . . .



LPM-LPS-2760

And . . . Breaking Big—

## “BAJA”

#47-8194

Personal Management:

VARIETY & MUSIC, 8271 Melrose Ave., L. A. 46, Cal. OL 3-0170

Recording:

RCA VICTOR ©

# Dick DALE

And The DEL TONES

**"King of the Surfin' Sound"**

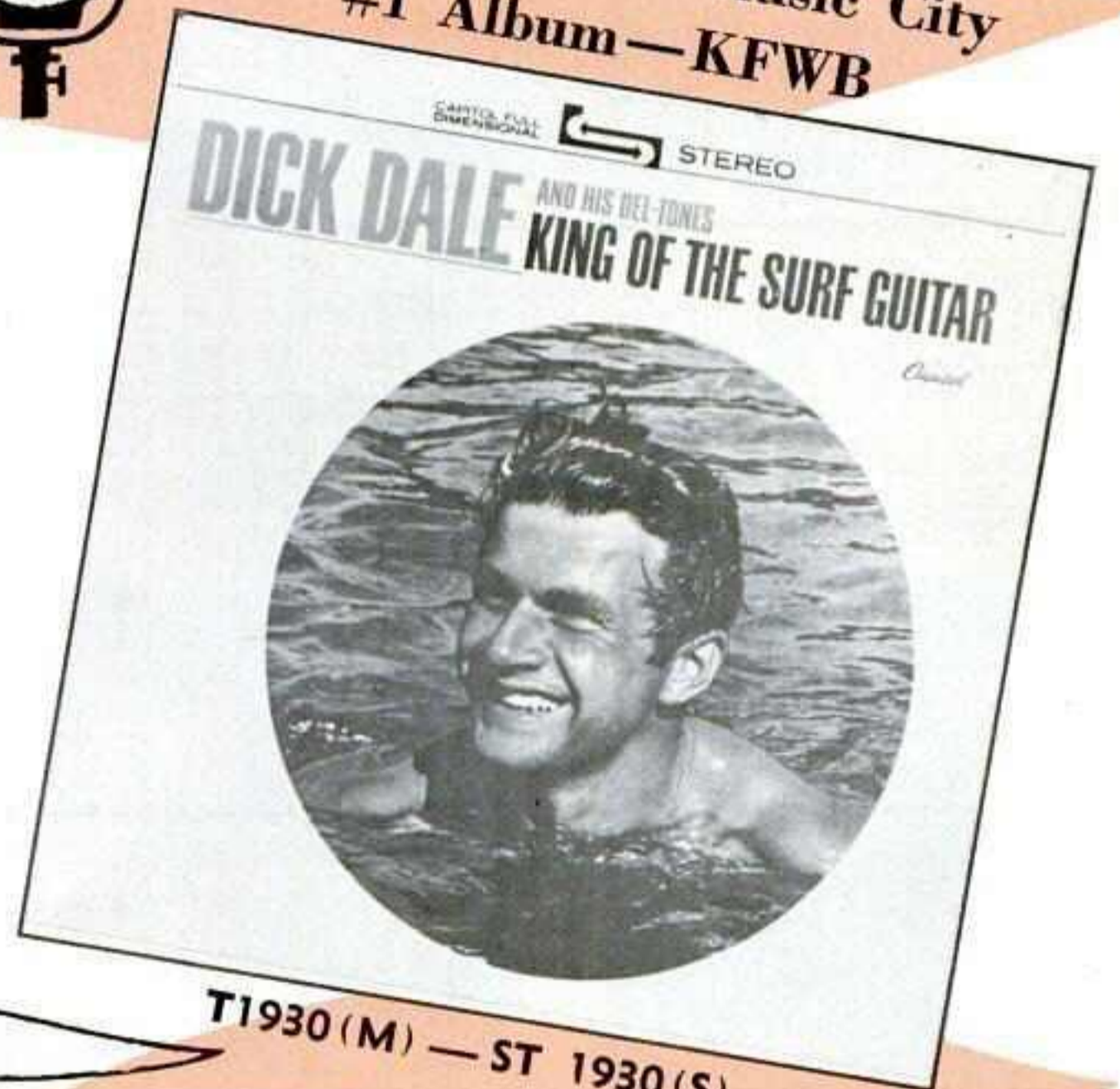
with his

**1st ALBUM FOR CAPITOL!**



#1 Album—Music City  
#1 Album—KFWB

Soon to be on a national tour

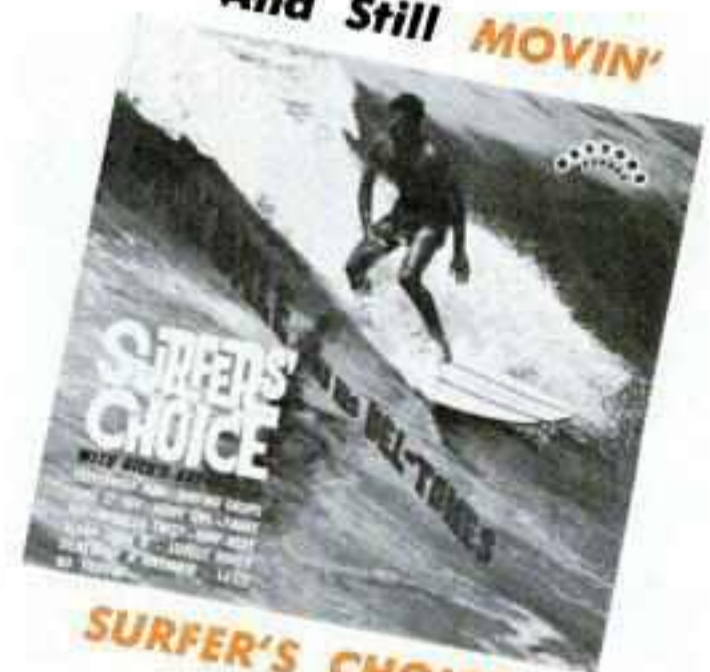


T1930 (M) — ST 1930 (S)

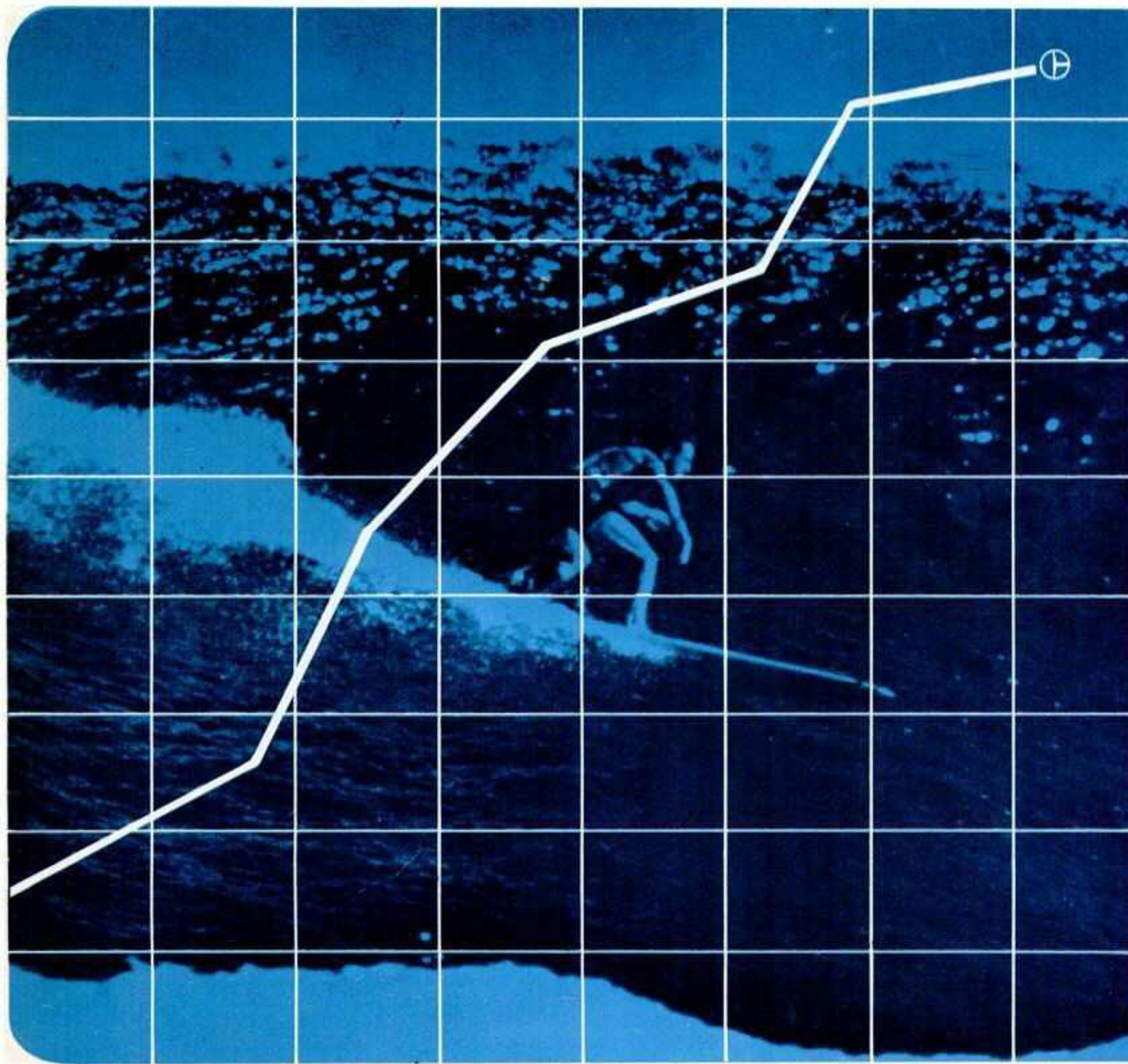
Recording



And Still **MOVIN'**



**SURFER'S CHOICE**  
DT 1886



**SURF'S  
UP!!!**  
**WAY UP ON  
THE CHARTS  
& DEL-FI IS  
RIDING THE  
CREST IN  
SALES AND  
NEW PRODUCT**

GO WITH DEL-FI'S "SURFIN' FOR SUMMER SALES!" TIE-INS WITH TOP 40 RADIO AND RETAIL OUTLETS IN ALL MAJOR MARKETS ■ ALL OUT NATIONAL PROMOTION ■ IN-STORE DISPLAYS ■ CONTEST ■ GIVEAWAYS ■ BIG DISCOUNTS TO ALL DEALERS ■ DATING ■ 100% EXCHANGE PRIVILEGE ■ 150,000 ALBUMS SOLD SINCE FEBRUARY NATIONALLY ■ THE NEWEST MUSIC CRAZE SWEEPING THE NATION



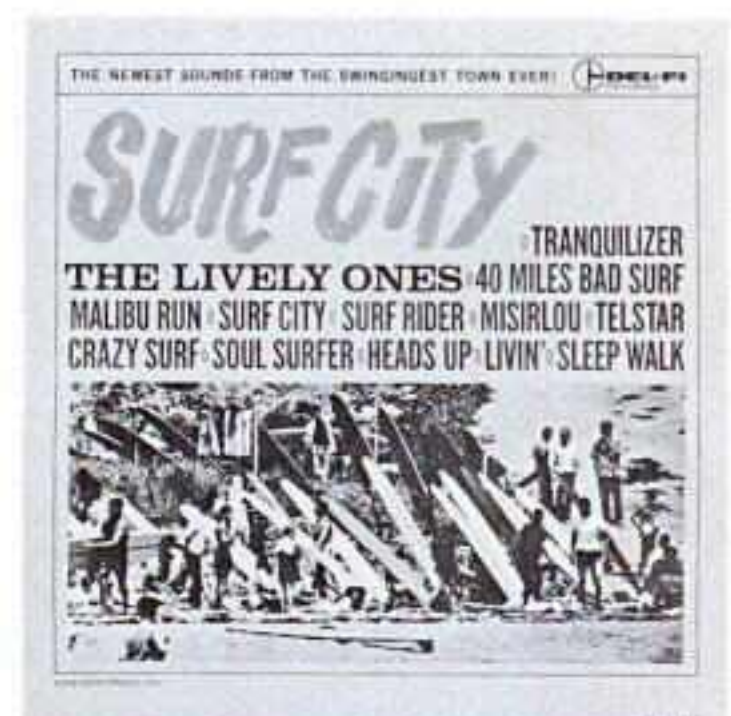
SURF RIDER • The Lively Ones  
DFLP-1226 DFST-1226



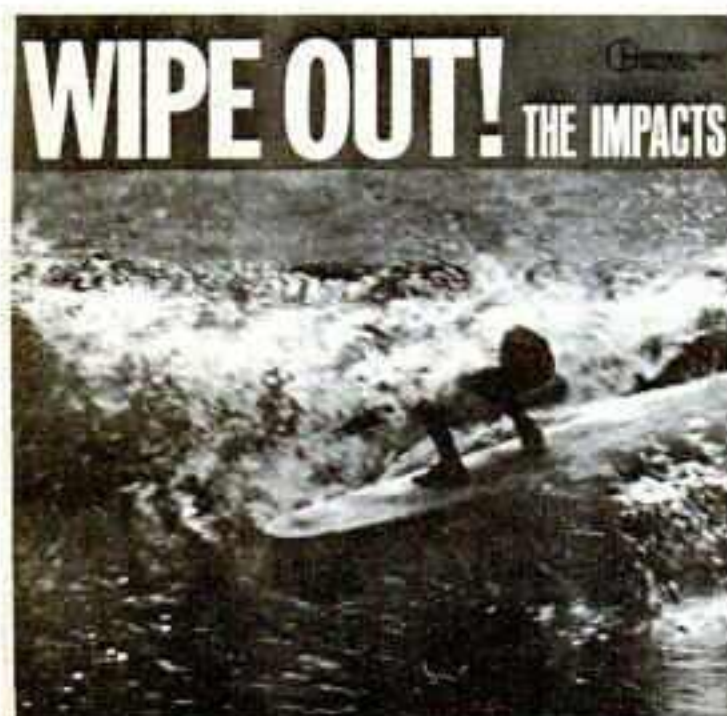
SURF DRUMS DFLP-1231 DFST-1231



THE ORIGINAL SURFER STOMP  
DFLP-1236 DFST-1236



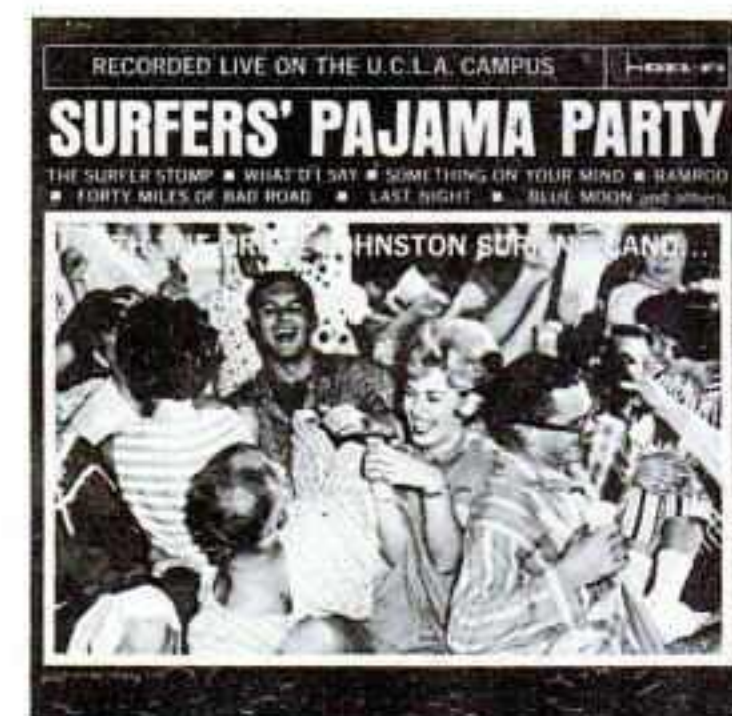
SURF CITY • The Lively Ones  
DFLP 1237 DFST 1237



WIPE OUT • The Impacts DFLP-1234 DFST-1234



BIG SURF • The Sentinals  
DFLP 1232 DFST-1232



SURFIN' PAJAMA PARTY  
Bruce Johnson Surfing Band  
DFLP-1228 DFST-1228



THE GREAT HITS • The Lively Ones  
DFLP 1238 DFST 1238

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





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

### Wee Surf Disk

Continued from page 26

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

#### Hearse Contests

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

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

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

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

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

## TALENT TOPICS

### SAN FRANCISCO

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

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

### HOUSTON

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

## Surfing Craze Ready to Splash

Continued from page 26

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

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

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

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

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

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



SCREAMIN'—Prestige 7259

Hot Breakout Single  
SANCTIFIED SAMBA  
45265



PRESTIGE RECORDS, INC.  
203 So. Washington  
Ave., Bergenfield, N. J.

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

BARRY CANDY

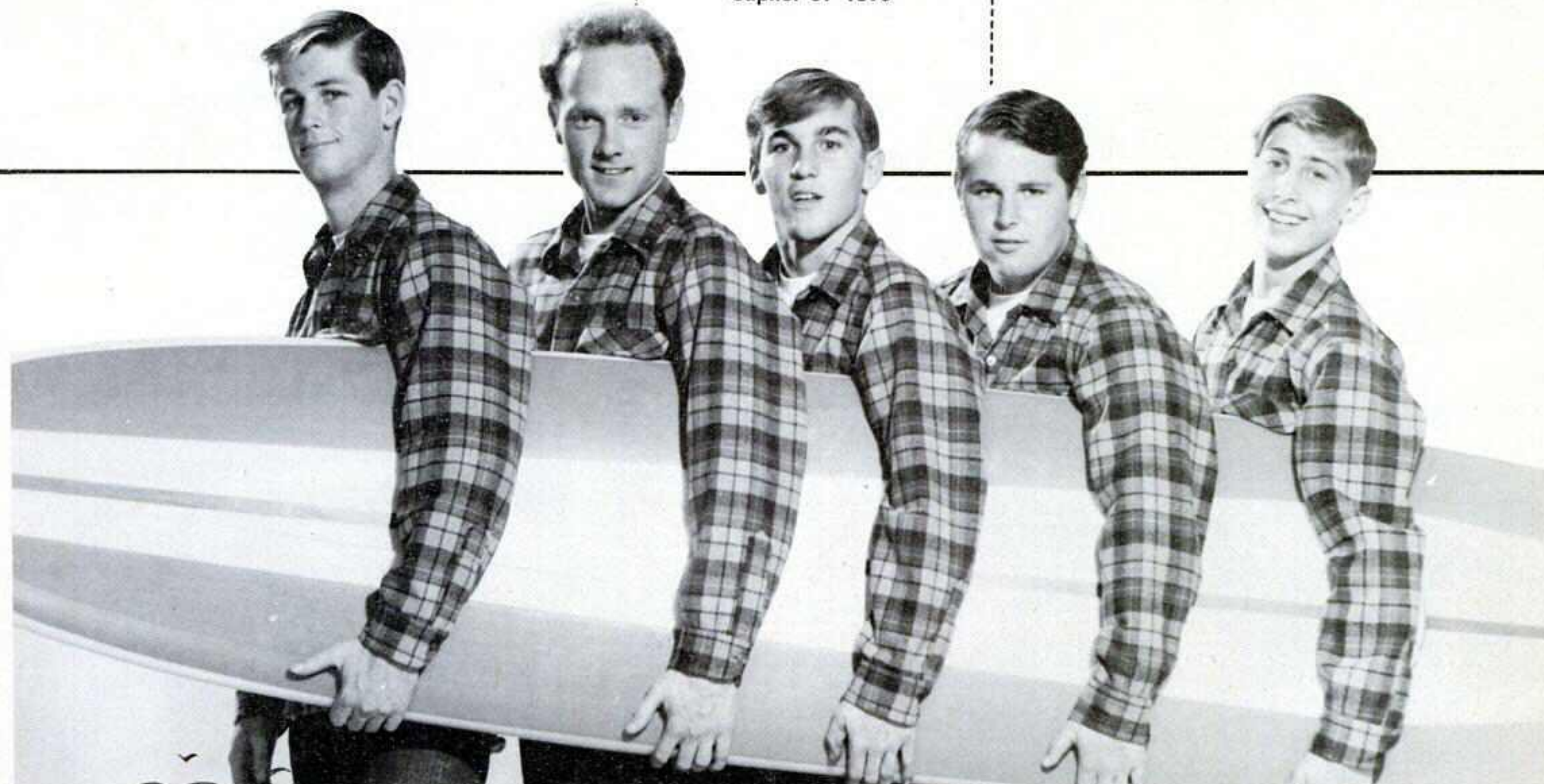
\*Thanks, Broadcasters, Program Directors, Disk Jockeys, for the wonderful reception and double-sided success of SURFIN' U.S.A. and SHUT DOWN #4932

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

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

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

Look for our new single offering soon.



## THE BEACH BOYS

Brian Wilson    Mike Love    Dennis Wilson    Carl Wilson    David Marks



Bookings:  
Wm. Morris Agency  
Beverly Hills • New York

Personal Management:  
Murry G. Wilson  
3701 W. 119 St., Hawthorne, Calif.

COUNTRY MUSIC CORNER

By BILL SACHS

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



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

**BOTH SIDES BREAKING!**

**CHAMP BUTLER**

"MY HEART BELONGS TO A STRANGER"

b/w

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

**GILLETTE RECORDS**

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

THE MOST TALKED OF SONG OF THE YEAR!

**Ernest Ashworth's**

**TALK BACK TREMBLING LIPS**

Hickory 1214

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis  
With  
Linda Gail Lewis

Sun Records  
639 Madison Memphis, Tenn.

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

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

Sparta, Tenn. Honors Flatt

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

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

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

WITH THE COUNTRY JOCKEYS

By BILL SACHS

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

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

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

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

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

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

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

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

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/29/63

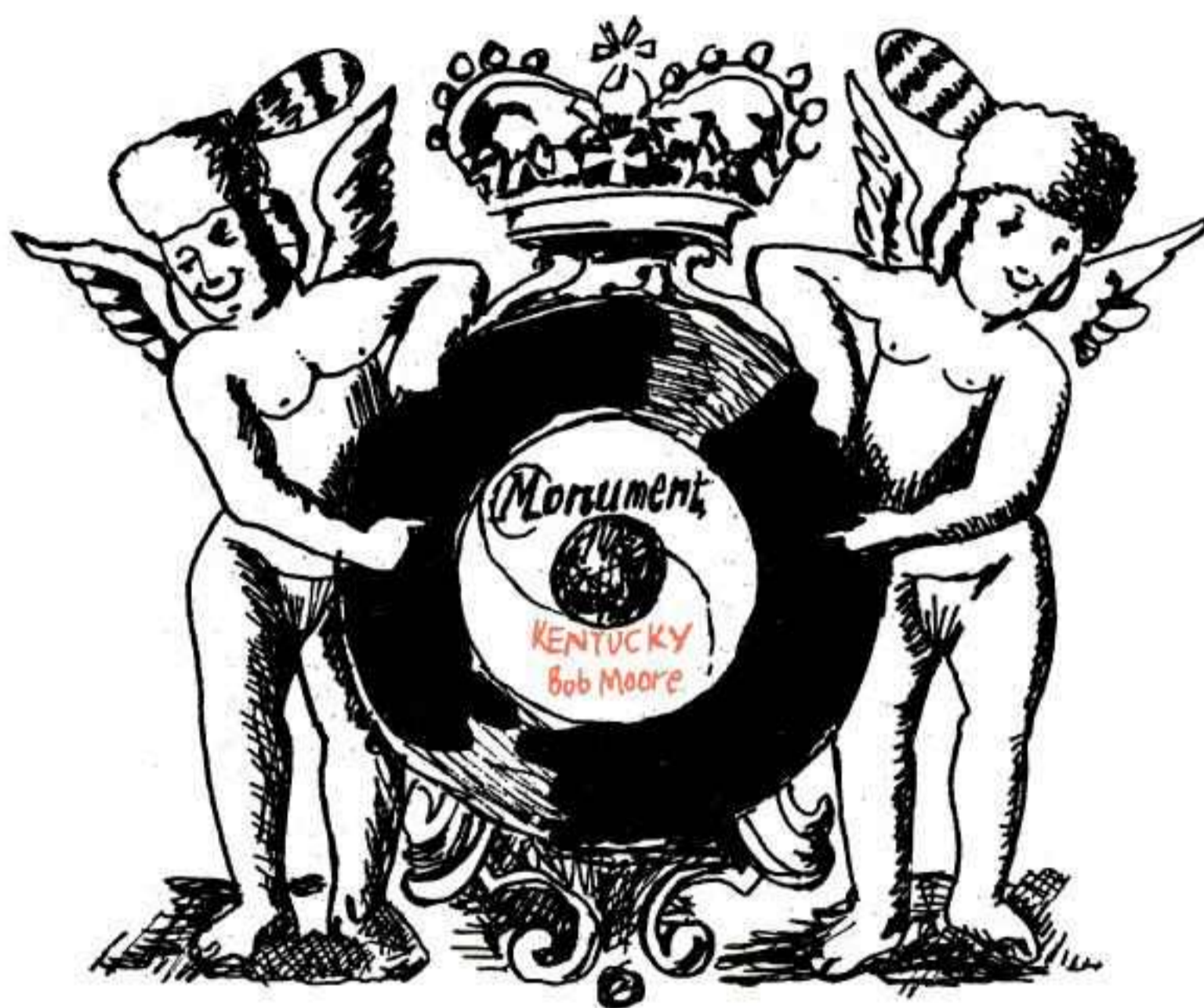
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	ACT NATURALLY . . . . . Buck Owens, Capitol 4937	12
2	1	LONESOME 7-7203 . . . . . Hawkshaw Hawkins, King 5712	16
3	4	WE MUST HAVE BEEN OUT OF OUR MINDS . . . . . George Jones & Melba Montgomery, United Artists 575	9
4	2	STILL . . . . .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

Ward has a record out called "Hic-I-Dee." Flip side is "Story-book of Love." He has just returned from a promotion tour for his new record through the South and West.



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





**Kentucky likes Kentucky & so  
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**monument**  
*record corporation, hendersonville, tenn.*

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BAMBINO**

by  
**Rocco Granata**  
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**VIJUN RECORDS**  
1449 S. Michigan Ave.  
Chicago 5, Ill.



**I'M NO ANGEL  
BUT SEE PAGE 9**

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

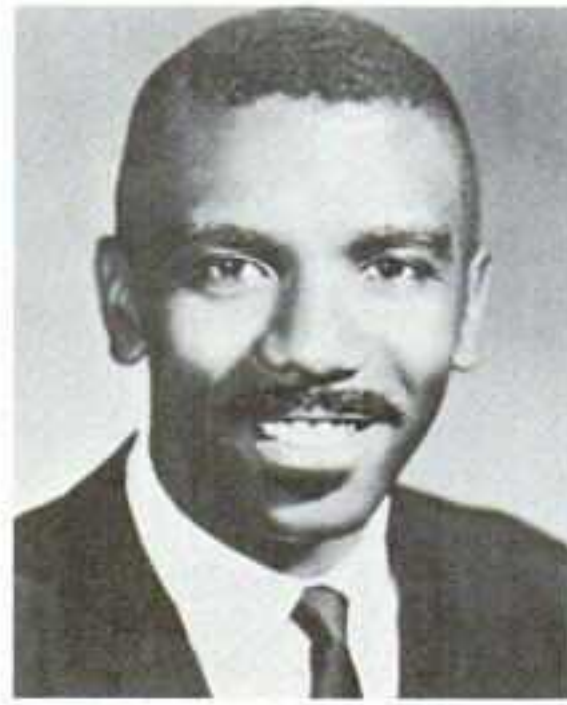
**R & B ROUNDUP**



**DADDY-O-DAYLIE**

By **NICK BIRO**  
(Chicago Office)

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



**JIMMY SMITH**

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

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

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



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

**HOT R&B SINGLES**

**Billboard SPECIAL SURVEY**

FOR WEEK ENDING 6/29/63

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

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

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

Movin' to the Top!

**I Can Learn**

BY  
**THE CHAINS**

PEACOCK 1922

**DUKE-PEACOCK RECORDS, INC.**

2809 Erastus Street  
Houston 26, Texas

the  
**FUTURE**  
with a  
promise

**NAVY**

**WHY HYPE?**

**WHY WASTE WORDS?**

**IT'S ON THE CHARTS**

**HE HAS ANOTHER HIT!**

**BROOK BENTON**

**"My True Confession"**

72135

America's First Family



Of Fine Recordings

# WHO SAYS STEREO RECORDS ARE IN SHORT SUPPLY?

## NOT FOR OPERATORS OF SEEBURG PHONOGRAPHS!

### TODAY'S BIGGEST PACKAGE OF EARNING POWER!



#### Seeburg Little LP Album Stereo Record

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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

*Joe Marsala*  
Vice-President  
Music & Record Division

MAIL TO **SEEBURG**

1500 North Dayton Street, Chicago 22, Illinois

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

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

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

B



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



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



**The Bachelors**  
**CHARMAINE**  
9584



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



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

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



**Craig Douglas**  
**DANKE  
SCHOEN**  
9611

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

## ★ REGIONAL BREAKOUTS

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

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

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

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

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

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

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

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

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

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

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

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

**SPRING**  
Birdlegs & Pauline, Vee Jay 510 (Kirchstein-Conrad, BMI) (Cleveland)

# SINGLES REVIEWS



## SPOTLIGHT WINNERS OF THE WEEK

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

## SINGLES REVIEW POLICY

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



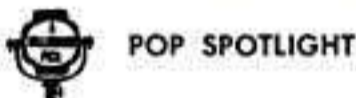
POP SPOTLIGHT

**BRENDA LEE**

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

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

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



POP SPOTLIGHT

**JIMMY GILREATH**

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

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



POP SPOTLIGHT

**THE SOCIETY GIRLS**

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

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



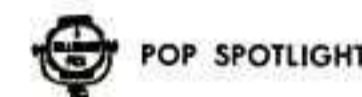
POP SPOTLIGHT

**THE RIP CHORDS**

**GONE**  
(Daywin, BMI) (2:03)

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

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



POP SPOTLIGHT

**THE SPRINGFIELDS**

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

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



POP SPOTLIGHT

**FREDDY AINSFIELD**

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

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

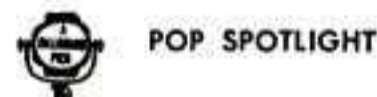


POP SPOTLIGHT

**THE HIGH KEYS**

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

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

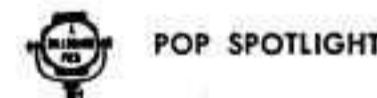


POP SPOTLIGHT

**THE COOKIES**

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

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

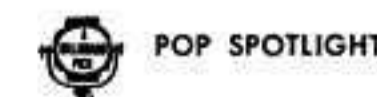


POP SPOTLIGHT

**THE CONTOURS**

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

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



POP SPOTLIGHT

**DIANE DIXON**

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

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

**POP SPOTLIGHT**

**JIMMY PAYNE**

**EVERY LITTLE PRETTY GIRL**

(Lyc, BMI) (2:38)—Vee Jay 517

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

**POP SPOTLIGHT**

**THE RAN-DELLS**

**MARTIAN HOP**

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

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

**POP SPOTLIGHT**

**DARLENE LOVE**

**WAIT 'TIL MY BOBBY GETS HOME**

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

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

**COUNTRY SPOTLIGHT**

**BUCK OWENS AND ROSE MADDOX**

**WE'RE THE TALK OF THE TOWN**

(Bluebook, BMI) (2:02)

**SWEETHEARTS IN HEAVEN**

(Pamper, BMI) (2:48)—Capitol 4992

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

**C.&W. SPOTLIGHT**

**JIMMIE DAVIS**

**THERE WON'T BE A WEDDING**

(Zest, BMI) (2:52)—Decca 31509

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

**C.&W. SPOTLIGHT**

**P. J. PROBY**

**I CAN'T TAKE IT LIKE YOU CAN**

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

**SO DO I**

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

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

**C.&W. SPOTLIGHT**

**DAVE RICH**

**THE GREAT SPECKLED BIRD**

(PD) (2:58)—Decca 31513

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

**R.&B. SPOTLIGHT**

**JOHN LEE HOOKER**

**I'M LEAVING**

(Conrad, BMI) (2:17)

**BIRMINGHAM BLUES**

(Conrad, BMI) (2:55)—Vee Jay 538

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



**FOUR-STAR SINGLES**

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

**POPULAR**

**THE LAVENDERS**

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

**JEAN DEE**

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

**DAVE GRUSIN**

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

**LITTLE JOEY VESPE**

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

**COREY DENVER**

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

**ELVIS PRESLEY**

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

**THE MAJORS**

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

**SAMMY SALVO**

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

**FRANKIE AVALON**

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

**NANCY WILSON**

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

**JERRY REED AND THE HULLY GIRLIES**

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

**DAVE BRUBECK QUARTET AND ORK**

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

**PEREZ PRADO AND HIS ORK**

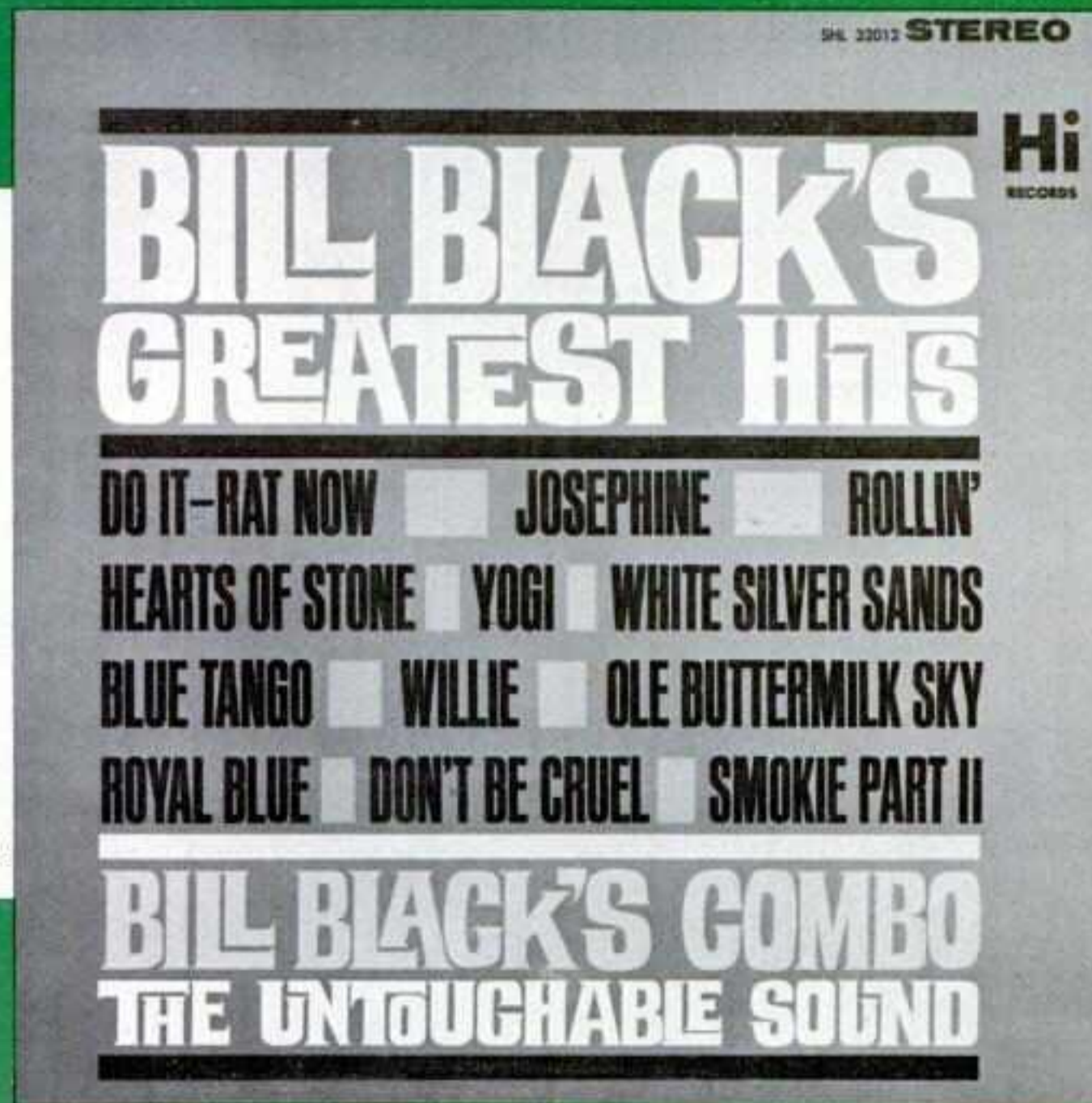
★★★★ Teresita (Gil, BMI) (2:11)—★★★★ Katanga (Southern, ASCAP) (1:35). RCA VICTOR 8204

(Continued on page 44)

*Sweepin' the country...*

**BILL BLACK'S COMBO**

(The Untouchable Sound)



Stereo  
SHL 32012

Mono  
HL 12012

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

**SPECIAL TERMS ON ENTIRE Hi LP CATALOG**

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THE AMERICAN LONDON GROUP

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

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

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

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

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs including 'SUKIYAKI', 'IT'S MY PARTY', 'HELLO STRANGER'.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-66 including 'RING OF FIRE', 'I WISH I WERE A PRINCESS', 'PRISONER OF LOVE'.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'NOT TOO YOUNG TO GET MARRIED', 'DENISE', 'IF YOU NEED ME'.

Billboard Award

HOT 100—A TO Z—(Publisher-Licensor)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from the Hot 100 chart, including 'Abilene', 'Another Saturday Night', 'Antony and Cleopatra Theme'.

Table listing songs A-Z from the Hot 100 chart, including 'Hello Jim', 'Hello Stranger', 'Hootenanny'.

Table listing songs A-Z from the Hot 100 chart, including 'Pride and Joy', 'Prisoner of Love', 'Rat Race'.

Table listing songs A-Z from the Hot 100 chart, including 'Say Wonderful Things', 'Scarlett O'Hara', 'Shake a Tail Feather'.

Table listing songs A-Z from the Hot 100 chart, including '101. TAMBORE', '102. BE CAREFUL OF STONES THAT YOU THROW'.





*the nation's best selling records*

**CHART WINNING ALBUMS!**



SUKIYAKI Billy Vaughn

DLP 3523



PIPELINE The Chantays

DLP 3516



1963's EARLY HITS Lawrence Welk

DLP 3510



1962's GREATEST HITS Billy Vaughn

DLP 3497



GRAVY WALTZ Steve Allen

DLP 3515



ANOTHER HIT AS BIG AS "DECK OF CARDS"

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b/w VIOLET AND A ROSE #16500

**BEST SELLING SINGLES!**

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

**NEW ALBUM RELEASES**



PAT BOONE SINGS GUESS WHO  
DLP 3501



THE ANDREWS SISTERS PRESENT  
DLP 3529



GEORGE WRIGHT  
Great Hawaiian Melodies DLP 3526



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



THE STAR SPANGLED BANNER  
PAT BOONE DLP 3520





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**BRENDA LEE**

I WONDER

C/W

MY WHOLE WORLD IS FALLING DOWN

31510

*a hit on*

DECCA



*naturally*

# Smash Sound!

## Surfin' Hootenanny

962

### Al Casey

### STACY RECORDS

1918 PRAIRIE  
CHICAGO 16

## Little Richard "TRAVELIN' SHOES"

2192

### ATLANTIC RECORDS

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Complete Record Service.  
Includes Labels—Processing—Masters.  
Send your tape—we do the rest!  
**SONGCRAFT** 1650 Broadway  
New York 19, N. Y.

## • SINGLES REVIEWS

• Continued from page 39

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## • ALBUM REVIEWS

• Continued from page 12

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

**INTERNATIONAL**  
Mieczslaw Fogg Sings  
Bruno BR 50197

**RHYTHM & BLUES**  
16-YEAR-OLD SOUL  
Billy Preston, Derby LPM 701 (M)

**SACRED**  
THIS WORLD IS NOT MY HOME  
Jimmy Martin, Decca DL 74360 (S); DL 4360 (M)

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

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

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

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

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

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

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

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

**POPULAR**  
SHOWCASE: JIMMY ROSELLI  
Lenox LX 228

**SON NOVA 1988**  
Arel, Davidovsky + Ussachevsky. Son Nova 3

**CLASSICAL**  
BEETHOVEN: SYMPHONY NO. 9  
London Symphony Orchestra (Krips). Everest 6110 (M); 3110 (S)

**INTERNATIONAL**  
CARAVAN EAST  
Arta Barsamian & His Ork. Ajay LP 3363 (M)

**RELIGIOUS**  
REVIVALTIME DEVOTIONS  
C. M. Ward. Word W 3193 (M)

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

**POPULAR**  
BEN TATE (EP)  
Ronnie 2051

**BOB WILLS**  
★★★★ Rosetta (Mayfair, ASCAP) (2:15)—★★★ Blues in "A" (Tonio-rose, BMI) (2:28). LIBERTY 55594

**JAZZ**  
ILLINOIS JACQUET  
★★★★ Bonita (Arc, BMI) (2:45)—★★★ The Message (Benglo-Hullabaloo, BMI) (2:50). ARGO 5444

**EDDIE THOMPSON TRIO**  
★★★★ Cherry (Melody Lane, BMI) (3:06)—★★★ Shepherd's Pie (Astronaut, ASCAP) (2:55). GEMINI 1-2

**POLKA**  
SPIKE MICALE  
★★★★ Mltza — ★★ Whispering Waltz (Mills, ASCAP) (2:44). CUCA 1135

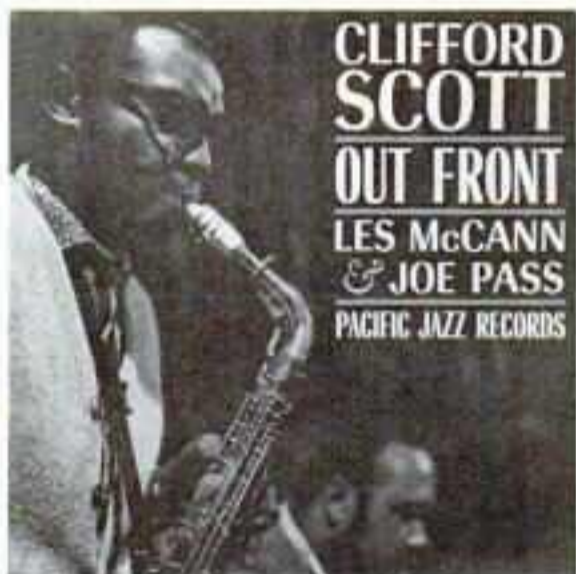
# HOT and getting HOTTER! PACIFIC JAZZ/WORLD-PACIFIC



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



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



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



BRASAMBA/SHANK & FISCHER/PJ-64/ST-64

**LES McCANN**  
**THE GOSPEL TRUTH**  
PJ-69/ST-69  
release date:  
JULY 15th

the next big HIT by **THE FURYS!**  
**ANYTHING FOR YOU/CAT 'N MOUSE**  
WORLD-PACIFIC X-385  
another HIT from **JIMMY MACK** who also produced  
"ZING WENT THE STRINGS" (by THE FURYS)  
available NOW!

- BEST SELLING SINGLES**
- X-350 THE SHAMPOO/KATHLEEN'S THEME  
LES McCANN
  - X-371 TOUGH TALK/NO NAME SAMBA  
THE JAZZ CRUSADERS
  - X-377 I WILL LOVE YOU/BRIGHTEST SMILE  
MARILYN BURROUGHS
  - X-375 PENTECOSTAL FEELING/I'LL BE AROUND  
TOOTS THIELMANS
  - X-385 WHERE IT'S AT/HERE NOW... CHARLES KYNARD
  - X-368 CROSTALK/SAMBA DE BAMBA  
CLIFFORD SCOTT

**PACIFIC JAZZ/WORLD-PACIFIC DISTRIBUTORS**

ATLANTA	GEORGIA	(523-1961)
BALTIMORE/DC	GENERAL	(NO 9-6411)
BUFFALO	BEST	(TU 2-0427)
BOSTON	DUMONT	(HI 2-0800)
CHICAGO	SUMMIT	(BI 8-3621)
CLEVELAND	CONCORD	(MA 1-7274)
CINCINNATI	A & I	(CH 1-7644)
DETROIT	CADET	(TE 2-5000)
DENVER	PAN AMERICAN	(RA 2-5731)
DALLAS	DOT	(ME 1-0630)
HONOLULU	POLYNESIAN	(5-5931)
HARTFORD	TRINITY	(BU 9-4349)
LOS ANGELES	CALIFORNIA	(RE 1-8601)
MIAMI	FLORIDA MUSIC SALES	
MINNEAPOLIS	DG	(FE 2-5521)
NEW YORK CITY	SUPERIOR	(CI 5-3655)
NEWARK	APEX-MARTIN	(MA 3-7231)
OKLAHOMA CITY	SONART	(JA 4-3993)
PHILADELPHIA	UNIVERSAL	(CE 2-3333)
RICHMOND	ALLEN	(EL 5-7896)
SAN FRANCISCO	C & C	(MI 7-3806)
ST. LOUIS	COMMERCIAL	(JE 5-1515)
SEATTLE	CRAIG CORPORATION	
SAN ANTONIO	PERRY SHANKLE	(CA 3-1801)
TORONTO	MORRIS	(HU 5-6372)
VANCOUVER	ARAGON	(TA 3838)

**PACIFIC JAZZ/WORLD-PACIFIC 8715 WEST THIRD STREET LOS ANGELES 48, CALIFORNIA**



**PHILIPS RECORDS  
ANNOUNCES...  
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PRODUCT, PRICE, PROFITS  
June 15-July 31**



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FABULOUS NEW RELEASE  
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TODAY**

**This  
Star-Studded Release...  
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Encore—Woody Herman, 1963—Woody Herman  
PHM 200-092/PHS 600-092



Something Old, Something New—Dizzy Gillespie  
PHM 200-091/PHS 600-091

**EXTENSIVE  
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HARD-HITTING  
MERCHANDISING**



Granny and Jim Sing—Granny and Jim  
PHM 200-095/PHS 600-095



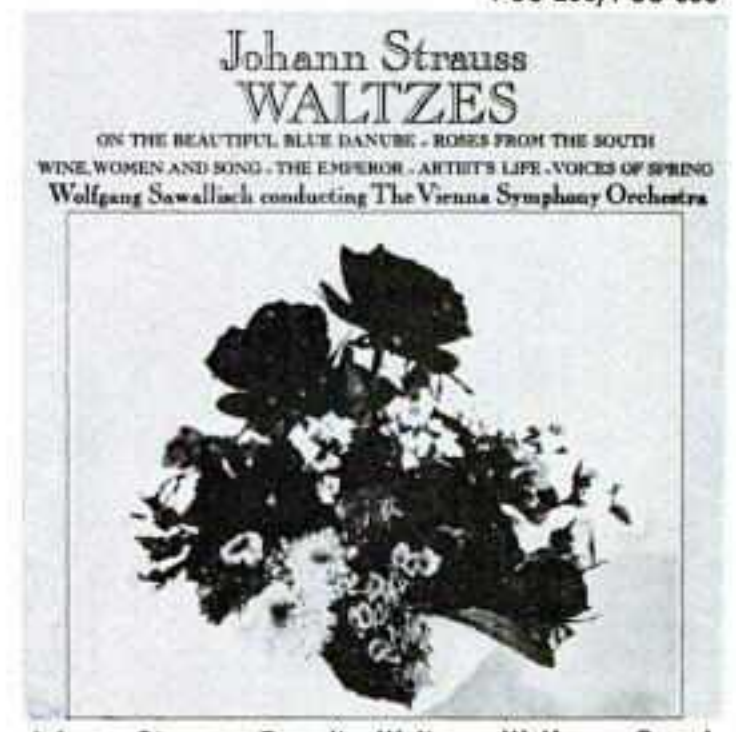
Missa Luba—Les Troubadours Du Roi Baudouin  
PCC 206/PCC 606



Film Music From France—Original Sound Tracks from 12 Leading French Films  
PHM 200-071/PHS 600-071



Beethoven Sonatas for Piano and Violin—David Oistrakh, violin and Lev Oborin, piano  
PHM 500-031/PHS 900-031



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



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



# ROULETTE

IS HOTTER THAN A  
FIRECRACKER

**EXPLOSIVE SINGLE SALES  
WITH 3 FOLLOW-UP HITS!**

SMASH FOLLOW-UP TO  
"TWO FACES HAVE I"

**LOU CHRISTIE**  
**HOW MANY TEAR DROPS**

R-4504

SMALL FOLLOW-UP TO  
"HOT PASTRAMI"

**JOEY DEE**  
**DANCE-DANCE-DANCE**

R-4503

SMASH FOLLOW-UP TO "EL WATUSI"

**RAY**  
**BARRETTO**

**MR. BLAH BLAH**

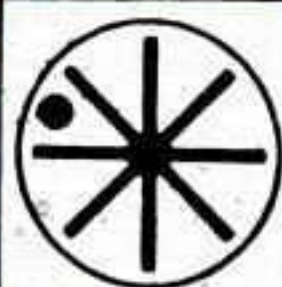
TICO 422

CLIMBING TO #1 ON THE CHARTS!

**THE**  
**ESSEX**

**EASIER SAID THAN DONE**

R-4494



**ROULETTE**

# International NEWS REPORTS

## By-the-Sea Music Will Splash Big

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

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

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

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

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

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

## EMI SECURES RIGHTS TO PAIR

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



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

## 4TH BIRTHDAY

# Ember Has Big Plans Afoot To Expand in Many Lands

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

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

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

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

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

(Continued on page 50)



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

## THE RECORD, THAT IS

# 'Common Market' Hits Europe

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

Electrola is issuing the disk in West Germany, Austria and

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

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

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

## AUSTRALIA

# Festival Distrib For A & M Label

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

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

## ARGENTINA

# Prices Go Up; Jobs Go Out

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

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

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

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



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





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

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

#### WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

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

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

#### WORLDWIDE HIT PARADE (Billboard Hot 100)

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

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

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

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

## International News

• Continued from page 48

### BRITAIN

#### From Liverpool? —You're a Hit

By CHRIS HUTCHINS  
News Editor,  
New Musical Express

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

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

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

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

#### Visitors

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

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

#### Record Business

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

### CANADA

#### Gabor, RCA Sue Over Phono Use

By DEAN WALKER  
57 Yorkminster Road,  
Willowdale, Ontario

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

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

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

### COLOMBIA

#### Bermudez Takes New Pub Post

By ALVARO PENALVER C.

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

### EIRE

#### Reeves 'Hello' Tour a Big Hit

By KEN STEWART  
Irish Times, Ltd., Dublin

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

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

### FRANCE

#### A World of Jazz Stars at Festival

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

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

(Continued on page 52)

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# MEANS BUSINESS

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## International News

• Continued from page 50

by **Bea Benjamin** and the Dollar Brand trio.

The French State radio networks will cover the entire Festival.

### Visitors In

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

### Festival Stars Appear

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

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

## GERMANY

### 'Third Man' Pulls 40 Million Disks

By **JIMMY JUNGERMANN**  
102 Ismaninger Street,  
Munich 27

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

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

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

## HOLLAND

### Pye, Kapp Disks In Negram Push

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

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

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

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

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

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

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

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

## ISRAEL

### Shannon Scores In Ol' Tel Aviv

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

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

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

## ITALY

### RCA Summer Hot Already

By **SAM'L STEINMAN**  
Piazza San Anselmo, Rome 1

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

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

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

## NORWAY

### Pub Seeks New 'Lands' to Conquer

By **ESPEN ERIKSEN**  
C/o Verdens Gang, Oslo

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

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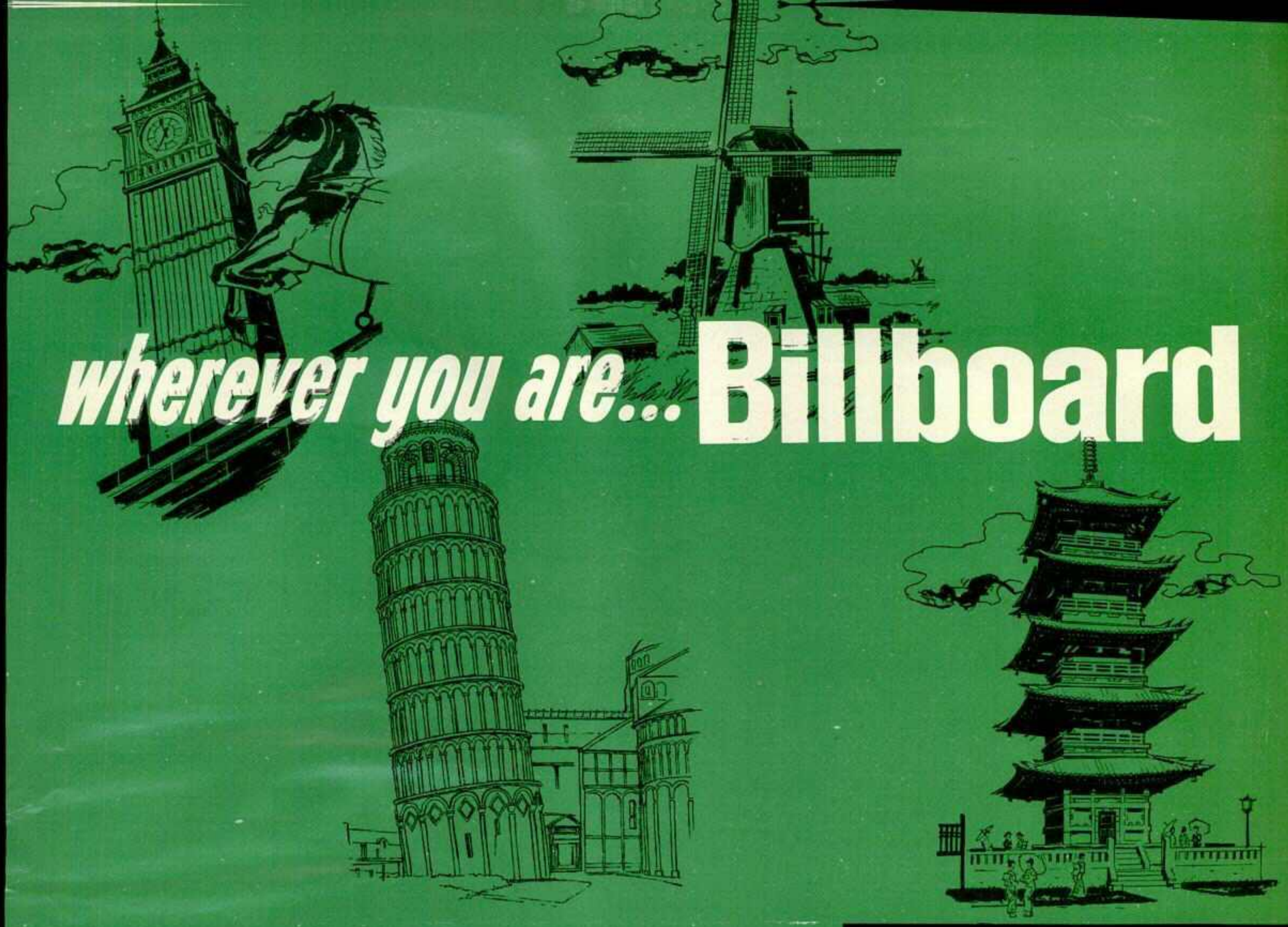
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# International News

• Continued from page 52

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

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

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

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

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

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

## POLAND

### Old Presley Disks Will Never Die...

By ROMAN WASCHKO  
Warszawa 22, Glogera 4.

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

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

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

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

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

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

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

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

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

## VENEZUELA

### Favedica Opens New Disk Plant

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

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



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**SEE PAGE 6**



Big Market Activity!

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P 874

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**TODAY'S TOP TUNES**

**HONOR ROLL OF HITS**

TRADE MARK REG.

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart	RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)
1	1	<b>SUKIYAKI</b>	By El-Nakamura—Published by Beechwood (BMI)	6	1. <b>SUKIYAKI</b> — Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010.
2	2	<b>IT'S MY PARTY</b>	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	7	2. <b>IT'S MY PARTY</b> —Lesley Gore, Mercury 72119.
3	3	<b>HELLO STRANGER</b>	By Lewis—Published by McLaughlin (BMI)	5	3. <b>HELLO STRANGER</b> —Barbara Lewis, Atlantic 2184.
4	6	<b>BLUE ON BLUE</b>	By David-Bacharach—Published by Famous (ASCAP)	5	4. <b>BLUE ON BLUE</b> —Bobby Vinton, Epic 9593.
5	4	<b>YOU CAN'T SIT DOWN</b>	By Upchurch-Clark-Muldray-Sheldon—Pub. by Conrad-Dasher (BMI)	7	5. <b>YOU CAN'T SIT DOWN</b> — Dovells, Parkway 867.
6	16	<b>EASIER SAID THAN DONE</b>	By Linton-Huff—Published by Nom (BMI)	2	6. <b>EASIER SAID THAN DONE</b> —Essex, Roulette 4494.
7	9	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b>	By Tobias-Carste—Published by Comet (ASCAP)	6	7. <b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> —Nat King Cole, Capitol 4965.
8	5	<b>DA DOO RON RON</b>	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	7	8. <b>DA DOO RON RON</b> —Crystals, Philips 112.
9	12	<b>ONE FINE DAY</b>	By King-Goffin—Published by Screen Gems-Columbia (BMT)	3	9. <b>ONE FINE DAY</b> — Chiffons, Laurie 3179.
10	23	<b>MEMPHIS</b>	By Berry—Published by Arc (BMI)	2	10. <b>MEMPHIS</b> — Lonnie Mack, Fraternity 906.
11	24	<b>SURF CITY</b>	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	2	11. <b>SURF CITY</b> — Jan & Dean, Liberty 55580.
12	8	<b>STILL</b>	By Anderson—Published by Moss Rose (BMI)	8	12. <b>STILL</b> — Bill Anderson, Decca 31458; LaVern Baker, Atlantic 1104.
13	10	<b>18 YELLOW ROSES</b>	By Darin—Published by T. M. (BMI)	5	13. <b>18 YELLOW ROSES</b> — Bobby Darin, Capitol 4970.
14	13	<b>BIRDLAND</b>	By Mann-Smith—Published by Woodcrest-Ace (BMI)	4	14. <b>BIRDLAND</b> — Chubby Checker, Parkway 873.
15	26	<b>TIE ME KANGAROO DOWN, SPORT</b>	By Harris—Published by Beechwood (BMI)	2	15. <b>TIE ME KANGAROO DOWN, SPORT</b> —Pat Boone, Dot 16494; Rolf Harris Epic 9596.
16	—	<b>SO MUCH IN LOVE</b>	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	1	16. <b>SO MUCH IN LOVE</b> —Tymes, Parkway 781.
17	7	<b>I LOVE YOU BECAUSE</b>	By Payne—Published by Fred Rose (BMI)	9	17. <b>I LOVE YOU BECAUSE</b> — Al Martino, Capitol 4930; George Jones, Mercury 72087.
18	15	<b>SURFIN' U. S. A.</b>	By Wilson—Published by Arc (BMI)	11	18. <b>SURFIN' U. S. A.</b> —Beach Boys, Capitol 4932.
19	21	<b>MY SUMMER LOVE</b>	By Hilliard-Garson—Published by Rosewood (ASCAP)	2	19. <b>MY SUMMER LOVE</b> —Ruby & the Romantics, Kapp 525.
20	11	<b>TWO FACES HAVE I</b>	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	9	20. <b>TWO FACES HAVE I</b> — Lou Christie, Roulette 4481.
21	28	<b>ON TOP OF SPAGHETTI</b>	By Glazer—Published by Songs (ASCAP)	2	21. <b>ON TOP OF SPAGHETTI</b> — Tom Glazer & the Children's Chorus, Kapp 526.
22	17	<b>WILDWOOD DAYS</b>	By Mann-Appell—Published by Kalmann (ASCAP)	4	22. <b>WILDWOOD DAYS</b> — Bobby Rydell, Cameo 252.
23	—	<b>PRIDE AND JOY</b>	By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)	1	23. <b>PRIDE AND JOY</b> — Marvin Gaye, Tamla 54079.
24	25	<b>IF MY PILLOW COULD TALK</b>	By Stewart Jr. Mosley—Published by Merna (BMI)	3	24. <b>IF MY PILLOW COULD TALK</b> — Connie Francis, MGM 13143.
25	27	<b>STRING ALONG</b>	By Duncan-Doyle—Published by Blue Grass (BMI)	3	25. <b>STRING ALONG</b> — Rick Nelson, Decca 31495.
26	19	<b>THE GOOD LIFE</b>	By Reardon-Distel—Published by Paris (ASCAP)	4	26. <b>THE GOOD LIFE</b> — Tony Bennett, Columbia 42779; Kenny Burrell, Blue Note 1884; Betty Carter, Atco 6254; Sergio Franchi, RCA Victor 8149; Eddie Heywood, Liberty 55575; Kathy Keegan, Malibu 1219; Lalo Schifrin, MGM 13139.
27	22	<b>SHUT DOWN</b>	By Wilson—Published by Sea of Tunes (BMI)	3	27. <b>SHUT DOWN</b> — Beach Boys, Capitol 4932.
28	30	<b>POOR LITTLE RICH GIRL</b>	By Goffin-King—Published by Screen Gems-Columbia (BMI)	2	28. <b>POOR LITTLE RICH GIRL</b> —Steve Lawrence, Columbia 42795.
29	—	<b>FIRST QUARREL</b>	By Smith-McDuff-Couch—Published by LeBill-Marbill (BMI)	1	29. <b>FIRST QUARREL</b> — Paul & Paula, Philips 40114.
30	—	<b>COME AND GET THESE MEMORIES</b>	By Holland-Dozier-Holland—Published by Jobete (BMI)	3	30. <b>COME AND GET THESE MEMORIES</b> — Martha & the Vandellas, Gordy 7014.

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**STEVE ALAIMO**  
 Checker #1047

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DICK CLARK IN SYNDICATION

# Men From MARS Making Air History

By GIL FAGGEN

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

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

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

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

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

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

**One Apart**

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

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

attained by any deejay on a national scale.

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

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

**On the Roads**

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

## Radio-TV PROGRAMMING

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

programming newsletter

By BILL GAVIN •

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

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

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



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

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

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

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

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

*(Continued on page 57)*

## VOX JOX

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

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

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

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



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

## RADIO REVIEW

### Malcom X on 'Telephone' Points Way to Lively Air

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

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

program is perhaps one of the most powerful vehicles available today for the expression of public opinion and the exchange of views. The WINS segment and most telephone exchange shows make the most action-packed TV show seem dull in comparison.

WINS has been having its troubles though. The segment, aired as a part of "Program PM," follows Murray "The K" Kauffman and is plagued by the ingenue carry-overs who persist in calling.

Though Malcom X was over-modulating, his voice sounded as if it were on a filter mike and the metallic effect made the man even more irritating. The extreme level variations between one call and another was also most disconcerting.

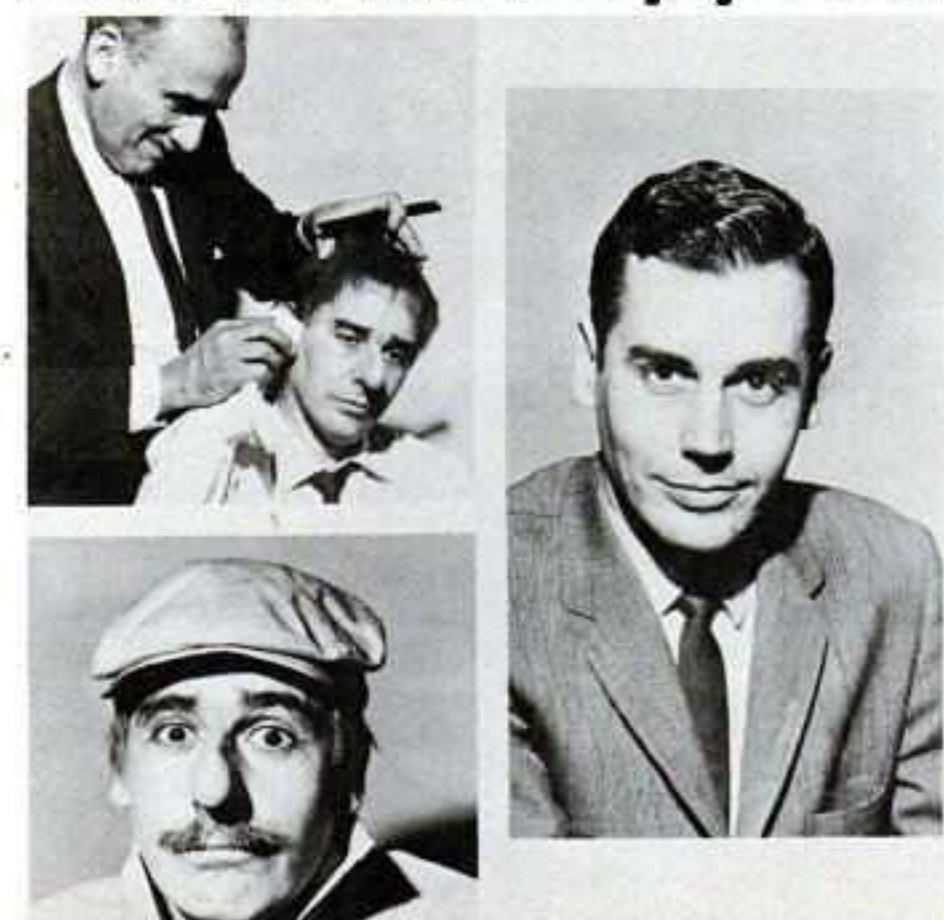
At present, Jim Gordon, host of "PM" plays each caller by ear. No time limit is set and some callers tend to abuse this fact. A two or three minute time limit would enable more listeners to express their views and permit greater control of the more abusive caller. In the case of Malcom X it would have decreased the length of his tirades. **GIL FAGGEN**

## BYE BYE BEEP, NAB HOPES

WASHINGTON—Broadcasters may soon be rid of the annoying beep sound associated with recorded telephone conversations.

The National Association of Broadcasters has asked the FCC to allow the elimination of the beep on tape-recorded news reports telephoned to a station by its own staff members and on special lines set aside for the public to call stations voluntarily for the expressed purpose of participation in a telephone interview program.

## Focus on the Deejay Scene . . . .



PRESTO! . . . CHANGO! . . . ALAKAZAMI! . . . Harry Harrison, morning personality on New York's WMCA, finds out that with a little black magic and an expert make-up man it's easy to change faces and get on "The List of Adrian Messenger." Celebrating the opening on Broadway of the motion picture chiller, WMCA staged a six-hour broadcast from the lobby of the Warner Theater. WMCA air personalities Harry Harrison, Dan Daniel, Joe O'Brien and Jack Spector appeared in disguise as a tie-in with the film, in which Frank Sinatra and other leading performers play cameo roles in disguise.



# READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

## BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

### POPULAR

**IF YOU NEED ME**—Solomon Burke (Atlantic 8085) "Home In Your Heart" (Progressive, BMI) (2:07)

**LITTLE STEVIE WONDER/THE 12-YEAR-OLD GENIUS**—(Tamla) "Hal-lujah I Love Her So" (Progressive, BMI) (2:35)

### COUNTRY & WESTERN

**BLUE GRASS SPECIAL!**—Bill Monroe and His Blue Grass Boys (Decca DL 74382, DL 4382) "Blue Ridge Mountain Blues"

### SACRED

**THE FAMILY BIBLE**—(Decca DL 74397, DL 4397) "The Great Speckled Bird"

**BOW THY HEAD**—Webb Pierce (Decca DL 74384, DL 4384) "If Jesus Came to Your House" (BMI) (2:57)

## MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	
1	1	SUKIYAKI, Kyu Sakamoto, Capitol 4945	8
2	2	BLUE ON BLUE, Bobby Vinton, Epic 9593	7
3	3	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	7
4	9	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	4
5	4	STILL, Bill Anderson, Decca 31458	11
6	6	18 YELLOW ROSES, Bobby Darin, Capitol 4970	8
7	8	MY SUMMER LOVE, Ruby & the Romanics, Kapp 525	7
8	5	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	12
9	10	ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526	5
10	7	THE GOOD LIFE, Tony Bennett, Columbia 42779	7
11	11	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	6
12	12	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	6
13	14	FALLING, Roy Orbison, Monument 815	4
14	—	DETROIT CITY, Bobby Bare, RCA Victor 8183	3
15	13	LOSING YOU, Brenda Lee, Decca 31478	12
16	—	(I Love You) DON'T YOU FORGET IT, Perry Como, RCA Victor 8186	5
17	18	GOODNIGHT MY LOVE, Fleetwoods, Dolton 75	5
18	—	DON'T TRY TO FIGHT IT BABY, Eydie Gorme, Columbia 42790	5
19	—	HOPELESS, Andy Williams, Columbia 42784	1
20	19	SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020	6

## YESTERYEAR'S HITS

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

### POP—5 Years Ago June 30, 1958

1. Purple People Eater, S. Woolley, MGM
2. Yakety Yak, Coasters, A&O
3. All I Have to Do Is Dream, Everly Brothers, Cadence
4. Witch Doctor, D. Seville, Liberty
5. Secretly, J. Rodgers, Roulette
6. Endless Sloop, J. Reynolds, Demon
7. Return to Me, D. Martin, Capitol
8. Jennie Lee, Jan & Arnie, Arwin
9. Do You Want to Dance? B. Froeman, Josie
10. Big Man, Four Profs, Capitol

### POP—10 Years Ago June 27, 1953

1. Song From Moulin Rouge, P. Faith, Columbia
2. I'm Walking Behind You, E. Fisher-H. Winterhalter, RCA Victor
3. April in Portugal, L. Baxter, Capitol
4. Ruby, R. Hayman, Mercury
5. Say You're Mine Again, P. Como, RCA Victor
6. Limelight (Terry's Theme), F. Chacksfield, London
7. Anna, S. Mangano, MGM
8. I Beloved, F. Laine, Columbia
9. No Other Love, P. Como, RCA Victor
10. Vaya Con Dios, L. Paul-M. Ford, Capitol

### RHYTHM & BLUES—5 Years Ago—June 30, 1958

- Yakety Yak, Coasters, A&O  
Do You Want to Dance? B. Froeman, Josie  
What Am I Living For? C. Willis, Atlantic  
All I Have to Do Is Dream, Everly Brothers, Cadence  
Jennie Lee, Jan & Arnie, Arwin

- Looking Back, H. K. Cole, Capitol  
Secretly, J. Rodgers, Roulette  
Endless Sloop, J. Reynolds, Demon  
Witch Doctor, D. Seville, Liberty  
Johnny B. Goode, C. Berry, Chess

## PROGRAMMING NEWSLETTER

• Continued from page 56

competitors. They may fail to agree, but they will not fail to listen and talk.

"After a few bans in major markets, agreed upon in advance by competing program men, perhaps the offending labels will take a second look at the advisability of attempting to peddle trash. Such is perhaps a long shot, true, but there certainly isn't any other way to clean up the airways."

**OUR THANKS** to Jack Sharp, Steve Joos, Ralph Howard and many others for giving us their views. Obviously, certain broadcasters are well aware of this problem and are doing something about it. Perhaps their general attitude is best expressed by Bob Osborne, WIL, St. Louis. With reference to an objectionable record that his station was not playing, he says: "Who needs it?"

## PHILLY'S WRCV IN BIG SHIFTS

PHILADELPHIA — WRCV, the NBC-owned 50,000 watt here breaks today (24) with sweeping program, music and air talent changes. Billboard's next edition will feature a comprehensive report.

## WNEW Again Gets Giant Grid Games

NEW YORK—WNEW again will broadcast exclusively on radio all New York Giants football games. The games will be fed by WNEW to the Ivy Broadcasting Company's 50 affiliates for airing in upper New York State, Pennsylvania and New England.

Marty Glickman, Joe Hasel, Al DeRogatis, Kyle Rote and other noted sports personalities will be featured on the broadcasts.

## Robinson Named

NEW YORK—Paul Robinson has been tapped to head Independent Producers Group (IPG) sales and radio promotion efforts. The company has just completed arrangements for distribution of its Vivid and IPG labels in 24 markets. The company will release nine singles during the next two months, including the just released "Poco Loco."



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

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YOU, MR. BROADCASTER, ARE INVITED TO TRY THE POPULAR "HOT 100" SERVICE OF RSI FOR NINE WEEKS—AT THE SPECIAL INTRODUCTORY PRICE OF JUST \$30.

You will receive the 10 best new "Spotlight" singles, selected by the expert reviewing panel of Billboard... mailed directly to your station each week.

A systematic, time-saving, economical method of providing your record library with the best of the new popular singles.

To begin your subscription immediately: send Call Letters, address and remittance to — RSI, Box 444, 1564 Broadway, N. Y. 36, N. Y. (Or write for further information)

(A Division of Billboard)

# Dick Clark Syndicated Show Making Broadcast History

• Continued from page 56

personal appearances at stations launching the show. He also makes it a point to talk with his deejay-partners and other

station personalities personally or on the phone.

One serious problem faced by the Clark-MARS organization was the reaction of a local deejay having to share the spotlight with Dick. It has been Dick's personal approach and genuine interest in his co-host, MARS people say, that has completely wiped out the problem.

Second most important component of the Clark radio show is its customized personalization. Radio's greatest appeal lies in it being a part of a community. Outsiders and nationally produced programming seldom receive the acceptance as the local deejay or locally produced program. The producers at MARS provide each station with a special tape of hundreds of personalized and localized references by Clark. When incorporated into the regular program tape the show achieves what all of its predecessors in the syndicated field failed to do—keep the program local and completely integrate with the station's over-all programming.

Another thing that makes the show unique in syndication circles is the "live" sound. A third tape, prepared in the

MARS studios, is made up of varied crowd reactions. This is used at the local level (at station option) under commercials, promos and other live bits to maintain the effect that the entire two-hour show is being performed before an in-person audience. The master program is recorded with this sound effect running throughout in order to obtain the extra dimension of current excitement.

The MARS staff, from vice-presidents Bob Whitney and Stan Kaplan to the bookkeeper have long distinguished radio station backgrounds.

Phil Nolan, executive producer of the "Dick Clark Radio Show" and former program director at WDGY, works closely with Clark on a daily basis in preparing the over-all show and co-ordinating guest interviews. A different guest is interviewed each day and the total conversation is edited into 40-second (or shorter) bits for inclusion throughout the two-hour show. Nolan, along with Don Bruce, MARS national program director, and former program director at WRIT, are chiefly responsible for selecting the records programmed. (See Billboard, June 22.) Each show is customized for the day it is to be aired and is broadcast within 10 days of production in order to keep the music and talk topical.

Nolan, Bruce and Bob Whitney, executive vice-president of MARS and former national program director of the Balaban Stations, constantly keep in touch with each station carrying the show. The men from MARS run up more than \$5,000 in long-distance telephone bills checking with stations on how best to program the show. Further evaluation takes place through airchecks received regularly from the subscribers.

"We don't sell a station an important show like the Clark show and forget it," said Whitney. "We are always interested

in learning what problems develop or techniques used by one station that may be of value to the other subscribers," he said.

"Most of our time is spent on quality control, as no station wants to be subjected to a sub-standard program technically no matter how great the content is," Whitney said.

### Technical Whiz

Chuck James, former production engineer at WIL, backs up Whitney's claims with impressive technical facilities and techniques. James also acts as a technical consultant to subscriber stations on matters of the syndicated program.

The various elements, Clark, music, interviews, special effects, etc., are molded into the final program by Robert Oaks, ex-WKBW engineer, and masterfully edited by Nelson Davison, former production engineer at WEEZ.

Production is so refined as to allow the Clark show to be programmed on a variety of radio stations.

Clark varies his approach and pacing according to the individual station's approach to "Top 40" or middle-of-the-road programming.

The stations are also provided with a scripted rundown of each show to better enable the local deejay and engineering staff complete flexibility in commercial insertion, music substitution or any local bit.

"Our attention to the smallest detail is one of enlightened self-interest," said Whitney. "Our approach to the Clark show is that it must not take a back seat to any other show in the market. It's designed in every respect to be No. 1," he said.

"In syndication lies the future success of modern local radio. Programs such as the Clark show, while economical (cost of the show is based on total radio revenue to a given market as reported to the FCC), also combine the assets of independence at the local level and the wealth of material available nationally. It's a tool that permits any radio station to compete on every level," Whitney said.

Stan Kaplan, executive vice-president and the chief sales arm of MARS, was not available for comment. He's too busy.



**CONVENTIONEERS:**  
**"FIND MISS CURIO"**  
 Enter This Curio Recordings Contest and Win A FREE BAHAMA VACATION FOR TWO. Stay at the Fabulous Emerald Beach Hotel.

Full instructions and entry blanks at the Eden Rock Hotel.

Curio Recordings is running this contest to introduce

**BOBBY BROWN'S**  
 New Sensational Sound

**"FALLING FROM PARADISE"**  
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**"DREAMER"**

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**New York**

at the new and exciting Shelton Towers

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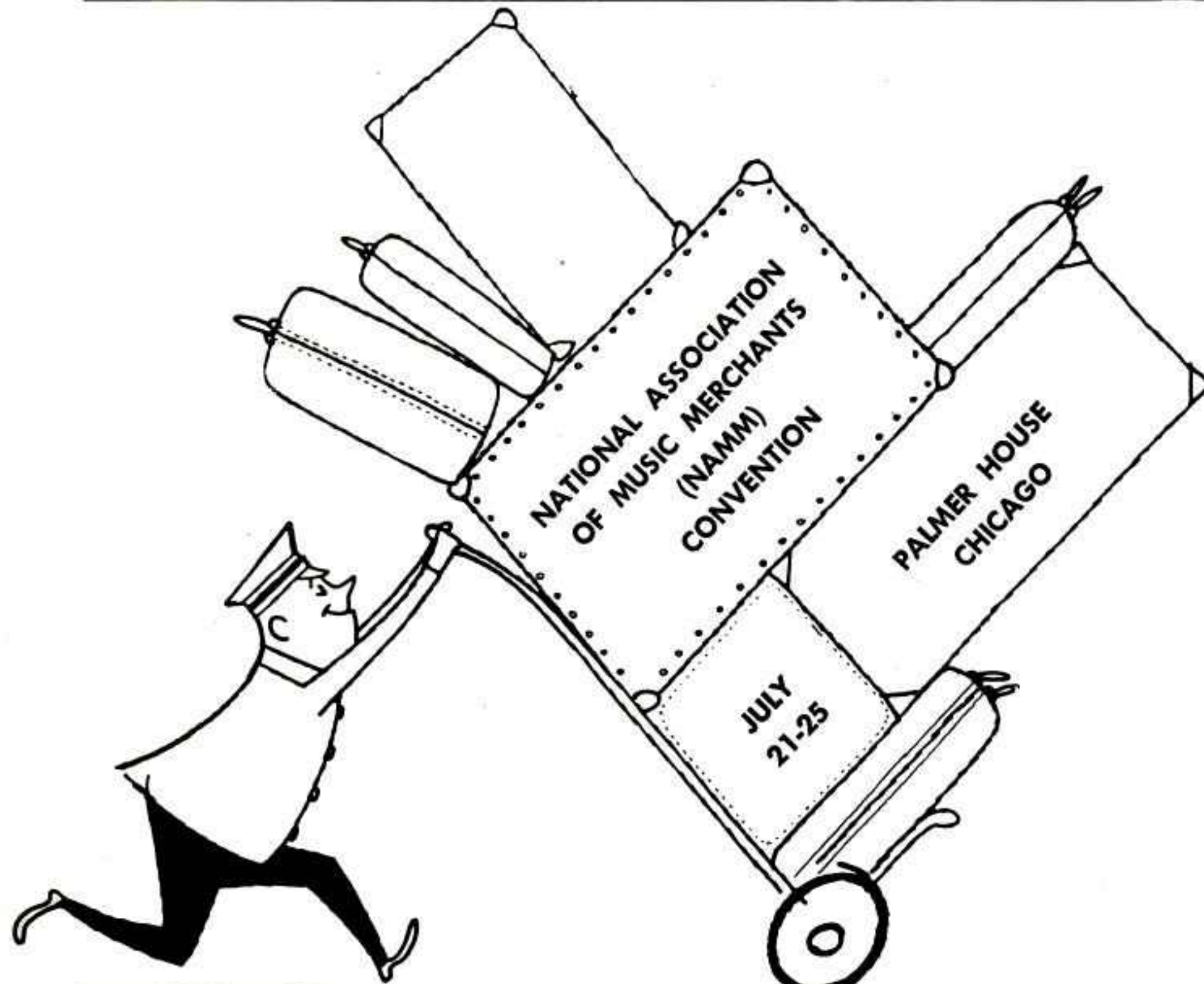
Kindly send me the SHELTON TOWERS Courtesy Card entitling me to special rates.

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

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 SPECIAL GROUP RATES



**BILLBOARD will be there with its big NAMM special issue. Will you?**  
**ADVERTISING DEADLINE: JULY 16**

## LINKS SUCCESS ON AIR TO SINGLES DISK SALES

STAMFORD, Conn.—Robert V. Whitney, executive vice-president of MARS, Broadcasting, Inc., creators of the "Dick Clark Radio Show," had some provocative remarks about the direct association of single sales and the success of a radio station.

"When single sales go down radio stations should be concerned because interest in radio listening is less," Whitney said. "The primary reason for radio listening is the listener's effort to seek the repeat of a pleasant experience—hence an important reason why stations programming hit tunes usually enjoy the widest audience acceptance in their markets," according to Whitney.

"What both radio and the record industry could use is a new national craze to get peoples' interest back in the desire of repeat performance," Whitney said.

Whitney began his career at WCRB, Boston and has worked for 14 radio stations, generally in programming. A cum laude graduate of Syracuse, he was news editor of WSYR, Syracuse, program director of KALL, Salt Lake City, and KBOX, Dallas, and national program director of the Balaban stations.

**GETTING ACTION!**  
**"SARAH JANE"**  
 Ben Tate  
 Ronnie #2048

**"A HALF MOON"**  
 Ben Tate  
 Ronnie #2049

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# Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## equipment newsletter

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

**FM STEREO'S HOTTEST MARKETS.** One million FM stereo receivers will be sold this year. Not bad for a medium which celebrated its second birthday this month.



About 730,000 of the anticipated 1.4 million American-made radio-phonographs to be sold in 1963 will be equipped for FM stereo reception; another 130,000 of 280,000 TV-radio-phonograph combinations will have it. Add at least 100,000 for table-model FM stereo radios and FM-stereo-equipped imports of various types, plus another 50,000 or so component tuners, and you have well over a million sets going to the public this year. (The radio-phono and TV-radio-phono estimates were made by the Electronic Industries Association; other estimates are our own.)

FM stereo is a valuable adjunct to a phonograph. It vastly increases the consumer's enjoyment—and the dealer's profit. It can be sold easily with a good demonstration. The same is true of FM stereo table radio.

**THERE ARE NOW 228 FM stereo stations on the air in the U. S., and about 10 in Canada.** FM stereo can truly be called a nationwide medium today. The American stations are located in 209 cities in 44 States plus the District of Columbia and Puerto Rico. FM stereo signals can be received in every one of the top 50 U. S. metropolitan market areas — and in many, many less populated places.

FM stereo is far hotter in some areas than others, of course. In these "hot" areas, every radio-phono sold should contain FM stereo. FM listeners are subject to a constant barrage of FM-stereo talk on their favorite stations, and this talk can be converted to sales with a little effort.

These are FM stereo's hottest cities (not necessarily in order): Los Angeles, San Francisco, Chicago, Detroit, Philadelphia, Houston, Seattle. Each one of these cities has at least five FM stations broadcasting in stereo. Detroit has six. Los Angeles and Seattle each will soon add their sixth. San Francisco, long reputed to be the hottest FM-stereo town of all, probably deserves this reputation. With five stations already broadcasting in stereo, three more have purchased stereocasting equipment and presumably will soon begin stereo, to make San Francisco the nation's first eight-stereo-station city.

The second-hottest group of stereo cities (in order of number of stereocasting stations) consists of San Diego, Miami (with a fifth station due to begin soon), Boston, Dallas-Fort Worth (also expecting No. 5 on the air soon). Each of these cities currently has four FM stereo program sources.

Three-stereo-station areas are Washington; Minneapolis-St. Paul; Cleveland; Eugene-Springfield, Ore.; Madison and Milwaukee, Wis.

There are at least 18 cities where listeners have a choice of two FM stereo stations. Geographically, they're scattered virtually from border to border and coast to coast. They are Birmingham; Phoenix; Fresno and Sacramento, Calif.; Atlanta, Honolulu; Cedar Rapids, Ia.; Grand Rapids, Mich.; St. Louis, New York; Greensboro, N. C.; Oklahoma City and Tulsa, Okla.; Portland, Ore.; Pittsburgh, Providence, Nashville, Norfolk.

There's no particular pattern of geographic location or city size in the spread of FM stereo. In many cases, a good, well-operated FM stereo station (such as San Francisco's KPEN) will build an audience and inspire its competitors to "go stereo."

**NEW YORK, YOU WILL NOTE,** is rather far down on the list. This city has never been a trail-blazing town in home entertainment. New York's FM stereo boom may come soon, however, as at least three more stations are preparing to start stereocasting. For serious music lovers, who now are served with some stereo by WQXR-FM, there will be New York's municipal station WNYC-FM, which hopes eventually to stereocast all of its live concert broadcasts, and ABC's WABC-FM, which will program separately from its AM affiliate, presumably serious music. For those who prefer lighter music, the popular WPAT-FM will supplement WTFM, now programming stereo 24 hours daily.

**NEXT STEREO CITIES.** Between 50 and 75 more FM stations will begin stereocasting between now and the end of 1963. These are expected to open up more new markets for FM stereo equipment sales.

Among the upcoming new FM stereo market areas where stations are now equipping themselves to start stereocasting: Mobile, Ala.; Tucson, Ariz.; Boulder, Colo.; Columbus, Ga.; Boise, Idaho; Champaign, Ill.; Louisville; St. Joseph, Mo.; Los Alamos, N. M.; Dover, Springfield and Toledo, Ohio; Warren and York, Pa.; Seneca, (Continued on page 60)

## 10 ITEMS SOON FOR CARTRIDGE

MINNEAPOLIS — Grand Award Records will shortly make available selected items from its catalog for use on pre-recorded tapes for the 3-M Revere stereo tape cartridge system. Grand Award becomes the third firm to contribute catalog material for the unique cartridge player, following Columbia and MusicTapes of Chicago. A group of 10 jazz, classical and pop tapes will be made available for the system within the next 60 days, according to Grand Award president, Enoch Light, who said the material is being selected now.

## Columbia New Phono Models Highly Styled

NEW YORK—Columbia Records Sales Corporation introduced an extensive and highly styled new line of phonos, radios and tape equipment last week, with prices ranging from \$19.95 to \$475. Highlights include a de luxe stereo automatic portable with an all-transistor amplifier, three new consoles featuring AM-FM-FM stereo and hand-crafted cabinets and a transistor clock radio, half the size of most such units.

The phono lines consist of eight portable sets and four basic console units. Among the portables are two manual monaurals; a low price (\$49.95) four-speed automatic monaural; two with "drop-a-matic" changers and the solid state portable at the high end of \$199.95. Consoles include one straight stereo phono (without radio) with an open list and three others with AM-FM-FM stereo, ranging from \$279.95 to \$475.

The Masterworks audio line also includes two monaural tape recorders, one utilizing a five-inch reel, the other a seven-inch reel, selling for \$79.95 and \$119.95 respectively; a stereo demonstrator with a manual 11-inch turntable at \$139.95; an AM-FM-FM stereo table radio with detachable speakers; two portable AM-FM transistor sets; two AM-FM table receivers and the miniaturized clock set.

## G.E. Portable Line Totals 8

DECATUR, Ill. — General Electric Company here has announced three new portable phonos which, added to five models announced earlier, comprise the firm's 1964 line. Features of the units include a professional tone arm system, a "pre-focused" stereo speaker system, and stereo headphone jacks.

Model RP2110, known as the Dualaramic Partymate, incorporates a parabolic or "pre-focused" stereo speaker system within the lid, which, it is claimed, allows full stereo reproduction without physically separating the speakers. The set is designed to resemble and have the carrying ease of luggage. (Continued on page 61)

# Transistors Theme In Magnavox Units



NEW YORK — Magnavox, one of the pioneers in bringing transistorization to the packaged phono field, has introduced five new console stereo phono models incorporating the firm's Astro-Sonic sound system, featuring an all-transistor, 20-watt amplifier. Increased emphasis on transistors was also noted in the rest of the line introduced for 1964 here last week.

Another Magnavox development is the availability of its transistorized stereo equipment in the form of custom component packages, requiring minimum storage space. Each of these component packages is made up of three units including all-transistor stereo amplifier or amplifier tuner combination, Micro-matic record player and twin speaker cabinets. Model 1-CA815 (with FM-AM radio) is pegged at \$179.90, while model 1-CA810 (phono only) goes for \$139.90.

Five new models of the Astro-Sonic consoles feature FM-AM-FM stereo radio in

addition to the amplifier, with Micro-matic record player, two 12-inch bass speakers and two 1,000-cycle exponential horns. The models are in Danish Modern, Far Eastern Contemporary, Early American, Normandy Provincial and Italian Provincial.

Magnavox is also bringing out three coffee table stereo models, a styling highlight of numerous lines this year. Lowest priced is the transistorized model 1-SC603 with phono only. It's 16 inches high and 50 inches long and models start at \$169.50. Other coffee table units include the tube model 1-SC603 at \$198.50 and another tube model, 1-ST276, with FM stereo, at \$249.50.

A table model and a portable are also a part of the Magnavox new line. Model 1-SC602 table model with drop-down changer and transistorized components, goes for \$149.50, while the de luxe Riviera portable, model 1-SC251, utilizing transistors and drop-down changer, lists at \$125.

## Supermart Pitch Works, California Dealer Says

By DONALD LYONS

SACRAMENTO—Principles of supermarket merchandising have been adapted to the record business by Tower Records at Watt and El Camino Avenues in the Country Club Center area here.

Russ Solomon, manager, believes a record store should occupy almost as much space as a medium size supermarket and have as many listening booths as space permits. The store has 10. At Tower there are over 1,000 LP's and over 200 45's in full face display.

Listening booths have to be opened with a key. The sales

person lets the customer in and sees what he takes in. To discourage lingerers there are no benches in the booths and no air conditioning.

The store has 2,400 square feet of space and practically all of it is for display. Aisles are

(Continued on page 60)



**MAIN STORE AREA** of Tower Records, Sacramento, has wide aisles and racks and tables piled high with product. Operating on the supermarket theory, Manager Russ Solomon features over 1,000 LP's and 20 singles in full-face display. Note poster tie-in with local radio station, one of the mediums used for Tower's extensive advertising program.

### DISK DEALS FOR DEALERS

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

- ATLANTIC-ATCO—Expires June 28, 1963. Started June 10, 1963. Special two-week discount program on "oldies" albums...
LIBERTY—Expires June 30, 1963. Started May 15, 1963. A 15 per cent cash discount off face of invoice...
TRU-SOUND—Expires June 30, 1963. Started May 1, 1963. A 15 per cent discount on all product on Tru-Sound...
KING—Expires June 30, 1963. Started June 1, 1963. For all King or Bethlehem LP's: Buy six, get one free...
STARDAY—Expires June 30, 1963. Started June 1, 1963. Cavalcade of Country Comedy and Rural Humor Sale...
RIVERSIDE—Expires July 10, 1963. Started May 10, 1963. On nine Charlie Byrd LP's, buy 10, get two free...
TAMLA—Expires July 12, 1963. Started June 10, 1963. Special program on Little Stevie Wonder LP's...
PRESTIGE—Expires July 31, 1963. Started June 1, 1963. Special 15 per cent catalog deal on Swingville...
MERCURY-WING—Expires July 31, 1963. Started June 15, 1963. Special "June Bouquet of Hits" program...
LAURIE—Expires September 15, 1963. Started June 1, 1963. Big 15 Plan on New Dion LP...
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...

### NEW DEALER PRODUCTS

#### The 40-S Rack



Art-Phyl Creations has introduced the 40-S Record Rack, which it calls a year-round promotional leader for dealers. Finished in brass, incorporating Art-Phyl's red and white number and category strip for easy filing of records...

#### New Transceiver



Raytheon's new 10-channel solid state citizen's band transceiver employs a frequency synthesizer permitting use of the same crystal for transmitting and receiving, halving crystal costs. Unit employs full channel monitoring and lists at \$219.95.

#### Scott Tuner



H. H. Scott has announced a stereo version of its well-known Model 310 FM tuner, shown above. The Model 310E employs an illuminated tuning meter, front panel recorder output jack, laboratory type, vernier tuning, inter-station noise suppressor...

at \$169.95; an AM-FM-FM stereo amplifier and tuner at \$239.95 and a 90-watt amplifier at \$289.95. The citizen's band set is priced at \$159 per unit.

### BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets...

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer...

#### BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

Table with columns: POSITION (This Issue, 3/9/63 Issue, 12/29/62 Issue), BRAND, % OF TOTAL POINTS. Rows include Webcor, Voice of Music (V-M), RCA Victor, Telectro, Decca, Masterwork, Sony, and Others.

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month...

3/9/63 Issue: Wollensak (7).

12/29/62 Issue: Wollensak (6); Concord (8).

#### BEST SELLING STEREPHONIC TAPE DECKS AND RECORDERS

Table with columns: POSITION (This Issue, 3/9/63 Issue, 12/29/62 Issue), BRAND, % OF TOTAL POINTS. Rows include Webcor, Voice of Music (V-M), RCA Victor, Roberts, Telectro, Ampex, Sony, Decca, Masterwork, and Others.

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month...

3/9/63 Issue: Wollensak (8).

12/29/62 Issue: Curtis-Mathes (6); Tandberg (7); Wollensak (8); Concord (11).

### EQUIPMENT NEWSLETTER

Continued from page 59

S. C.; Greeneville, Johnson City and Lebanon, Tenn.; Lubbock and Midland, Tex.; Bellingham, Wash.; Eau Claire, Green Bay and Wausau, Wis.; Cheyenne, Wyo.; Aguadilla and Isabele, Puerto Rico. If your business is located in or near any of these cities, it's not too early to prepare for the advent of FM stereo...

is done in the simplest way. Stereos and monos are mixed together. Color and excitement are the key to the whole store's merchandising...

Advertising is concentrated on the strongest radio stations, the strongest newspapers and the strongest items. Tower also pushes its gift certificates, including one for a 45. In addition, it has the certificates in denominations of \$3, \$5 and \$10...

strongest newspapers and the strongest items.

Tower also pushes its gift certificates, including one for a 45. In addition, it has the certificates in denominations of \$3, \$5 and \$10. It also sells certificates to the newspapers at the regular one-stop price...

The sum total of the store's method of operation is that business has been good and seems to be getting better.

### ATTENTION RECORD DEALERS

- Memberships are again available in DEALERS IN SOUND CORP. (DISC) A 100% Wholly-Owned Member Co-Op. Consistent Savings. Central Warehousing & Shipping. All Labels—LP's and Singles. All Accessories.

For Information—Please Write DEALERS IN SOUND CORP. 350 Warren St. Jersey City, N. J. Tel. 201—435-7665

### ITT Unveils 4-Track Unit

CHICAGO—ITT Distributor Products has introduced a four-track stereo tape recorder at under \$200, as part of an expanded consumer products line. The unit was unveiled here at the recent Electronic Parts Distributors Show. The firm exhibited a number of other new product models, including radios, stereo tuners and a citizen's band unit...

### Supersmart Pitch Works, Says Dealer

wide, and 85 to 100 people can get in the store on a busy day. Future in Singles. Solomon feels that the excitement generated by the single is the key to the future of the record business. He sells about 20,000 singles in a normal month and carries more than 300 current singles titles and over 1,000 oldie titles. The singles, which are in the front of the store, are all behind the counter now. It was found that self service on singles was not practical...

rather than just the residue of current material. When the singles were put behind the counter and listening eliminated Solomon and Dick Harris, merchandising manager, were afraid that sales would drop. Actually they've gone up. The sales persons can find a record for a customer faster and the singles are still on display...

The store operates most of the time with one person on duty. Only when it gets extremely busy are there two or three persons on a shift. Generally, young college types are employed. Tower tries to hire young men as close as possible to that "clean cut guy next door," since they have to be conversant with young people. The store has no stock control and no card system. Everything

Advertisement for Hotel Plymouth. VISIT NEW YORK stay at the PLYMOUTH in Radio City. Moderate rates, private bath in every room, television, radio, dining room, coffee shop, garage. Includes room rent and sightseeing - nightclubs, theatres, United Nations, Radio City. TAKE A TOUR! Includes room rent and sightseeing - nightclubs, theatres, United Nations, Radio City. HOTEL Plymouth West 49th STREET bet. B'WAY and RADIO CITY

# Mfrs. Draw Most Blasts in Trade Survey

• Continued from page 14

of those replying failed to support the trade association idea. Almost as many, 37.5 per cent, endorsed the trade group concept, while more than 20 per cent declined comment.

### Seeks Co-Operation

In commenting on this part of the survey, one distributor said a trade organization can work "only if they try to work together instead of trying to cut each other's throats." Another explains frankly that a trade group won't work because "We (distributors) are never honest in our dealings with each other." Another returns to the manufacturer theme, noting that a trade association will work "When the manufacturer admits the problems and is willing to help solve them."

A West Coast distributor giving an unqualified "yes" vote, says "Broader understanding and discussion of industry problems is necessary." Another, while supporting the idea of a trade group, says "They can serve a purpose but thus far have not done so."

It is of interest to note that in the survey 97 per cent of the distributors said transshipped goods were reaching their territory, while 53 per cent said they were transshipping themselves. Transshipping, by the same token, was listed by those taking part as their number one problem today.

# Firm Offers Summer Deal

NEW YORK—Who's afraid of the summer slump?" asks Joe Benjamin, president of Benjamin Electronic Sound Corporation, in announcing a special summer Miracord promotion to dealers.

Every 12-Miracord order shipped between June 10 and August 15 will include a free, bulk-pak of 12 Elac 222 cartridges at no extra cost, Benjamin said.

"Hi-fi sales may taper off during the summer months," Benjamin declared, "but I often wonder how much of this is aggravated by the attitude of manufacturers as well as dealers in slackening their promotion and merchandising efforts during this period."

"We plan to maintain our present pace in advertising and sales right through the summer period. We even look to some gains."

# G.E. Portable Line

• Continued from page 59

Unit weighs 21 pounds and has a suggested list of \$64.95.

The RP2110, a lower priced monaural portable, offers many of the appearance and performance features of the Dualaramic unit. The 17-pound set has a luggage-type case and lists at \$49.95. The stereo RP 2130, known as the "Trimline 100," features a flip-down record changer and three-way speaker wings, mounted on the ends of the case. Suggested retail price is \$79.95.

## Billboard Buyers & Sellers

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

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WE PAY CASH FOR YOUR OLDIES AND NEWIES RECORDS  
We Buy Inventories.  
We Sell the Largest Selection of Oldies & Newies Hard to Get Records.  
Write for Free List.  
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Philadelphia, Pa.

**HAYDN SOCIETY RECORDS**  
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST  
Send for current catalog  
**ESOTERIC, INCORPORATED**  
P. O. BOX 1799  
HARTFORD, CONN.  
National Distributors for HAYDN SOCIETY RECORDS

**RAYMAR'S MEMORY LANE GOLDEN (400) CIRCLE**  
We are in a position to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request.  
Also 100 assorted new 45 RPM's, \$9.00; \$80.00 per 1,000.  
**RAYMAR SALES CO.**  
170-21 Jamaica Ave.  
Jamaica 32, New York  
Olympia 8-4012

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

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**Say You Saw It In Billboard**

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Same great promotion know-how  
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Record Artists Representative  
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**PROFESSIONAL DEMO RECORDS**  
Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female), 10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip. (AmpeX, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two songs, \$23.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.  
WRITE FOR FREE BROCHURE.  
**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

### RECORD ACCESSORIES & DEALER FIXTURES

**RACK UP MORE PROFITS...**  
with #60-S record rack. 60-record capacity, brass plated, index strip, retails for only \$1.49 with full markup for you!  
See your distributor or write for latest catalog of the most diversified record rack line.  
**ART-PHYL CREATIONS**  
508Y Frelinghuysen Avenue  
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N.J.: BI 8-5100 N.Y.: WO 4-2565

### BUSINESS OPPORTUNITIES

FOR SALE: RECORD SHOP — BEAUTIFUL 10 yr. established location in Colorado Springs Shopping Center. \$15,000 very clean inventory. Good lease. Excellent opportunity. Write: Box No. 501, Billboard, 1564 Broadway, New York 36, New York.

**IDEAL LOCATION FOR RECORD STORE**  
on Pitkin Ave., Brooklyn. Very heavy traffic in heart of retail shopping area; 25 x 50. Also Washington Heights location, St. Nicholas Ave., north of 181 St.; 10 x 30. Very busy thoroughfare. WE 3-6544. ch-jy6

**THE COMPANY THAT REALLY GOES**  
after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed alongside for your convenience. ch-np

### MISCELLANEOUS

ANNOUNCING THE ARRIVAL OF THE Jockey Joker, a new series of one-line gags and bits for DJ's and comics. First edition, \$2.50; write for complete catalogue of other gag files. Show-Biz Comedy Service (Dept. JJ), 65 Parkway Court, Brooklyn 35, N. Y. je29

**1564 BROADWAY N.Y.C.**  
Times Square Office Space for Rent.  
8700 Square Feet.  
Central Air Conditioning.  
Very Reasonable Rental.  
Contact  
**KENNETH LAUB**  
of Collins Tuttle & Co.  
261 Madison Ave.  
New York 16, N. Y.  
Telephone:  
MUrrayhill 2-4020

**WANTED**  
Songwriters — Spiritual Groups  
R & B Artists — Masters — Demos  
Interviews held Saturdays starting June 22, from 11 a.m.-6 p.m. at:  
**NIBS—WASSEL MUSIC PUBL.**  
1639 Broadway, Room 309  
New York, N. Y.  
Call: CI 5-9551 or CI 6-5837

## D-I-S-T-R-I-B-U-T-O-R-S

of the REVOLVING or FLASHING HOLLYWOOD GLAMOUR UNITS

- Spots-Lites • Color Balls
- Beauty-Lites • TV Lamps and Outdoor Flashy-Lites

Write for FREE details.  
**Hollywood Spots-Lite Co.**  
Dept. D, 3612 No. 16th St.  
Omaha 10, Nebraska

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

The Company that REALLY goes after more business CAN get more business...

by consistent advertisements in **Billboard's CLASSIFIED MART**

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard... see what others are doing... then see what you should do to meet and beat the competition.

### CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

### USE THIS HANDY AD ORDER BLANK

Please insert the following ad for \_\_\_\_\_ consecutive issues.  
Classification: \_\_\_\_\_ Size: \_\_\_\_\_  
 Set regular classified style.  Set boxed classified style.  
 Amount enclosed \_\_\_\_\_  
Copy: \_\_\_\_\_  
Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Please enclose your payment. We do not bill for classified ads.

### BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

# Celler Bill Dead; Propose Substitute

## MOA Prospects Soar

### Wurlitzer and Rock-Ola Join Seeburg, AMI

CHICAGO — Rock-Ola and Wurlitzer (19) agreed to exhibit at the Music Operators of America convention at the Morrison Hotel here September 4-6.

With Rowe AMI and Seeburg already in, all four major automatic phonograph manufacturers will be represented for the first time in five years.

The decision was made at a meeting here between representatives of the four manufacturers and MOA. Present were Les Reick, Rock-Ola; Tom Herrick, Seeburg; Fred Pollak, Rowe AMI; A. D. Palmer, Wurlitzer; Bob Blundred, MOA managing director, and Lou Casola, MOA general convention chairman.

Both Rock-Ola and Wurlitzer  
(Continued on page 69)



HUGH WILSON has been named assistant to the vice-president of sales of the Automatic Canteen Company of America. Wilson, who joined the company in 1952, had been director of the company's Western sales region. His duties as regional sales director will be assumed by Paul Ridgeway.

## New York Ops Voice Support To MOA in Organization Plan

HURLEYVILLE, N. Y.—Music Operators of America last week received solid backing for its reorganization efforts from Amelia (Millie) McCarthy, president of the New York State Coin Machine Association, Inc.

The statements came in an open letter from Mrs. McCarthy to J. Harry Snodgrass, MOA president. Mrs. McCarthy alluded particularly to MOA's plans to have a survey of location contracts previewed at the 1963 convention, developing a code of ethics, starting a school for mechanics, and having Bob Blundred, MOA managing director, work with State and local associations.

Here is Mrs. McCarthy's letter in full: "As convention time approaches, and I look back over the last six months, I note with pleasure the progress and development of MOA. With your and Bob Blundred's 'How can we best serve you' attitude, you've created an atmosphere that makes us feel it's OUR organization.

### Test Formula

"As you know, it has been my aim to have the MOA become stronger by establishing closer working relations with the existing and potential State and local associations in the industry. The formula you people have worked out as a test seems to be working well, and I plan to present it before our

## Coin Machine OPERATING

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

## Ticktacktoe Comes Back In Gottlieb's New Game

CHICAGO—The popular old ticktacktoe game is the focal point of Gottlieb's new add-a-ball game called Square Head.

An actual ticktacktoe scoreboard is in the center of the playfield. Completing a line of X's or O's lights rollovers and holes for additional balls.

A novel lighting feature allows either the X or O to appear in each square. The feature is reset after each ball is played.

Other features of Square Head include: Four pop bumpers, two holes scoring up to 500 when hit, two flippers, extra balls for high scores, and continuance of play after a "tilt."

The back glass is attractively decorated with school children playing games. Sides are of stainless steel and the game has Gottlieb's patented Hard Cote finish.



SQUARE HEAD

## U. S. Officials Irked by German Threat to Raise Coin Tariffs

By OMER ANDERSON

BONN—U. S. Trade officials are reacting angrily to hints from the Bonn government that coin machines may soon join American poultry and coal as targets for German tariff discrimination.

American authorities, now embroiled deeply in the broiler

war, disclosed that notice has been served to the Bonn government of prospective U. S. reprisals for further German tariff discrimination against U. S. exports.

"This would certainly include coin machines, which have enjoyed great success in the export market—a tribute to the

## House Group Favors No Limit on Royalties

By MILDRED HALL

WASHINGTON—Outright repeal of the juke box performance royalty exemption in the Copyright Act was voted by the Willis (D., La.) copyrights subcommittee last week. The subcommittee killed the Celler bill (H. R. 5174), which would have set up a government royalty collection office and put a \$5 per box limit on performance royalty collection.

A new bill was substituted, which will have to be re-introduced, and will then go to the full House Judiciary Committee.

The new bill, which would be effective in January, 1965, eliminates the famous exemption paragraph in the 1909 Copyright Act, and simply stipulates that the juke box owner is accountable for copyright infringement unless he owns the juke box, or has primary control over it, or unless he refuses to identify the owner on inquiry from those entitled to the performance royalty.

### No Special Category

Passage of the bill would put the juke box operator in the same music use category as broadcasters, wire music services and others who use music for profit, juke box operators would have to negotiate with ASCAP, BMI and other performance rights groups, or individuals whose copyrighted music is being performed on the juke box.

"The situation is now one of free competition in the market place," was the way one subcommittee staffer put it. Vote of the subcommittee members in executive session is not made

public, but it is generally assumed that those members who fought to protect the juke box industry from performance royalty during hearings on the Celler Bill, voted against the new  
(Continued on page 69)

## Name Greenman Gen. Manager Of Cinebox Co.



M. S. GREENMAN

HICKSVILLE, N. Y.—M. S. Greenman has been named general manager and vice-president of the Cinevision Corporation of America, a subsidiary of Estey Electronics, Inc. The firm is U. S. distributor for Cinebox, the Italian-made cinema juke box.

Greenman, who resigned as general manager of United Press Movietone News, will be in charge of all Cinebox distribution and film production.

He joined the United Press in 1938 and was a broadcast news editor for 14 years. Greenman also served as president of Newspix, Inc., where he produced sports and special event shows for television and was also a sports editor and managing editor for Cowles Publications.

## Buffalo Puts Off License Decision

BUFFALO — The Council Legislation Committee after a two-hour hearing deferred a decision on a proposal to ease local restrictions on licensing of coin-operated amusement devices, including miniature bowling machines.

As the inconclusive hearing ended, there were definite prospects of a compromise of the resolution sponsored by councilman at large Joseph F. Dudzick.

In sponsoring the resolution police opposition to removal of the police commissioner's power to pass upon the legality of such amusement devices, Dudzick told the committee he is willing to delete that provision of his resolution.

In sponsoring the resolution, Dudzick said his chief interest is in allowing Buffalo taverns to have bowling machines, which are now permitted outside the city.

creation of a definitely superior product," a U. S. trade official said.

"Obviously, the U. S. government can no longer tolerate outright or even thinly veiled discrimination against American goods in foreign markets, simply because they are too successful in competition with the domestic products," he added.

A U. S. trade official in Brussels observed, "We are aware of the resentment of certain European coin machine manufacturers at the entirely praiseworthy success of the U. S. industry in penetrating the European market."

### Competition Needed

"There is no doubt that our products dominate this particular field in Europe. However, the answer is not discrimination against us by European governments, but more effective competition by European producers."

The ire of U. S. trade authorities was stirred by a statement of a Bundestag deputy, who predicted, "In one way or another, the Bundestag will be forced to find legislation soon, probably at the next session, to restrict American coin machine imports."

"Trade is one thing—but monopoly is another. We understand by 'trade' a two-way flow of goods."

It is this final paragraph that has raised the hackles of U. S. trade authorities. They feel that the preeminent position of U. S. coin machine exports on the European market has been  
(Continued on page 70)

# IT'S HERE NOW!

# MOSS...

(Music Operators' Stereo Service)

A Regular Program of 33 1/3  
Stereo Singles for Operators



THE BEST FROM THE ALBUMS  
Selected music for a program of  
PLEASURABLE LISTENING



## DEVELOPED BY RSI\* IN COOPERATION WITH ROCK-OLA ROWE-AMI and WURLITZER

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling or spotlight LP—as selected by Billboard's Program Director.
- Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.
- Distribution will be handled through Record Source International (RSI)—a division of Billboard.
- Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.

\*RECORD SOURCE INTERNATIONAL  
A SUBSIDIARY OF BILLBOARD

### MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES

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

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

To **RSI** MOSS Division  
1564 Broadway, New York 36, N. Y.

Please send \_\_\_\_\_ MOSS pre-packs (5 singles each) at \$3.50 per pack.  
My check in the amount of \$ \_\_\_\_\_ is enclosed.  
(PAYMENT MUST ACCOMPANY ORDER)

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_

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

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

#### MOSS PACK #1 CONTAINS

Selections	Artist	Label	Album Titles
ONE NOTE SAMBA b/w LEFT MY HEART IN SAN FRANCISCO	JOE HARNELL	KAPP	FLY ME TO THE MOON
RIO JUNCTION b/w TAKE THE "A" TRAIN	ENOCH LIGHT	COMMAND	BIG BAND BOSSA NOVA
NIGHT TRAIN b/w THE HOT CANARY	HENRY MANCINI	RCA	UNIQUELY MANCINI
MORNING TRAIN b/w GONE THE RAINBOW	PETER, PAUL & MARY	WARNER BROS.	MOVING
MACK THE KNIFE b/w MAMMA'S GONE GOOD-BYE	PEGGY LEE	CAPITOL	I'M A WOMAN

#### Juke Box Distributors . . . One-Stops

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 Broadway, New York 36, N. Y.

# Mar-Tab Opens Miami Plant



NEW MIAMI headquarters of Mar-Tab is set in the Sunshine Industrial Park.



MAR-TAB BRASS at work, left to right: Harold Crebar, sales and service; Don Hudson, games collections; Bob Nordholm, parts and service; Chuck Shank, field collections, and Chuck Cunliffe, vending manager.



OFFICE FORCE works in pleasant air-conditioned surroundings.



SERVICE VEHICLES are lined up at the loading platforms before the day's collections begin.



MODERN SHOP FACILITIES insure that equipment is in top condition before it goes on location.



A PRETTY AND EFFICIENT radio dispatcher makes sure that service calls are filled promptly.



SOL TABB, transplanted New Yorker, built up an operating empire in Miami in six years.

Miami area operators, location owners, plus members of the American Record Merchants and Distributors Association and Record One-Stop Association (currently meeting in Miami Beach) viewed the new headquarters of Mar-Tab at Sunshine State Industrial Park, Miami, Saturday (22) and Sunday (23). Sol Tabb, who came here from New York six years ago, built up the giant operation. Tabb is president of Mar-Tab. Joe Flanigan heads the parent corporation, Castlewood International Corporation. Some 500 were expected at the open house. The event also marked the first formal presentation of Music Operators Stereo Service (MOSS). Hal Cook, Billboard publisher; Sam Chase, Billboard editor-in-chief, and Ren Grevatt, Billboard associate editor, were scheduled to be on hand to explain the program to the trade.

Juke boxes of the leading manufacturers were set up with MOSS display cards and the first five MOSS 33 stereo single releases were programmed in the phonographs.

The new Mar-Tab set-up, one of the most modern in the nation, has provisions for music machine, amusement machine and vending routes. Some 58 persons are employed by the concern.

# UK Licensing Group Would Up Royalties

LONDON — The British Performing Rights Society is hiking its levies for music performance in taverns, according to H. J. Walters, general manager of PRS.

Walters' office has submitted proposed scale of new royalties to Licensed Victuallers Association officials, and to management of U.K. breweries.

Present PRS scale, which levies but a few cents literally for radio, TV, and free-and-easy concerts common to many Brit-

ish taverns, is pegged at pre-war levels.

Juke box performance fees are usually by arrangement. And the new charges are to be on a sliding scale according to size of saloon and frequency of music performance occurring.

New scale is expected to be nominal. PRS is notably lenient and diplomatic in pressing its ASCAP-style rights which are backed fully by statute of 1956.

The cost for the average location should range from 25 to 50 cents a day, officials implied.

## Recent

## STEREO RELEASES

for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

MEL TORME—My Kind of Music.....MGM

#### Pop Instrumentals

LENNY DEE—Down South .....Decca  
JIMMY PRUETT—Good Time Piano.....Capitol  
ARTHUR FIEDLER—Jalousie .....RCA

#### Jazz/Rhythm & Blues

STAN GETZ—Big Band Bossa Nova .....Verve

#### Specialty—Hawaiian

JACK DE MELLO—Hawaii .....Reprise

\* \* \*

### SEEBURG ARTIST OF THE WEEK

LES BROWN—THE RICHARD RODGERS BANDBOOK  
Columbia (Pop Instrumental)

I Could Write a Book/I Didn't Know What Time It Was • My Funny Valentine/I Married an Angel • Have You Met Miss Jones?/Spring Is Here • People Will Say We're in Love/Little Girl Blue • My Romance/The Lady Is a Tramp

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

## MUSIC OPERATORS STEREO SERVICE

<b>MORNING TRAIN</b> RSI • MOVING • WARNER BROS. • STEREO
<b>GONE THE RAINBOW</b>
<b>NIGHT TRAIN</b> RSI • UNIQUELY • MANCINI-RCA • STEREO
<b>HOT CANARY</b>
<b>RIO JUNCTION</b> RSI • BIG BAND BOSSA NOVA • COMMAND • STEREO
<b>TAKE THE A TRAIN</b>
<b>ONE NOTE SAMBA</b> RSI • FLY ME TO THE MOON BOSSA NOVA • KAPP • STEREO
<b>I LEFT MY HEART IN SAN FRANCISCO</b>
<b>MACK THE KNIFE</b> RSI • I'M A WOMAN • CAPITOL • STEREO
<b>MAMA'S GONE GOODBYE</b>



## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

<b>BIRDLAND</b> CHUBBY CHECKER, PARKWAY 873
<b>BLACK CLOUD</b>
<b>SURFIN' U. S. A.</b> BEACH BOYS, CAPITOL 4932
<b>SHUT DOWN</b>
<b>THE GOOD LIFE</b> TONY BENNETT, COLUMBIA 42779
<b>SPRING IN MANHATTAN</b>
<b>STRING ALONG</b> RICK NELSON, DECCA 31495
<b>GYPSY WOMAN</b>
<b>WITHOUT LOVE (There Is Nothing)</b> RAY CHARLES, ABC-PARAMOUNT 10453
<b>NO ONE</b>
<b>HOPELESS</b> ANDY WILLIAMS, COLUMBIA 42784
<b>THE PEKING THEME</b>
<b>BE TRUE TO YOURSELF</b> BOBBY VEE, LIBERTY 55581
<b>A LETTER FROM BETTY</b>

## EUROPEAN NEWS BRIEFS

### Protest Tax Law

COLOGNE — West Germany's new added valuation draft tax law would tax the coin trade at an in-fact rate of 22 per cent, a confiscatory rate, according to trade protests.

West Germany is shifting from a basic turnover tax to the French-style added valuation tax in the interest of European Common Market tax harmony. A turnover tax is just that, but an added valuation tax is levied by the supposed value added to a product at each stage of turnover.

In theory the tax is 11 per cent, but in the case of the coin trade it would be levied at least twice, making a total tax of 22 per cent.

### Jungle Beat

ZURICH — Swiss zoos are preparing to install juke boxes as well as feed vending machines.

Embellishing on the juke

boxes at the London zoo, the Swiss zoos will "program" "mood music," supplying not only sound effects associated with the animals' natural habitat but also popular music with zoological themes.

### Lyric Drive Opens

PARIS—Wurlitzer is opening a big European sales drive for its "Made in Germany" Lyric phonograph, which is being promoted as "a European phonograph designed for Europeans and produced in Europe by a famous name in American music."

This "best of both worlds" salesmanship is being applied at high voltage in France by Les Etablissements Bussoz, the Wurlitzer agent for France.

Bussoz has blocked France out into sales campaign areas, each area being assigned a Lyric sales quota. The Wurlitzer is produced at Huellhorst, in north Germany, in a new factory built *(Continued on page 71)*

# Ditchburn Begins UK Scopitone Test; French Artists Available

By JOHN THOMPSON  
LONDON — Ditchburn Equipment, Ltd., Wurlitzer distributor in the United Kingdom, is placing a number of Scopitone cinema-juke boxes in selected locations.

This is reported by Norman

Miller, production executive of Radiovision (Westminster), Ltd., distributor of the French-made film-juke box devices.

The agreement with Ditchburn is the first reported co-operation of substance given by British juke box distributors or

operators to distributors of this type unit.

Miller terms the Ditchburn pact, "a trial run." He said that the misgiving the Lytham, Lancashire, firm had was "getting the right kind of film material *(Continued on page 71)*"

*Williams* **DOUBLE ACTION PROFIT!**  
BOTH IN FULL PRODUCTION



**SKILL POOL**

WITH ADJUSTABLE  
3 or 5 PLAY BALL

- HITTING ALL 15 ROLLOVER BUTTONS LITES "SPECIALS" AND RE-RACKS BALLS
- drop target scores "SPECIAL" when lit
- two skill holes score "SPECIAL" when lit
- four jet bumpers
- one regular bumper
- two rollover lanes
- two kickup shooters
- two flippers
- two automatic kickers
- plastikote playfield

*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
- Official Baseball Scoring

**SEE YOUR WILLIAMS DISTRIBUTOR TODAY!**



**Williams** ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

**BUY THE BEST—BUY WILLIAMS**



**SPECIAL VENDING OPERATORS HEAR THIS!**

**FEATURES TWICE A MONTH**

Candy, Gum & Nuts  
Beverages  
Tobacco  
New Products  
Trends  
Industry News  
Market Place  
Editorials  
Articles

**FREE—Complete Series of Four Reprints—FREE "How To Use LOCATION CONTRACTS"**

VEND Magazine, 2160 Patterson St., Cincinnati 14, Ohio  
Yes—Please sign me up for a Vend Subscription and the FREE Series of "How to Use LOCATION CONTRACTS" reprints.

Name .....

Address .....

City..... Zone.... State.....

Type of Business.....

1 Year \$7

3 Years \$15

Foreign Rate, One Year \$14



**BULK VENDING**

# Ops Bear Down on Break-Ins

By ELTON WHISENHUNT

LITTLE ROCK—The newly organized Arkansas Automatic Merchandising Association last week kicked off a professionally organized campaign to reduce break-ins in coin operated machines in Arkansas.

The Arkansas Music Operators Association will follow up in the campaign, said Charles A. Stewart, executive secretary of both groups.

Stewart and the coinmen were instrumental in getting a bill passed in the 1963 Legislature making it a felony for anyone to break into a coin machine. The law went into effect June 13.

Coin machine break-ins have become a serious problem nationally and the Arkansas groups have taken positive action to meet it.

The merchandising association had decals printed offering a \$100 reward for information leading to the arrest and conviction of anyone who robs or attempts to rob a vending machine.

Similar decals will be put on phonographs and games by music operators. The State law makes it a violation to break into vending machines, amusement games or music machines.

The law reads: "It shall be unlawful for any person to use force to open any coin operated vending machine, amusement machine or service machine for the purpose of removing the coins or merchandise therefrom. The nature of force used is not material further that it may show the intent of the offender.

**Felony Rap**

"Whosoever shall violate the provisions of this Act shall be deemed guilty of a felony and shall be imprisoned in the penitentiary for a period not less

than one year nor more than three years."

Stewart said thieves and vandals cost Arkansas coin machine operators more than \$250,000 in 1962.

"We don't intend that it be that high in 1963," said Stewart.

The Arkansas Automatic Merchandising Association was formed after more than 50 operators met at the Albert Pike Hotel in Little Rock several weeks ago. One of their primary goals in the organizational meeting was to "eliminate robbery and destruction of" coin machines, said Stewart.

**Inform Officials**

The group was instrumental in getting the bill passed in the Legislature and then, on June 10, the new association called all law enforcement agencies and elected officials in Arkansas and gave them copies of the new law and a copy of the decal which will be displayed on all machines.

Stewart said his group intends to keep after the situation and work with police to catch thieves.

Officers of the new association  
*(Continued on page 67)*

# 12-Page Catalog By Guggenheim

CHICAGO—A 12-page catalog listing charms, capsules and other miscellaneous fill was put out last week by Karl Guggenheim, Inc. Products are pictured and shown with description and price. The firm's 12 distributors are also listed. Operators may obtain copies by writing to the firm at 159-07 Archer Avenue, P. O. Box 510, Jamaica 31, N. Y.

**WORRY BIRD**  
**Peps Up Your Machines!**  
Cute bird with the worried look, adds sparkle to your machines.

Beautifully molded in assorted colors. They stand... have loads of play value.

Only **\$5.50** Per M

**WHY WORRY?**

**PAUL A. PRICE CO., INC.**  
NEW ADDRESS  
5 Skillman Street \* Roslyn, N. Y.  
Phone: 516 MA 1-5500

**REVOLUTIONARY BREAKTHROUGH!**

A newly engineered bulk vendor with a disposable jar. If you haven't a single Beaver working for you, here's one.

Beaver singles or in a Mark I stand are first in everything except price.

**Beaver Vending Machine & Supply**  
11036 Whittier Detroit 24, Mich.

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1¢ or 5¢ ..... \$14.50  
N.W. Deluxe, 1¢ or 5¢ Comb. .... 12.00  
N.W. 10-Cent, 1¢ Tab Gum Mach. .... 18.00  
N.W. Model #33, 1¢ Perc. Converted for 100 ct. B.O. .... 6.50  
ABT Guns ..... 30.00  
Mills 1¢ Tab Gum ..... 12.00  
Acorn 8 lb. Gum ..... 10.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red ..... \$ .69  
Pistachio Nuts, Jumbo Queen, White ..... .62  
Pistachio Nuts, Large Tulip ..... .67  
Pistachio Nuts, Vendor's Mix ..... .60  
Pistachio Nuts, Shell, Red ..... .50  
Cashew, Whole ..... .64  
Cashew, Butts ..... .61  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .57  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .36  
Bridges Mix ..... .36  
Boston Baked Beans ..... .36  
Jelly Beans ..... .33  
Licorice Gems ..... .34  
M & M, 500 ct. .... .47  
Hershey-ets ..... .47

Rain-Blo Gum, 72 ct. .... \$ .32  
Maltette, 100 ct., per 100 ..... .35  
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. .... .32  
Rain-Blo Ball Gum, 100 ct. .... .34  
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.  
One-third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY**

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World's Largest Selection of Miniature Charms

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# Under-Counter Varmint in Reserve Dries Kids' Tears

LOS ANGELES — Doing away with juvenile disappointments when several nickels or pennies are able to produce exactly the novelty which the youngster wanted is an unusual good will touch which has upped profits for S. A. Detrich, bulk operator in suburban Anaheim, here.

Detrich, with locations throughout the middle-income residential areas of Anaheim has made a major issue of varmints in plastics and rubber, over recent years, to capitalize on the predominance of young children in the area.

Like many other operators, he has found that numerous children will be intent upon adding a spider, a tarantula or a wiggleworm, to their collection, and are petulant to the point of tears, when numerous pennies or nickels as the case may be, fail to produce exactly the wanted item.

**Over-the-Counter Sale**

To assuage the youngster's grief, Detrich simply furnishes the location owner where possi-

ble, with a box of the same varmints used in the machine, to be kept under the counter at the checkstand, close to the bulk venders. Then, when a youngster is obviously highly put out because he was unable to get exactly the item desired, the storekeeper or clerk can simply solve the matter by selling the tyke the spider he wants, directly from the box.

Elementary school youngsters have been quick to catch on to this, and often come directly to wherever the box of varmints is kept, for their order, rather than using a vending machine.

This is all right with Detrich, of course, since sales are increased in kind. Naturally, it means a bit more work for the location owner but since Detrich maintains close relationship with all his location owners, he usually gets the desired co-operation.

# Eppy Putting Charms in New Mixes

JAMAICA, N. Y. — Eppy Charms, Inc., has packaged some of its top-selling charms into new mixes.

The new packs include the Import Ring Mix, with seven assorted styles and colors for penny machines; the 5-cent capsule mix with Monster Teeth, Twin Skeletons, Onyx Rings, Puff Cigarettes, Tattoos, Parachutes and 42 assorted rings, and the 10-cent capsule mix with Jungle Reptiles, Playhouse Puppets, Skeleton Hands, White Mouse, Three Karat Diamond Rings, Shrunken Heads With Hair, Tropical Fish, Dangling Skeleton and 16 varieties of Horribles.

Over 50 Assorted Items in Our New **10c CAPSULE MIX**

Including **100 NOVELTY KEY CHAINS**  
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**VICTOR VENDING CORP.**  
5711 W. Grand Ave. Chicago 39, Ill.

New V2 Capsule shown actual size.

# Dime in Time Often Saves Delay

DENVER—A dime in an envelope, with the telephone number, name and address written on the front is a most practical means of getting location owners to telephone in when a bulk machine needs refilling or repair attention, according to Charles Flower, bulk operator here.

During the past few years, bulk vending operations, particularly in service stations in which Flowers specializes, are characterized as spotty by the elderly Colorado operator.

Not infrequently, a peanut machine which normally needs servicing only once a month may sell out in a week's time, as heavy tourist traffic increases in neighborhood locations, bringing in many more people.

This means that if nothing has been done to encourage location owners to telephone Flowers, chances are that he will not locate the shortage until his next call.

**Finds Solution**  
Flowers struggled along on the hit or miss basis for several years, before ultimately settling

on "a dime and an envelope" for each location owner.

As this plan operates, Flowers simply uses a white correspondence envelope, containing a cardboard rectangle on which is rubber-cemented a silver dime. Opening the envelope, and showing the location owner that the dime is there, Flowers then asks the location owner to note that his telephone number, name and address is written on the front of the envelope, and to use the dime to call in whenever there is need for service of any sort. Usually, the location owner will place the dime in a handy drawer for later reference if necessary.

**Post Card**  
In some instances, Flowers also slides a self-addressed 4-cent post card into the envelope as well, so that the location owner who doesn't get an an-

swer, or finds the telephone continuously busy, can still drop a card into the mail.

Only twice during 1962 did a location owner actually use the dime Flowers left for the purpose, the veteran Denver operator said, and then only in instances where for some reason, a dime was not available.

Usually, the service station owner, or attendant, appreciative of the excellent care which Flowers gives his machines, will spend his own dime to get results.

Flowers will cheerfully drop almost anything to reach the site, when a location owner phones in—even if it means a 50-mile drive. The important thing is to keep the location owner aware of the importance of the vending machine, and to maintain them at maximum earning capacity at all times.

## NAMA Source Book Out; As Comprehensive as Ever

CHICAGO — The National Automatic Merchandising Association released its 1963 source book last week listing 213 manufacturers, 402 vendible product suppliers, 512 manufacturers of component parts, and more than

1,400 operating company members.

The book contains more than 200 pages of illustrated information about the automatic food, merchandise and service vending business. Names of export managers in the machine manufacturing company category are added this year for the first time.

Each listing includes comprehensive information about the types of products and gives the names of key executives such as chief company officers, sales managers and marketing directors. Listings are also indexed according to product.

Cost of the book is \$3 (\$1.50 per additional copy) and is available through NAMA offices at 7 South Dearborn Street here.

## Bulk Vending Makes Grade Among Irish

DUBLIN—The sale this summer of Irish ball gum, made by Leaf, Ltd., Kilcock, Eire, shows a healthy upswing. Reason is the growing popularity of ball gum venders in the United Kingdom.

Formerly a rare installation, ball gum venders are prominent in supermarkets, candy stores, cafes and newsstands, owing to strong promotion by Beaver Vending Machine & Supply (G.B.), Ltd., located in Southall, Middlesex.

To cope with the trend, Leaf, Ltd., is making gum in 84 flavors.

## Ops Bear Down

Continued from page 66  
tion are: Harry Dales, Little Rock, president; Joe Renner, Little Rock, vice-president; Roy Kumpe, Little Rock, secretary, and J. Earl Gill, Hot Springs, treasurer.

Members of the board of directors include the above and Olan McCoy, Springdale; Jack Jones, Fort Smith; Frank Walden, Jonesboro; Herman Snyder, West Memphis; Bill Willis, Magnolia; Wade Wilks, Marianna; W. A. West, Russellville, and Harold Seabrook, Pine Bluff.

## Sutherland in Assn.

CHICAGO — The Sutherland Distributing Company, headed David Sutherland of Kansas City, Mo., has joined the National Coin Machine Distributors Association. Sutherland, with a branch office in Oklahoma City, represents Seeburg, United Manufacturing and Fischer Sales.

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Chicle Ball Gum, 130 ct... 38 1/2 lb.  
Clor-o-Vend Ball Gum... 43 1/2 lb.  
Clor-o-Vend Chicks, 320 ct... 43 1/2 lb.  
Bubble Chicks, 320 & 520 ct... 39 lb.  
Bubble Chicks, 320 & 520 ct... 31 1/2 lb.  
Tab (short stick), 100 ct... 40c box  
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## COINMEN IN THE NEWS

### Boston Banter

Al Levine, formerly with Redd Distributing Company, is now firmly established as a Rock-Ola distributor under the name of Music & Vending Corporation at 46 Brookline Avenue, Boston. He took a large, vacant store and made it into a tastefully decorated showroom. He is handling the full line of Rock-Ola music and vending and has taken on the firm's Book-O-Mart, which vends books, toilet preparations and other articles the size of a pocketbook. Al is well staffed with a group of factory-trained service, and Ben Palestriand handling the vending line. Ben is well known in the music and vending business in which he has been for many years. Al has also taken on a new line of pool tables made by the U. S. Billiards, Inc., of New York. He has sold his big 15-room house in the suburbs and taken an apartment in the Back Bay. He's happy in his new venture and says he now has Rock-Ola's in the hands of operators who haven't had that make for 20 years.

Big changes at Dave Baker's Melo-Tone Vending Company in Somerville. Dave's son Hartley has graduated with honors in math from Rensselaer Polytechnic and has come into the business. Sam Baker has been promoted to supervisor of music routes, with Harvey Hoffenberg transferred from music to public relations and sales. Dave is now the owner of three riding horses and is eyeing an estate in suburban Canton where he plans to breed and sell saddle horses. Other new members of the staff are Patrick McCann, who was formerly with Advance Automatic in San Francisco and Rex Distributors in Reno. He will head the service department, music and vending; Frank DeMeritt, who comes from the food business, will be office manager.

Jim Hunter, manager of the Wurlitzer factory outlet, is a relieved man these days. His wife recently underwent an open-heart operation and is making excellent progress. The branch is in the process of moving to bigger quarters at 26 Brighton Avenue, Boston, where it will enjoy much more space and be happily removed from the congested conditions near the Red Sox ball park. . . . Bob Jones of Redd Distributors is campaigning for the annual pre-summer clearance sale, and with the fine weather Bob feels there isn't a moment to lose.

CAMERON DEWAR

### Tennessee Briefs

Memphis notes: Linda Newell, daughter of Mr. and Mrs. Edward H. Newell, was married recently to Larry Browndyke of Evanston, Ill. Mr. Newell owns Or-Matt Amusement Company. Linda was in the 1963 graduating class at Southern Methodist University, Dallas. . . . Shelby County Cigarette Vending Association met June 20 at the Gas

Light Restaurant. Secretary Robert L. Baker reported they compared notes on sales effect of the recent increase from 30 cents 35 cents per pack.

Drew Canale, president of Canale Enterprises, Inc., has a swimming pool at home so popular among children of neighbors, friends and relatives he has set 10 a.m. to 12 noon each Saturday as swim time for them. . . . George Sammons, president of Sammons-Pennington Company, all set to attend the NAMA and MOA conventions September 4-10 in Chicago.

Jake Kahn and Charles Kahn, owners of Tri-State Amusement Company, recently acquired a warehouse to store their many machines when not in use or in between usage in various restaurants. They own a number of restaurants, lease them to operators and supply music and game machines.

Johnny Novarese, partner in Poplar Tunes Music Service, was seen putting on the putting green at Riverside Golf Course recently against three others. A scout reported Novarese wasn't dropping them that day and lost quite a few scats. . . . Novarese's partner, Joe Cuoghi, however, has clicked again, operators report. Cuoghi is in the producing end of the record business, and his latest hot seller on his Hi label is "Cottonfields," by Ace Cannon, operators say.

ELTON WHISENHUNT

### Rumpus Game Makes Bow

CHICAGO—A new 70-Hole Shoot-Again feature is the highlight of United's Rumpus six-player puck shuffle target amusement game, introduced last week.

When the player gets the puck into the center 70-hole, the frame number stands, giving the player an extra shot. Players can continue to earn extra shots as long as they keep hitting the 70-hole.

Rumpus offers a choice of three popular United Games—Regular, Flash and Advance—with six ways to play. The game is selected by pressing the control button.

A modernized puck-elevating mechanism with an extra heavy duty motor-driven puck return, gives quieter and more trouble-free service. A streamlined cabinet is equipped with high-gloss stainless steel rails.

### COIN SLIDES

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## Report From Britain

LONDON — The Seeburg mobile demonstration studio has left London after a successful six-month stint for a sales sojourn in Antwerp.

The van is now serving Seeburg S.A., Antwerp, and is touring Belgium distributors for point-of-sale demonstrations.

### BRITISH BRIEFS

Sir Ronald Garvey, governor of the Isle of Man, says that new coins will be Manx-minted, probably plastic, and one unit likely to be titled the Mona, the island's Roman name. . . . Mrs. L. Shaw, secretary of Phonographic Operators Association, is back from a Malta vacation with a Miami tan. . . . Air Vice Marshal D. V. Carnegie, steward of

Burghley House, Lincolnshire County, is reported now a coin-amusement operator on behalf of that stately home catering to visitors. . . . Gordon C. Davis, commercial coiffeurist of Melton Mowbray, acquired a permit for juke box operation in his salon because his female clientele want it. . . . High Court granted Phonographic Performance, Ltd., British disk-makers' watchdog, an injunction against Rye, Sussex, juke box operator John M. Hitchcock. He can no longer schedule their releases in his machines, and PPL seeks damages. . . . Safe-breaking in the UK is taking second place to fruit machine abduction. Operators are deploring their portability and few are recovered.

## City Cigaret, Sales Taxes Latest Blow to Gotham Ops

NEW YORK — Gotham cigarette operators, already burdened with a stiff occupancy tax, took on two more unwelcome loads beginning Sunday (2).

The city cigarette tax was boosted from 2 to 4 cents a

pack, and the sales tax, which applies to equipment purchases, was hiked from 3 per cent to 4 per cent.

The twin tax increases affected more than a third of all New York juke box operators—those who have cigarette routes in addition to their phonograph operations.

Before the tax increase, non-filters had been vended for 30 cents, while non-filters had gone for 35 cents. The majority of operators are now vending for 35 cents across the board, and several have gone to 35 for regulars and either 38 or 40 cents for filters and kings.

However the tax is not being absorbed by the increase in vending prices. As about 75 per cent of the packs vended before the tax increase went for 35 cents, the tax increase is borne by the operator in all but 25 per cent of sales.

Tiny Weintraub, executive director for the Cigarette Merchandisers Association, an operator group of New York cigarette men, estimates that the average operator is taking a bath to the tune of from \$3 to \$5 a case (500 cigarettes) on total sales.

Over-the-counter prices for cigarettes have been boosted 2 or 3 cents, with filters selling for 32 and 33 cents.

### ZIG-ZAG Counter Game

5-ball play, 14-54-104 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

**\$49.50**

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### SHUFFLEBOARD SCOREBOARDS

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## Wurlitzer, Rock-Ola at MOA Meet

• Continued from page 62

will come out for the convention in full force—with all company brass on hand and with most of their distributors. Spokesmen for both companies indicated that they were not making token showings.

Previously, Rowe AMI and Seeburg had announced that they would make major efforts at the conclave.

MOA's prospects, which had reached their low ebb at the Miami convention a couple of years ago, are the brightest they have been since the mid 1950's.

### Heavy Attendance

With all four phonograph manufacturers in, and with their distributors showing up in force,

operator attendance at the Chicago show should be the heaviest in years.

All this bodes well for record company participation. In the last five years, the diskeries have been cool to the MOA show, not because they were involved in the association's intricate politics but because they didn't see much point in displaying their wares unless enough operators were on hand to make it worth the expense.

This year, MOA will have a sales pitch to the record companies. It can point to complete representation from the juke box manufacturers and offer the reasonable assumption that operator attendance will be substantial.

Another factor which should boost MOA attendance is the fact that the National Automatic Merchandising Association Convention begins at McCormick Hall the day after the MOA show closes.

### Double Attraction

Hence, MOA is bound to draw some vending operators in town for NAMA, and the attraction on NAMA is apt to make the Chicago trip more feasible for music operators.

Also, with ROSA (the one-stop trade association) exhibiting, one-stop owners should be out in fair force.

Harry Snodgrass, MOA president, said that all four phonograph manufacturers have told him they will conduct direct mail campaigns to operators to promote MOA convention attendance. Trade paper advertising from the manufacturers will also promote MOA attendance, he added.

Bob Blundred, MOA managing director, will be in New York the first week of July to call on record companies for exhibit space.

## Granddad Palmer

NORTH TONAWANDA, N. Y.—A. D. Palmer, advertising and sales promotion manager of the Wurlitzer Company, became a grandfather for the first time last week when his daughter gave birth to a girl. Palmer was in Chicago during the week for meetings with the phonograph manufacturer group regarding participation in the Music Operators of America Convention, September 4-6.

## Back With Pool

BROOKLYN — The Irving Kaye Company has resumed production on its Satellite six-pocket pool table this week. According to Howard Kaye, company executive, the firm had suspended production on the unit for 90 days, but the heavy volume of orders for the game had warranted another run.

## Cellar Bill Dead; Propose New One

• Continued from page 62

proposal and will take the fight to the full House Judiciary Committee. If the full committee okays the bill, the bill will then go to the House floor for vote, after getting a green light from the House rules committee.

### Court Fight

If the bill becomes law, juke box operators will have to go to the courts to challenge performance royalty rates they feel are exorbitant. Both ASCAP and BMI, the principal licensors of performance rights in American music are under consent decree. Operator complaints would go to Judge Sylvester J. Ryan, of Federal Court for the Southern District of New York.

During recent hearings on the Celler Bill, juke box operators said it would be impossible for their group to raise funds to take the big performance rights societies into court for rate setting.

Wording of the bill is: "The 3rd paragraph of Subsection 1 (E) of the Title 17 of the U. S. Code is amended to read as follows:

"No proprietor of an establishment in which a copyrighted

musical composition is performed publicly for profit by means of a coin-operated machine shall be deemed an infringer unless: (1) Alone or jointly with others he owns the machine or has power to exercise primary control over it; or (2) he refuses or fails, promptly after receipt by registered or certified mail of a request by the person entitled to the performance right, to make full disclosure of the identity of the person who owns the machine or has power to exercise primary control over it."

This paragraph would now replace the old stipulation that "The reproduction or rendition of a musical composition by or upon coin-operated machines shall not be deemed a public performance for profit unless a fee is charged for admission to the place where such reproduction or rendition occurs."

## Bigner Sells 300 Cincinnati Units

CINCINNATI — The sale of physical assets of Bigner Music, Inc., and Bigner, Inc., local coin machine operating companies, to Sam W. Klein, of Sam Klein & Company, was announced Tuesday (18) by Ray Bigner, president of the Bigner companies which have been headquartered at 2345 Quebec Road. Klein also is executive vice-president and operating manager of Stern Vending Company, Cincinnati.

Bigner, in announcing the sale, said that the transaction involved coin phonographs and automatic amusement devices at approximately 300 locations. Terms of the deal carried the stipulation that Bigner would not carry on such operations in the Ohio counties of Hamilton (Cincinnati), Butler and Warren for five years.

Bigner said that he will devote time exclusively to his local Rock-Ola phonograph distributorship.

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Wurlitzer 2400, 2404, 2410 \$545.00  
Wurlitzer 2500, 2504, 2510 645.00  
Wurlitzer 2300 445.00  
Wurlitzer 2100 295.00  
Rock-Ola Hide-A-Way 1440 75.00  
Seeburg 200 Sel. WB 49.50  
Seeburg KD 325.00  
Seeburg 201 495.00  
AMI K 120 375.00  
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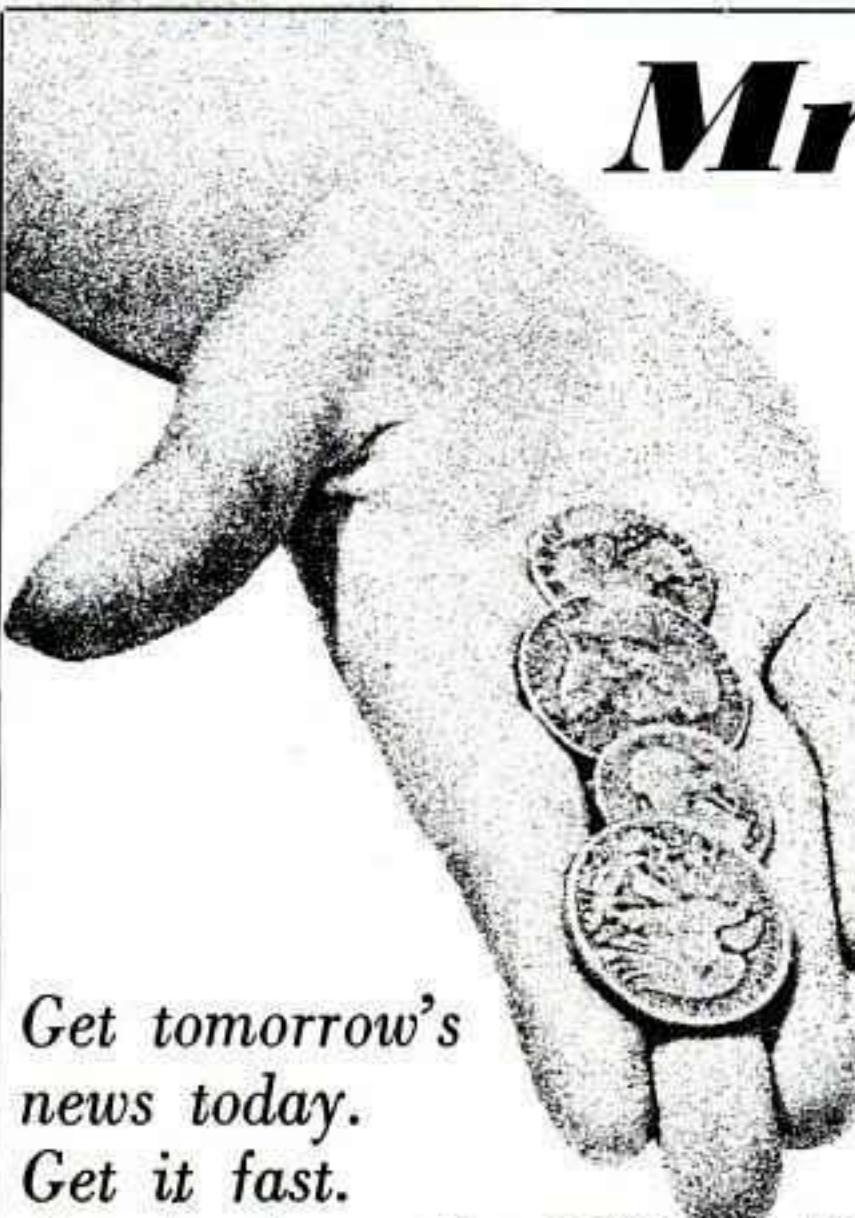
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# Local Gospel Record Selling in Memphis

MEMPHIS — Four new singles, one a locally produced instrumental with a gospel flavor, were the hottest selling disks last week to operators in the Memphis area.

They are: "Cottonfields," with Ace Cannon on Hi; "Tender Grass," with Brook Benton on Mercury; "Don't Try to Fight It, Baby," with Eydie Gorme on Columbia, and "I Still Hurt Just the Same," with Bobby Wood on Joy.

Frank Berretta, manager of Poplar Tunes Record Shop, one-stop where all operators in Memphis and most in the Mid-South shop, said all four were breaking good and were the most bought by operators.

Jake Kahn, partner in Tri-

State Amusement Company, said the Bobby Wood number was going best on his boxes. Wood is a young Memphian who, until recently, was under contract to the local Pen Record Company; Joy signed him in an agreement with Pen.

Drew Canale, owner of Canale Enterprises, Inc., said Cannon's "Cottonfields," is "going real great for us."

Edward H. Newell, Or-Matt Amusement Company; Parker Henderson, Rainbow Amusement Company, and Charles McDowell, general manager of Southern Amusement Company, said these two were going good for them, in addition to "Tender Grass" and "Don't Try to Fight It, Baby."



**JUNE WOOD**, waitress at Virginia Barbecue, Richmond, Va., holds the Multiple Sclerosis canister which was filled with dollar bills in one day, largely through her efforts. The Music Operators of Virginia are behind the National Multiple Sclerosis Society's drive which began May 12. Every operator in the State has been given canisters for each of his locations. Mrs. Wood's canister was placed there by Minor's Music, headed by Robert H. Minor, secretary-treasurer of the Virginia group.

# British Coinmen Cool On Worth of Stereo

LONDON—Stereo sound reproduction has had only a nominal effect on collections in the United Kingdom, according to Nick Young of Juke Box Distributors here.

Young, whose juke box routes stretch far and wide in southern UK, finds disk fans view stereo as "just a pretty label," and don't know the difference between binaural of good reproduction (two opposed speakers) and the real stereo thing.

Conditions, acoustically, where juke boxes are normally placed are not conducive to the finer systems of sound reproduction, he offers. Customers want music, well audible, and will pay for that alone.

Young pointed out that there is little stereo product being pressed by UK record manufacturers. "Not enough available

for us to program stereo even if the customers wanted it," he reported.

T. B. Adams, Auto-Slot Sales, Ltd., Fanfare Silver Stereo 100 distributor, said that his observations indicate that "Stereo doesn't make much difference to the customer."

Fred Walker, partner of Ruffler & Walker, Ltd., also finds stereo an indifferent aid to the juke box trade.

The term stereo seems to have, in Britain, similar quasi-tangible value that the term "superheterodyne" had for radio sets thirty years ago, said one veteran juke box operator.

"If it's 'stereo' it is the best, but not an extra, in the public mind," he offered.

None appeared to feel that stereo added coin to a juke box operator's take.

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# Threatened Tariff Hike Irks U. S.

**Continued from page 62**

achieved by superior product along with superior distribution and marketing.

In the case of coin machines, the European trade is currently distressed by 1962 U. S. trade export figures showing that Belgium, West Germany, France and Britain purchased nearly two thirds of the \$26,017,263 worth of U. S music machines and coin games sold abroad last year.

**Sales Slump**  
German manufacturers are piqued particularly because this country purchased 4,988 new American machines at a time when the domestic manufacturers are battling a sales slump

caused by saturation of the German market.

The Bundestag deputy's prediction of anti-U. S. coin machine legislation in Europe was underscored by a hike a few days later in the duty on U. S. poultry.

In seeking Bonn government protection, coin machine manufacturers are fortified by the apparent inability of the U. S. to retaliate against Germany coin machine exports to the U. S.—there being no such German exports of appreciable volume.

But U. S. officials here say this is a "naive" attitude. "Any reprisals which may be invoked—and steps in this direction are being prepared—will involve German and other European products which have a strong position in the U. S. market, and thereby provide us with maximum leverage on the European governments.

# EUROPEAN NEWS BRIEF

**Phonos Make Hits**  
LUCERNE, Switzerland — Swiss phonograph operators make the disk hits in this country—and nobody disputes the fact.

Broadcasting authorities have imposed sharp curbs on this country's federally operated radio and TV network which ostracize disk jockeys and prescribe tune-plugging.

Disks ascend to the top-tune lists almost solely on the strength of juke box play. An operator poll recently disclosed that there is almost complete correlation between top pop sales in disk shops and play on Swiss juke boxes.

The survey shows that tunes making the phonograph popularity meters then spurt in disk shop sales a week to three weeks later.

**GUNS**

- Bally Bull's-Eye ..... \$195
- Circus Gun ..... 275
- C.C. Ray Gun ..... 295
- Carnival ..... 125
- Dale Gun ..... 65
- Ex. Star Shooting Gallery ..... 125
- Ex. Sportland ..... 125
- Gun Patrol ..... 110
- Gun Smoke ..... 195
- Hercules ..... 275
- Jet Gun ..... 110
- Keeney Air Raider ..... 125
- Marksman ..... 275
- Mid. Shooting Gallery ..... 195
- Nite Fifer ..... 125
- Pistol Pete ..... 75
- Pop Gun Circus ..... 225

**Ranger** ..... \$125

- Rifle Gallery ..... 125
- Sky Gunner ..... 125
- Six Shooter ..... 95
- Silver Bullet ..... 125
- Sci. Jungle Joe ..... 125
- Sky Raider ..... 110
- Seeburg Bear Gun ..... 165
- Seeburg Coon Gun ..... 165

**Safari** ..... \$150

- State Fair ..... 175
- Sky Fifer ..... 125
- Sharpshooter ..... 250
- Titan ..... 295
- Vanguard ..... 225
- Un. Jungle ..... 125
- Wild West ..... 195

**KIDDIE RIDES**

- All Tech Fire Engine \$425
- All Tech Satellite...Write
- Bally Speed Boat ..... 375
- Bally Little Champ ..... 295
- Big Bronco ..... 295
- Bally Space Ship ..... 275
- Champion Horse ..... 395
- Choo-Choo Train ..... 250
- Chuck Wagon ..... 425
- Donald Duck ..... 250
- Hot Rod ..... 225
- Highway Patrol ..... 595
- Junior Jet ..... 175
- Kings Horse ..... 250
- Moon Rocket ..... 595
- Merry Go Round ..... \$295
- Miss America Boat ..... 295
- Model T Ford ..... 395
- Old Smokey ..... 275
- Pony Express ..... 175
- Red Nose Reindeer ..... 225
- Round World Trainer ..... 325
- See Saw Clown ..... 225
- Scientific Boat ..... 325
- Twin Horse Stage ..... 425
- Coach ..... 425
- Tusko Elephant ..... 495
- Toonerville Trolley ..... 375
- Wells Fargo ..... 425

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- Bally Strika . . . . . 149.50
- DuGrenier 12-Col. Cigarette Venders . . . . . 139.50
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- C.C. Aristocrat Shuffle Alley . . . . . 500.00
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# EUROPEAN NEWS BRIEFS

Continued from page 65

by Wurlitzer's wholly owned German subsidiary.

The 100-selection Lyric in effect is a compact version of the Wurlitzer 2700 which is also sold in France by Bussoz.

## PTB to W. Berlin

WEST BERLIN—The Bonn government has shifted its Physics - Technological Institute (PTB) from Brunswick to West Berlin.

The PTB is charged with testing and licensing all of West Germany's payout machines. Under legislation unique in the world trade, West Germany requires every payout to be tested and licensed by the government institute.

The license is valid for three years—and there is no renewal, meaning the expired-license machine must be junked or exported. The PTB was shifted to West Berlin under Bonn government policy of concentrating as many federal offices in West Berlin as possible to "show the flag" of West Germany to the East German Communist regime.

At the same time the shift makes economic sense rare for a government bureaucracy, because Guenter Wulff, West Germany's leading payout machine manufacturer, is situated in West Berlin. Wulff produces around half of all German payouts.

## Cinebox to Spain

MADRID—The film phonograph is being introduced to Spain by the Sociedad Iberica de Fonovision, an affiliate of the U. S. Cinevision Corporation.

The Spanish firm will receive

technical assistance from the European producer, Societa Internazionale di Fonovisione of Milan, which has assigned exports rights in Spain to the U. S. firm.

Films will be supplied by the U. S. firm. Marketing surveys indicate that prospects for the film box are unusually bright in Spain where pageantry and music dominate the national life. The juke box boom is only beginning here, meaning that locations have a free choice between the conventional juke box or the film box.

## UBA Names De Vroey

BRUSSELS—Belgium's coin machine trade association, UBA, has elected as its president Henri De Vroey of Brussels. De Vroey succeeds Alex van de Wege, Antwerp distributor and long-time leader of the Belgian trade.

In a tribute to Van de Wege's leadership, the UBA has appointed him permanent adviser to the trade association's administrative council. In this capacity, Van de Wege will advise the trade on such currently prickly problems as anti-bingo legislation and the operation of background music in connection with bingo play.

## Magyars Seek Disks

ROME — Representatives of the State-owned Hungarian Gramophone Record Company are negotiating with juke box disk supply firms in several Western European countries, among them Italy, for the sale of records for phonograph play at cut-rate cost.

The Hungarian State diskery

# Ditchburn Begins UK Scopitone Test; French Artists Available

Continued from page 65

in the boxes" for broad coin-slotter appeal.

## Diskeries Cool

Major British record makers are "not terribly co-operative," the executive said. "Their general reaction to proposals about filming recording artists is non-committal. They never actually say no," he added.

But in France, home of Scopitone, record makers are now supplying their artists gratis for filming for film-juke box purposes. He thought it would be a long time before British Phonographic Industry members assisted in this way.

Meantime, "We are filming American artists who are high on the American charts as they visit Paris and London," Miller said.

## Original Artist

"This way we get the original (artist) instead of a British or French cover job."

Miller expressed satisfaction about filming the Exciters belting "Tell Him" and "He's Got the Power" while in Paris two weeks ago (3).

The trend of Miller's ploy to obtain contemporary product for film-juke box uses in this

tabbing of U. S. talent on tour. "Sinatra is possible," he said.

Fred Walker, partner of Ruffler & Walker, Ltd., London, disagreed. Such as Sinatra and other high-caliber recording talent "are wrapped up in contracts," with British record makers, to enable them to accommodate either Scopitone or the Italian Cinebox in this manner, the veteran coin equipment trader said.

Radiovision now has 80 Scopitone units on location and earning well. Most of these are located in coastal resort towns, Miller said.

Shipments are arriving by air freight at the rate of 20 Scopitone units a month, he said. And these are placed without difficulty by Radiovision's own sales representatives.

All British juke box distributors and major operators had been canvassed with a view to handling Scopitone. Interest but no action had been the result, the executive indicated.

Radiovision wants to solve this matter of signing name talent, because second-string artists, lacking coin-slot magnetism, cost about the same to film.

Certainly there is no dismay at BPI failure to negotiate use of their talent for film-juke box current-hit propagation. Miller feels that Scopitone can live with the situation for a long time to come.

Walker plain does not believe there is much future in vid-film coin boxes of any kind.

He cites instance of a British film-juke box, made in

Slough, Buckinghamshire, 15 years ago. The device had 10 sound films, nonselective in operation, and merely rotated plays. "It did not take at all," he said. The maker lost money, and so did Ruffler & Walker, Ltd., on the enterprise, he reports.

The dismal end of these units was a brief career as Mickey Mouse cartoon viewers for junior fun park sites.

Scopitone and Cinebox "have got to realize they can't lick TV, and all the kids are worried about is the tune."

"Just watch the youngsters when a tune they like is on. They don't watch. It sends 'em off somewhere else."

Meantime, Miller has tabbed certain top talent names imminent in Europe. Negotiations are almost clinched, he said, but did not confide details at this stage.

Radiovision is certain that many American diskeries and groups will scythe through contractual hobbles for the sake of cinema-juke box exposure.

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- X** Tilt feature allows play to continue even after a "tilt".



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RANDY SPARKS gives his New Christy Minstrels their first look at Grammy Award they won as best choral group of 1962. Group was unable to attend New York awards dinner because of commitment at Harold's Club, Reno.



CLEOPATRA BACKGROUND score received its world premiere "live" performance last week by Detroit Symphony. Composer Alex North scrutinizes score during rehearsals.



COMPETITION WINNERS Ole Jorgensen and Hanne Larsen arrive in New York for gala week. They won All-Star Festival LP competition sponsored by Philips' licensee in Denmark.



INTERVIEWING JIMMY SMITH in New York is Jaakko Jahnakainen, feature writer for Suosikko, Finland's leading music magazine. Jahnakainen also writes for and produces TV shows in Helsinki.

# Billboard PHOTO GALLERY OF Newsmakers



MASS SIGN-UP of stars by Sue Records' Juggy Murray (seated) include (l. to r.) Ray Bryant, Ernestine Anderson

and the team of Julie and Jack. Occasion is one for all-round smiles.



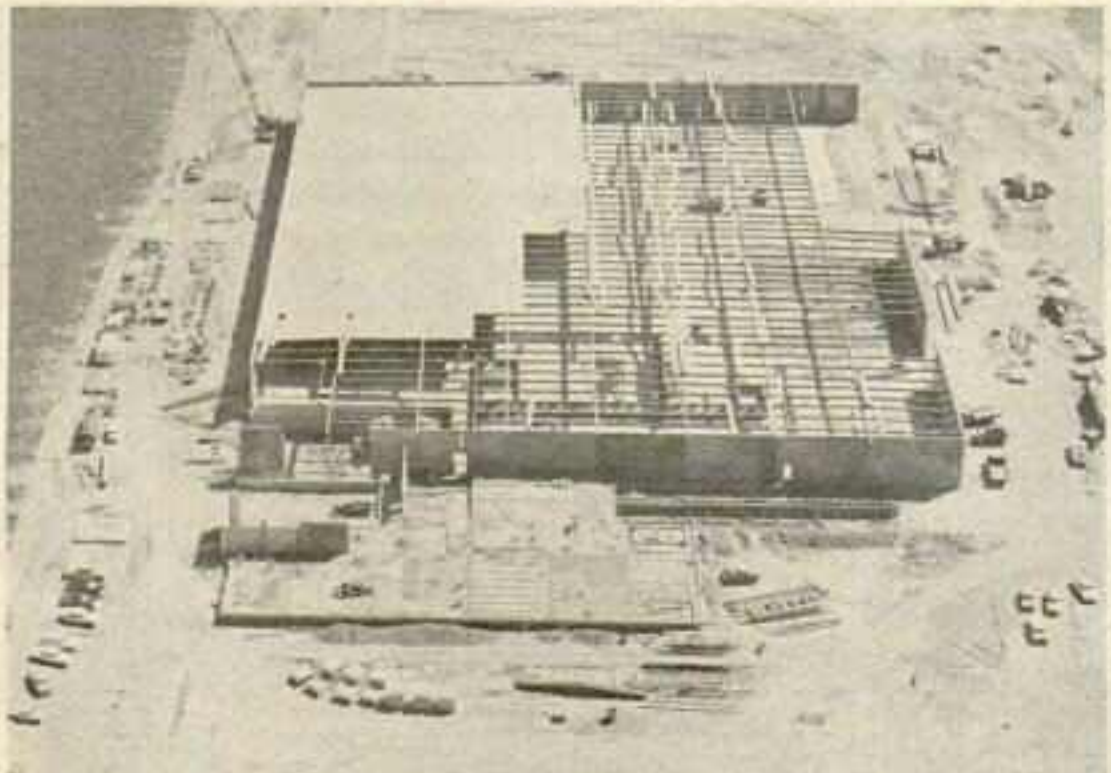
INCUMBENT VAUGHN MEADER (c.) gives tips to comic Stanley Myron Handelman (r.) on the art of recording. Handelman's LP, "How to Survive a Nuclear Attack in Peacetime, or the Silver Skate," will be cut live during his engagement at the Phase 2. Impressed onlooker (l.) is (who?) Barry Goldwater Jr.



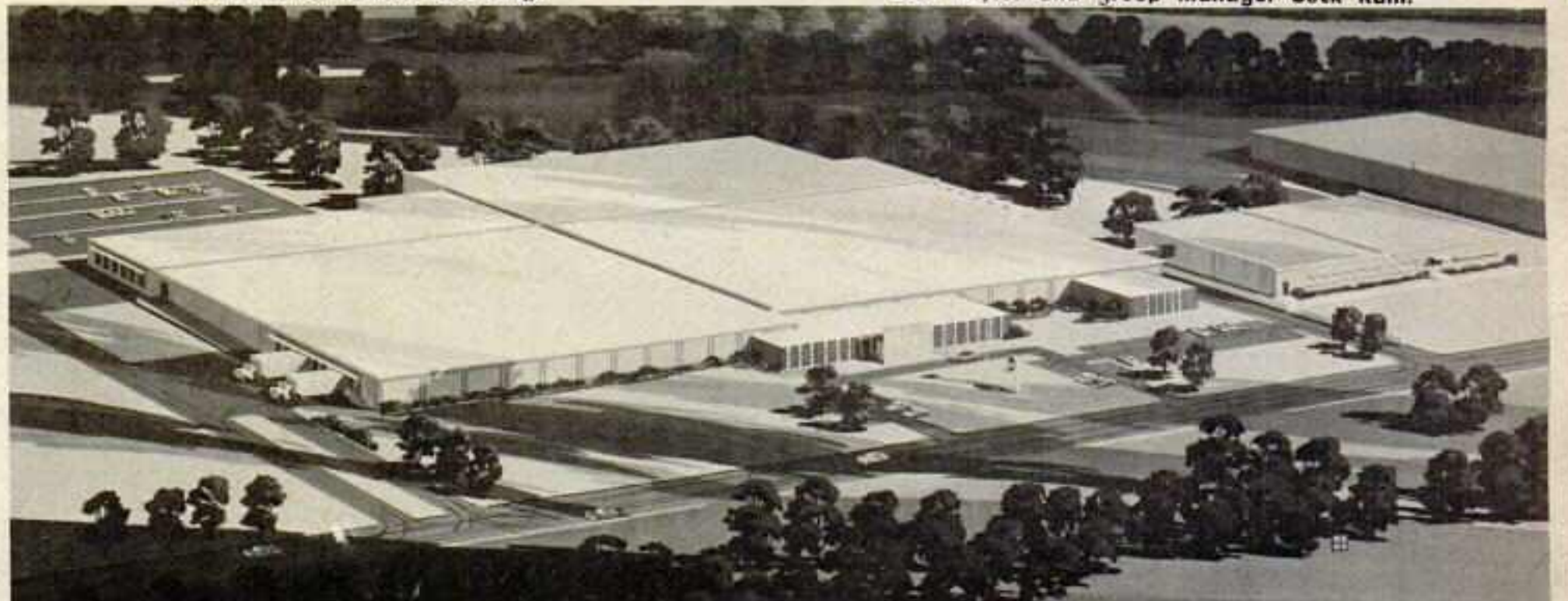
WASHINGTON DEEJAY Felix Grant recently flew to Rio, where he stopped off at EMI (Rio Odeon) studio to observe session. Shown here are (l. to r.) Jose Ribamar (a.&r.); Luis Bonfa, composer; Grant, and Lyrio Panicelli, whose orchestra was recording.



MERCURY'S PLATTERS beam proudly at RIAA Award plaques for their LP "Encore of Golden Hits." Seated (l. to r.): Herbert Reed, Paul Robi and David Lynch of the group. Behind them are David Carrol, recording director; Zola Taylor and group manager Buck Ram.



NEARING COMPLETION is the new Columbia plant at Santa Maria, Calif. Official opening will be taking place this September.



ARTIST'S RENDERING of what RCA Victor expects will be the world's largest record distribution center is to be located in Indianapolis. Ground was broken for the one-story structure in April, and officials anticipate completion by approximately March 1, 1964.