

Billboard

The International Music-Record Newsweekly

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

3 Big Singles, Hot Fall Album Product Key to Sales Climb

By BOB ROLONTZ

NEW YORK—A steady pick-up in the record business has been evident of the past fortnight sparked by a number of strong single records, and the introduction of new fall album product. It was just about this period last summer when the singles business started to climb that resulted in the best four-week summer period (mid-August to mid-September) in record history.

The strong singles product has been led by three smashes that look on their way to becoming million sellers. They are Little Stevie Wonder's "Fingertips," on Tamla (No. 1 again on the Hot 100 this week); Allan Sherman's "Hello Mudduh, Hello Fadduh," on Warner Bros., and the Angel's "My Boyfriend's Back," on Smash. And mighty close to these is "Candy Girl," by the 4 Seasons on Vee Jay.

Although these are the biggies, there are other solid sellers around. Kai Winding's "More," on Verve; "Heat Wave," by Martha and the Vandellas on Gordy; "Surfer Girl" and "Little

Deuce Coupe," by the Surfers on Capitol; Al Martino's "Painted, Tainted Rose," on Capitol; Bobby Vinton's "Blue Velvet," on Epic; the Crystals' "Then He Kissed Me," on Philles; "Martian Hop," by the Ran-Dels on Chairman; "The Kind of Boy You Can't Forget," by the Raindrops on Jubilee; "Wonderful Wonderful," by the Tymes on Parkway; "Mickey's Monkey," by the Miracles on Tamla; "Lonely Surfer," by Jack Nitzsche on Reprise; "Straighten Up Your Heart," by Barbara Lewis on Atlantic; "Why Don't You Believe Me," by the Duprees on Coed; "Cry Baby," by Garnett Mims and the Enchanters on United Artists, and "Birthday Party," by the Pixies Three on Mercury are among the hottest of the newer recordings.

Last year the singles market was suddenly lifted sky high in sales by the Ray Charles "I Can't Stop Loving You," and the Bobby Vinton "Roses Are Red," both of which sold over 1,500,000 disks. They helped zoom the August 15 to September 15 period to a 20 million selling singles record period for sales in stores, racks, chains, syndicate, and variety stores. Only in Christmas period of 1961 was this singles sales figure surpassed.

Albums, too, have had an upsurge, which was to be expected in the light of the powerful fall product introduced during July and August. One of these new albums, Allen Sherman's "My Son, the Nut" has turned into a runaway smash.

Hot as a pistol is Little
(Continued on page 12)

NEW SISTER

Billboard to Acquire Modern Photography

NEW YORK — Billboard is about to acquire another sister publication, it was announced here last week. W. D. Littleford, president of The Billboard Publishing Company, and Everett Gellert, of Gellert-Wolfman Publishing Corporation, jointly announced an agreement whereby Billboard will buy the consumer publication Modern Photography. The acquisition will be the fourth for Billboard in 14 months.

In addition to Billboard, the company publishes the business papers Amusement Business and Vend and the consumer magazines High Fidelity and American Artist.

Littleford stated: "The addition of Modern Photography and its complete operating staff will give our company a strong publishing position in three of the fastest growing areas of the American economy — High Fidelity for music listeners, American Artist for amateur and commercial artists and Modern Photography for the photographic enthusiast."

Littleford also announced that with the addition of Modern Photography, Warren B. Syer, publisher of High Fidelity, will assume the additional responsibilities of general manager, consumer magazine division, a newly created post. He will continue as publisher of High Fidelity.

Other Publications

In addition to periodicals, Billboard publishes the Carnegie Hall program, a group of annuals including Who's Who in the World of Music, International Music - Record Buying Guide, Stereo Annual, Auditorium and Arena Guide and Cavalcade of Fairs. It entered book publishing last year with the acquisition of the Watson-Guptill line of art instruction and music books and also operates Record Source International (RSI), a radio station programming service.

Billboard has its own printing plant, a data processing service center and a subscription fulfillment agency in Cincinnati.

Liberty Records Buying Imperial Label, Pub Firm

By LEE ZHITO

HOLLYWOOD—Liberty Records last week acquired Lew Chudd's Imperial label and subsidiary publishing firms. Imperial was purchased by Avnet Electronics Corporation, Liberty's parent firm. Assets include the Imperial name, more than 2,200 masters, and 6,000 music copyrights.

Imperial will retain its label identity under the new ownership, will be headed by Liberty President Al Bennett, and operated by Liberty's management staff. The complete Imperial staff will be retained by Liberty. Under the new set-up, Imperial will retain its existing distributors, here and abroad.

As part of the purchase, Liberty also acquires Imperial's wholly owned music publishing firms, including Post Music (ASCAP), and Travis, Commodore, and Reeve (all BMI).

Imperial's masters include a substantial number of recordings by Rick Nelson, Fats Domino,

Slim Whitman and Sandy Nelson, among others.

Chudd founded Imperial in March, 1946, and started in the Spanish and folk dance field. He later branched into rhythm
(Continued on page 12)

'GREATEST'

Clay's Salty Disk Debut

NEW YORK — "I Am the Greatest" is the title of Cassius Clay's first LP on the Columbia label, and he says it again and again on the talking, poetry reciting, semi-dramatic LP that he waxed two weeks ago for the firm.

Recorded in front of a live audience (which is mighty appreciative of Clay's bombastic performance on the disk), it displays a one-track-mind Clay
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A RISING SUN: More than 4,000 teen-agers stormed Los Angeles International Airport to greet Kyu Sakamoto, "Sukiyaki" hit-maker, when he arrived in the U. S. last week for a quick visit. On hand to greet the singer were (left to right) Glenn Wallichs, chairman of the board of Capitol Records, and his daughter Susan. On the right of Sakamoto is Barbara Birkenhead, daughter of Capitol's Japanese representative, Warren Birkenhead. While in Los Angeles, Sakamoto taped two segments for the Steve Allen show.

PAPERBACK CLASSICS

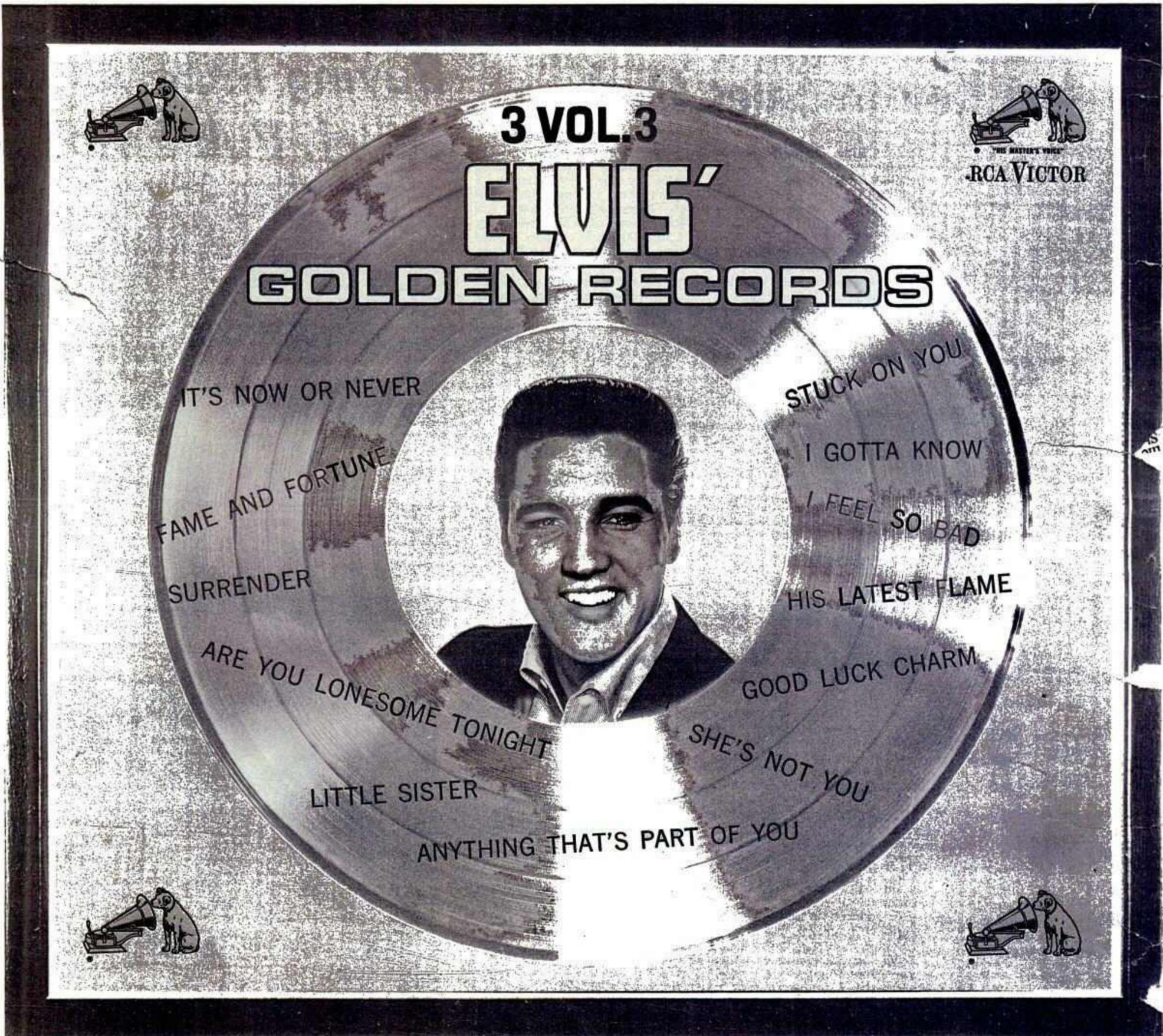
A New Word . . .

A New Price . . .

A New Deal—See Pages 6, 7, 8, 9

ELVIS

GOLDEN RECORDS VOL. 3



LPM/LSP-2765

ASK YOUR DISTRIBUTOR FOR THE DE LUXE FOUR-COLOR PHOTO BROCHURE

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RCA VICTOR



The most trusted name in sound



Four Seasons Sue Genius, Inc., for 250G

NARA Convention Opens To 'New Frontier' Theme

By GIL FAGGEN

NEW YORK—The Sixth Annual National Association of Radio Announcers (NARA) Convention will open at the Ambassador Hotel in Hollywood Thursday (22) and will run through Sunday (25). An impressive list of record company executives will attend the meet, including men from Atlantic, RCA Victor, Capitol, and United Artists, plus representatives from SESAC.

One record company promo man emphasized the importance of the NARA convention by noting that the Negro deejay remains the last vestige of independent individual programming in radio today—an important factor in kicking off new

releases. More than 500 members and guests are expected to attend the sessions.

The convention's theme, "Moving Ahead With the New Frontier in Radio and TV Communications" spells a working climate of seminars and workshops designed to explore means and methods of improving the Negro's status in the broadcasting field. NARA's membership is 85 per cent Negro.

Los Angeles broadcasters have been invited to conduct the seminars dealing specifically with how to prepare NARA members for positions in other than all-Negro or Negro-oriented radio and TV stations. Discussions are also planned on how to create greater prestige and security for Negro air personnel.

Four NARA chapters serving the North Central, South Central States and East and West Coast areas have been established to help raise funds for the organization's educational program. Chapter members in turn intend conducting seminars in their respective areas to improve the status of Negro broadcasters.

Speakers on tap for the con-fab are Rep. Augustus Hawkins D., Calif., who will deliver the keynote address at the new installation of officers Sunday (25); State Rep. Merya Bymally of Calif., T. H. Smith, FCC, chief engineer for the California region, and a representative of the NAACP.

Inequalities practiced in radio and television employment will be discussed and methods of alleviating unfair practices will be sought. Representatives of the Urban League, CORE and the NAACP will be in attendance, according to Floyd Ray, convention chairman.

LP Spawns Hit Single

NEW YORK—Little Stevie Wonder has established a first for Tamla Records and a record industry first by having a simultaneous No. 1 listing on Billboard's Hot 100, Top LP's and R.&B. Singles charts this week. Usually an album follows a hit single. In this case "Fingertips (Part II)" was culled from the hot-selling Tamla album "Little Stevie Wonder the 12-Year-Old Genius" and found its way along with the album into the No. 1 position across the nation.

Sales Mgr. Job To Peter Hess

NEW YORK—Peter Hess has been named sales manager for Cadence Records, according to Archie Bleyer, president of the firm. Hess joined Cadence five years ago as assistant production manager, and later served in sales with the subsidiary Candid label and for Cadence. He succeeds Budd Dolinger,

NEW YORK—The 4 Seasons filed suit in the New York State Supreme Court of New York last Tuesday (13) against the Bob Crewe Firm, Genius, Inc., alleging that they had not received full royalty payment on sales of their records. According to the suit, the 4 Seasons (Frank Castelluccio, Thomas DeVito, Nicholas Macioci and Robert Gaudio) claim that their recordings on Vee Jay have sold over 7 million, and that the royalties that they have received from Genius, Inc., the producer of the disk, totaled only \$100,000, when it allegedly should have totaled \$350,000.

The 4 Seasons claim in the suit that they are owed another \$250,000 by Genius, Inc., and that the accountings they have received from Genius, Inc., do not fully reflect all of the sales of the 4 Seasons' records.

The 4 Seasons ask in their suit that they receive damages totaling \$250,000 from Genius, Inc., that their agreements with Genius, Inc., be declared null and void, and that the defend-



ON THE LINE: Bobby Darin has signed pretty 16-year old Los Angeles high school girl Debbie Stanley, to an exclusive song-writing and singing contract with his T.M. Music, Inc., record production and music publishing firm. Following his brief trip to the West Coast, Darin is back in New York to resume his activities with his hot new publishing and production firm.

ants be enjoined from in any way interfering with the plaintiff's rights in and to the use of the name the 4 Seasons, during the pendency of the action.

WB-Reprise Tie Potent Hit Team

NEW YORK—The emergence of a major new force in the best selling sweepstakes is the result of the merger last week of Warner Bros. Records and Reprise Records. The new WB-Reprise combine finds itself in fourth place in terms of records on the best selling LP chart and but one listing away from a tie for third place. In singles, the showing in terms of numerical strength is not quite so impressive, yet the WB-Reprise firm

has three in the first 11 listings on the "Hot 100."

Columbia, after a long stretch in the front slot in the album derby, continues the leader with 27—close to 20 per cent—of all the LP listings. Capitol is currently running in the No. 2 slot with 18, while Victor holds the third rung with a dozen. Next comes the Warner-Reprise combine with 11 (Warners with six, Reprise with five). The new entity thus passes such other important entries as Dot with eight; the Decca-Coral-Brunswick axis with seven; Liberty-Dolton with six; MGM-Verve with six; Mercury-Philips-Smash with five, and ABC-Paramount and Roulette with four each.

The Singles Picture

In singles, Warners' Allan Sherman and Peter, Paul and Mary contribute to the new picture with the No. 2 and 6 records while Trini Lopez on Reprise, comes through with a rendition of a former hit for Peter, Paul and Mary, "If I Had a Hammer," in the 11 spot. Another fast moving Reprise single is by Jack Nitzsche—"Lonely Surfer"—which jumped from 81 to 61 this week.

A big factor in the current Warner success is Allan Sherman, who has come back eight months after his big initial impact late last fall with product that's even faster moving than his original successes, and this after a second album which never built up the same kind of steam as the first. The current album, "My Son, the Nut," first hit the chart last week at No. 90 and this week, its second on the chart, jumped all the way to the No. 5 position. The original "My Son, the Folk Singer," took four weeks to move as far.

The current Sherman single, "Hello Mudduh, Hello Fadduh," his first hit single, incidentally, is also one of the fast moving disks in a spell, having hit the No. 2 spot on the "Hot 100" this week, only four weeks after release.

Wynshaw Gets Columbia Post

NEW YORK—Dave Wynshaw has been named director of artists relations, Columbia Records Sales Corporation, according to Bill Gallagher, vice-president of marketing for Columbia Records. In his new post, Wynshaw will report to Ken Glancey, vice-president of Columbia Records Sales Corporation.

Earlier this year, Wynshaw came East from his position as Los Angeles branch manager to take over as New York branch manager, succeeding Paul Southard, who retired. Wynshaw joined the Columbia organization in 1960 as operations manager at the Los Angeles branch. In his new post, Wynshaw will co-ordinate all artist appearances and tours and will effect liaison with national television and radio producers in regard to Columbia artists in all categories.

Upcoming on his schedule will be a cross-country, 12-city, in-person tour by Mitch Miller and his "Sing-Along" gang, starting September 7.

who resigned to join Sid Talmadge's distributing firm, Record Merchandising, on the West Coast.

Dick Gersh Colpix Flack

NEW YORK — Dick Gersh has been appointed to the newly created position of director of advertising, publicity and public relations for Colpix Records, Dimension Records, Screen Gems-Columbia Music, Inc. and Colgems Music.

Gersh, who will assume his new duties September 2, has for the past nine years been president of his own public relations firm. During this time he has handled such accounts as Pickwick International, the former Top Rank Record firm, and Clairtone of Canada, manufacturer of packaged high fidelity phono equipment. More recently, the Gersh firm concentrated on handling a number of Wall Street accounts.

Commenting on the appointment, Don Kirshner, executive vice-president of Columbia Pictures Screen Gems TV, Music and Record Division, said: "The appointment is a major step in the massive promotional build-up now going on in the Columbia Pictures Screen Gems operation, in preparation for its new singles, albums, TV and motion pictures sound tracks. It's essential that all phases of exploitation and communications be centralized into a department that matches the dynamic growth of our company. Dick Gersh is the ideal choice for this assignment," Kirshner concluded.

MATHIS HIT IN FOREST HILLS

NEW YORK — A record crowd of 14,160 people jammed the Forest Hills Tennis Stadium last Saturday night (10) and paid a gross in excess of \$56,200 to see the Johnny Mathis Show. Mathis, whose fee was \$20,000-vs. - percentage, went heavily into percentage figures.

Featured on the program was Don Costa and WINS air personality Murray (the K) Kaufman.

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Vol. 75 No. 34

**Thank you for your overwhelming vote of confidence!
 We firmly believe that your future and ours,
 that your profit and ours, will be served best
 by an "Age of Reason" in the record industry.
 Columbia Records** 

RECORD SUPPLY COMPANY, INC.
 720 FRANKLIN STREET - P. O. Box 953
 ORLANDO, FLORIDA
 July 25, 1963

TELEPHONE GA 4-6306

Mr. W. Gallagher
 Columbia Records
 799 7th Ave.
 New York, N.Y.

Dear Bill:

I am happy with your new policies, time that someone faced the fact industries, we must do a few basic (1) Purchase Merchandise (2) Pay Sell Merchandise At A Profit.

Sales programs that encourage purchase and means of a company must spell both the customer and the supplier.

Sales programs that cause the consumer demand must result in a proportion to sales.

Under your new plan, I will outgrow by at least fifty percent, return by a similar amount. I am able to finance a continued head

If all suppliers made similar a question in my mind that I want gross profit within a percentage me to run my business the way that is this: (1) Realistic Estimate Inventory (2) Realistic Estimated expenses, and Profit.

Wouldn't it be fine to be able to purchase beyond that involve



Western Merchants Wholesale Co.

6265 EAST EVANS - DENVER 22, COLORADO

August 1, 1963.

Mr. Bill Gallagher
 c/o Columbia Record Sales Corp.
 799 - 7th Ave.
 New York, New York

Dear Bill,

We wish to take this opportunity to congratulate you and Columbia Records on the new pricing policy. We, as the oldest and possibly only true rack jobber in the Colorado area, feel that your move helps assure our future in the rack business. Since we still deal largely with drug and grocery outlets, we will be able to keep our retail prices on a more competitive basis.

Again our thanks and congratulations for your fortitude.

Yours truly,

WESTERN MERCHANTS WHOLESALE COMPANY

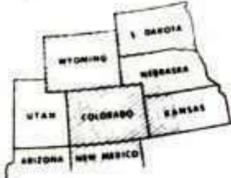
Bob

R. M. Baker,
 Manager Record Department

CLASS OF SERVICE
 This is a fast message unless its deferred character is indicated by the proper symbol.

WESTERN UNION TELEGRAM

SYMBOLS
 DL = Day Letter
 NL = Night Letter
 LT = International Letter Telegram



1963 JUL 26 PM 8 03

NC088 LB306
 L LLH 72 NL PD LOS ANGELES CALIF 26
 KEN GLANCY
 799 7TH AVE NYK

CONGRATULATIONS ON YOUR NEW POLICY. AS YOU KNOW I HAVE BEEN TALKING THIS WAY FOR YEARS WE SURE WILL GIVE YOU OUR COMPLETE SUPPORT
 CLYDE WALLICHS WALLICHS MUSIC CITY.

UNION ADVERTISED HOUSEWARES AND BEAUTY AIDS... RECORD INDUSTRY BEST WISH... 1132A..

Modern Record Service Co.

Distributors Of All Record Labels
1958 EAST 105TH STREET
CLEVELAND 6, OHIO
PHONE: 795-5225

Columbia Records
799 Seventh Ave
New York 19, N. Y.

Attention: William Gallager
Rep Mr. Callaghen

WESTERN UNION TELEGRAM

SYMBOLS	
DL	Day Letter
NL	Night Letter
LT	International Letter Telegram

CLASS OF SERVICE
This is a fast message unless its deferred character is indicated by the proper symbol.

The filing time shown in the date line on domestic telegrams is LOCAL TIME at point of destination
W. P. MARSHALL, President

WUS020 PD
WASHINGTON DC JUL 22 1019A EDT
I HEARTILY SUPPORT THE MEASURES YOU HAVE INITIATED TO
STABILIZE THE RECORD INDUSTRY BEST WISHES
DAN DANZIGER
1132A..

WESTERN UNION TELEGRAM

INTERNATIONAL SERVICE	
Check the class of service desired	
Rate of the message will be based on the full rate	
Full Rate	
Letter Telegram	
Code Trip	



THE PRICE OF BUSINESS WILL

Burwett's

Mr. Jack Loetz, GENERAL MANAGER
COLUMBIA RECORD DISTRIBUTORS
799 SEVENTH AVENUE
NEW YORK 19, NEW YORK

BOOKS AND RECORDS
JULY 27, 1963

A RECORD DEALER I WOULD LIKE TO EXPRESS MY WHOLE-HEARTED SUPPORT OF COLUMBIA'S NEW SALES POLICY. I HAVE LONG FELT THAT THIS NATURE WOULD BE THE ONLY SALVATION OF THE INDUSTRY OF SELLING RECORDS. IF THIS IS NOT THE ANSWER, A GIANT STEP IN THE RIGHT DIRECTION. COLUMBIA RECORDS SHOWS A GOOD DEAL OF PROFIT JUST DOESN'T MAKE SENSE, NO MORE SALES" CHART GOES UP THE WALL.

IT BUT TO BE ABLE TO KEEP THE PLACE IN RECKS OR WHAT HAVE YOU (CLASSICS ETC.), WE MUST TO FORCE THAT STORE TO CARRY LESS

WESTERN UNION TELEGRAM

SYMBOLS	
DL	Day Letter
NL	Night Letter
LT	International Letter Telegram

CLASS OF SERVICE
This is a fast message unless its deferred character is indicated by the proper symbol.

The filing time shown in the date line on domestic telegrams is LOCAL TIME at point of destination
W. P. MARSHALL, President

BZA140 DEC274
DE LLJ275 CGN PD DETROIT MICH 26 520P EST
KEN GLANCY
799 SEVENTH AVE NYK
CONGRATULATIONS ON YOUR NEW PROGRAM WE THINK ITS A MOVE IN
THE RIGHT DIRECTION
ANDY COLLINS GRINNELL BROTHERS
(38).

1963 JUL 26 PM 6 39



A NEW LINE OF LOW- THAT TELLS ITS SALES STORY OF

PAPER

AND HERE'S A LOW-

HEAT'S ON

Epic Loves Those Long, Hot Summers

NEW YORK—Epic Records and its companion label, Okeh, are enjoying their second consecutive hit-packed summer. The label combine currently has four disks on the Hot 100 and two on the best selling LP chart.

Bobby Vinton, who moved Epic up to its hottest summer in history in 1962 with "Roses Are Red," has recently enjoyed a new smash with "Blue on Blue," which dropped off the charts after an extended stay. The follow-up, "Blue Velvet," is moving up rapidly.

Also in a commanding position is the new Major Lance side on Okeh, "The Monkey Time," and the Rolf Harris smash, "Tie Me Kangaroo Down, Sport," after a stay at the top end of the charts in recent weeks. One of the fastest moving new Epic singles is

NEW ASSISTANT SEARS BUYER

NEW YORK—Frank Hendrix, Sears' record buyer, has named Dick Nabbatt as the new assistant to the buyer in the record division of Sears. The former assistant buyer Bob Buezkiewicz is going into retail promotion for Sears. Meanwhile, a new addition has been made to the staff, a buyer's assistant. Appointee is Beverly Kaitschuck.

"Lucky Lips," by the British star Cliff Richard, which again moved up the Hot 100 this week.

Two of these action singles have resulted in hit albums for Epic as well: Rolf Harris' "Tie Me Kangaroo Down, Sport" album and Vinton's "Blue on Blue" LP.

Promotional Guns Boom Support of Churchill Album

NEW YORK—Colpix Records promotional arm, headed by Bob Rosen, newly appointed director of special projects, will be brought to bear in the promotion of the Colpix album "Sir Winston Churchill, First Honorary Citizen of the United States"—an album containing the noted statesman's speeches from the time that he became Prime Minister to his retirement.

Distributors will be sent various promotional and sales aids which will include special brochures, window streamers and book marks. Extensive advertising in top consumer and trade magazines is planned along with window displays in leading major markets.

Command Eyes Scribes' Ears With New LP's

NEW YORK—Enoch Light introduced his fall releases at a press party last week at Bob Fine's recording studio. The Command chief went all out sound-wise with a program of excerpts from his new LP for the assembled scribes.

Key item in the new releases is the pairing again of Alfred Drake and Roberta Peters on the label who had a big seller with their Command version of "Carousel" last year. The new Drake-Peters set features them in Leonard Bernstein show tunes from "On the Town," "West Side Story," "Wonderful Town," and "Candide." Enoch Light and ork and the Ray Charles Singers back the vocalists.

Other new sets feature the Pittsburgh Symphony under William Steinberg, an album of movie themes, with Light and his ork and three other new LP's. They will ship in a few days, and will be backed by a heavy ad campaign.

Horizon Staying With VJ as Distrib

NEW YORK—David Hubert, executive of Horizon, informed Billboard last week that the label is not going with Ewart Abner's Dart distributing operation. Instead it will continue to stay with Vee Jay for national distribution.

CMA UNVEILS BIG PLANS FOR C.&W. MUSIC WEEK

NASHVILLE—The Country Music Association at a recent regular board meeting in Toronto blue-printed plans for its most extensive participation to date in the annual National Country Music Week, upcoming October 31 through November 3 here.

CMA's plans for the special celebration week include a panel discussion during WSM's annual country music festival, during the same dates, and presentation of the first CMA president's award, to be made to that CMA member, not an officer or director, "who made the greatest contribution to country music this year." The selection of the recipient has already been made by CMA but the announcement of the winner will be withheld until the Association's annual banquet in Nashville on October 31.

The panel discussion will take up the question of "The Future of Country Music." Connie B. Gay, first president of CMA, will chair the panel committee. Also serving will be Jack Loetz, head of Columbia Record Distributing Corporation, and Biff Collie, well-known country jock at KFOX, Los Angeles.

The Toronto meeting was

Prestige's New Deal

BERGENFIELD, N. J.—Prestige Records has declared a 15 per cent discount on catalog of all its 10 labels for the months of August and September. The complete catalog deal replaces the rotating label and artist plan that had been in effect until now.

highlighted by an evening of entertainment offered by the Canadian Record Manufacturers' Association. The CMA board members were also guests of honor at a meeting of the Canadian Radio and Television Executives Club at the Park Plaza Hotel. Entertainment was provided by various Canadian acts in a show emceed by Bill Bessie, star of a weekly CBC country show.

Pacific Will Prune Issue

HOLLYWOOD—World Pacific has cut down its fall release schedule as part of President Dick Bock's plan to have less but stronger product. There will be on Pacific Jazz new product by Les McCann, the Jazz Crusaders, the Gerald Wilson band, Bud Shank and Sonny Stitt, Joe Pass, and new artists, Earl Anderson, Dupree Bolton, Charles Kynard, and an album of previously unreleased masters by Gerry Mulligan and Chet Baker.

New World Pacific LP's will feature Ravi Shankar, a hootenanny set with Bud & Travis, the Goldcoast Singers, Brownie McGhee, Sonny Terry, Lightnin' Hopkins, Barbara Dane, Lynn Gold and the Angelaires. A 10 per cent off the top of the invoice will be offered on all LP orders.

Bock has appointed Harry Apostoleris' Alpha Distributors as the firm's jobber in New York.

PRICED CLASSICAL RECORDS

QUALITY AND ECONOMY IN ONE WORD!

BACK



A PRODUCT OF CAPITOL RECORDS

LOWER DEALER PRICE



SOME GOOF:

Success Through Mistakes

NEW YORK — The 10th anniversary of the Kermit Schafer Blooper LP's on Jubilee will be marked by a brand-new blooper LP called "Washington Bloopers." Set is the 12th in the blooper series which started in 1953.

For the 10th blooper anniversary Jubilee is re-releasing eight of the original blooper LP's in a new dress and with new titles. New titles include "Super Bloopers," "Prize Bloopers," "Off the Record," "Slipped Disks," "Comedy of Errors," "Station Breaks," "Funny Boners" and "Foot in Mouth Club."

There is also a new blooper specialty series like "Sports Quiz," "Quiz Bloopers," and the

new "Washington Bloopers." Another new album, making an even dozen, is "Blooperama," an

JOE & EDDIE ON KAYE'S TV

NEW YORK—The folk-gospel-jazz singing duo of Joe and Eddie of Crescendo Records (Joe Gilbert and Eddie Brown) has been signed for the initial production of "The Danny Kaye Show," for broadcast in the fall on CBS-TV, Wednesdays 10 to 11 p.m.

In their early 20's, the team made their television debut on the Jackie Gleason Show last spring. They have played San Francisco's Hungry 1 and have recorded two albums.

in-person audience participation package recorded live at one of the Miami Beach Hotels.

Schafer's blooper packages have become so popular that he has formed a Blooper Snooper Club. Members of the club get prizes for blooper contributions, and it will soon have a monthly newsletter.

The original blooper album, Vol. I, has sold over 1 million copies, according to Schafer. And sales on all of the other blooper sets have been steady over the years.

L. A. Branch For Mercury

CHICAGO—Mercury Record Corporation last week opened a branch office in Los Angeles—third such for the diskery. Mercury already has branches in New York and Atlanta.

Mercury also named Abe Chayet director of branch sales. Chayet was formerly general manager of Mercury Record Sales Corporation, New York. He'll supervise activities of all three branches and will continue to headquarter in New York.

Bernard Yudkofsky, formerly with Cosnat for 11 years, takes over as manager of the New York branch which has been re-named Multi-Line Distributors, Inc.

Bob Sarempa, formerly part owner of Coda Record Distrib-

Philly Suburb Ready For Invasion of Folks

PHILADELPHIA—The suburban Paoli, Pa., farm of C. Colkert Wilson again this fall will be the setting for a three-day folk music festival September 6, 7 and 8, sponsored by the Philadelphia Folk Song Society and expected to draw followers of folklorists from far and near.

Featured will be Theodore Bikel, Elizabeth Cotton, Almeda Riddle and Hobart Smith, Mississippi John Hurt, Jimmy Martin and his Sunny Mountain Boys and Girls, Jean Redpath, Mike Seeger, Dave Van Ronk and many others.

The event will begin at 6:30 Friday night with square dancing. Friday evening's concert at 8:15 p.m. will be a varied program of city singers who have been an active part of Philadelphia's folk music movement. Esther Halpern will be mistress of ceremonies. Performers will include Roger Abrahams, Alix Dobkins, Suzanne Gross, Lonnie Johnson, Bart Singer, Raun MacKinnon. Friday's program also schedules a "Late Show" at 10:30 p.m. of rare film clips and short subjects from the collection of Pete Seeger, John Cohen and others.

Saturday morning workshops at 10 a.m. will be on guitar,

utors, Minneapolis, takes over as manager of Mercury's new Los Angeles branch to be known as Western Record Distributors, Inc.

five-string banjo, folksong arranging and presentation. A ballad session with audience participation, traditional singers and professional performers is set for afternoon.

Saturday evening's concert, expected to be a long one, will start at 7:30 p.m. Sunday at 10 a.m. will see a concert of traditional religious music of America, including Negro spirituals, Mennonite religious songs, white Southern church songs and other folk hymnody. A children's concert and play party will take place at 1 p.m. Sunday with folk-singing, games and folk tales for children. A short round-robin folksinging is the final event of the festival, scheduled for 4 p.m.

This will be the second annual staging of the Philadelphia Folk Music Festival which was a big hit the first time around.

NARM ACCEPTS 6 MEMBERS

PHILADELPHIA — NARM has approved the applications for membership in the organization of six new companies, three rack jobbers and three record manufacturers. The new regular members are Mid-America Specialty Distributing Company, Chicago; Rosen Wholesale Company, Lubbock, Tex.; Somerset Corporation, Fall River, Mass. New associate members are Fiesta Records, Listen & Learn Records and Smash Records.

Hitt Columbia Studio Manager

NASHVILLE — Harold Hitt has become manager of Columbia Records' Bradley Studios here. Hitt succeeds Bill Denny who resigned the post to take over active management of his family's music operations in Nashville. Hitt will be responsible to Ken Raine, manager, Columbia studio operations.

Hitt is a Nashville native and previously was with the Associate Finance Company. Since joining Columbia he has supervised installation of mastering equipment in the studio which allows Bradley to cut 45 single masters as well as those for stereo and mono LP's.

Kapp Buys Assets Of Congress Firm

NEW YORK—Kapp Records has verified the purchase by the label of the Congress Records assets as first reported in Billboard June 15.

Congress will continue to operate as a subsidiary of the Kapp label with Neil Galigan as national sales manager. Bob (Hutch) Davis will be in charge of a.&r. Both will report to Phil Skaff, Kapp vice-president.

Leading Congress artists will continue to be featured on the label, among them Linda Scott and James Ray.

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It's a wonder somebody didn't think of it before! Book publishers have been cashing in on the idea for years – higher priced titles in economy bindings at substantially reduced prices. **Now** – you can offer your customers the same savings with Capitol's PAPERBACK CLASSICS... fine recordings in high fidelity mono/stereo! Nothing, **but nothing**, has been sacrificed when it comes to the music itself! The records are identical in every respect to the top-flight original releases. Capitol just dropped fancy covers and extra frills, that's all. Cash in on the established popularity of the paperback books with Capitol's new PAPERBACK CLASSICS. A special display rack, browser divider cards, co-op ads – all ready for you. Be the first in your area!

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- TCHAIKOVSKY: "Pathétique" Symphony – Leinsdorf, Los Angeles Philharmonic. (S)L 9206
 BEETHOVEN: "Eroica" Symphony – Kempe, Berlin Philharmonic. (S)L 9218
 CHOPIN: The Four Scherzos – Leonard Pennario. (S)L 9210
 "OPERA OVERTURES" – Die Meistersinger, The Italian Girl in Algiers, Oberon, The Marriage of Figaro, Leonore No. 3, La Forza del Destino – Leinsdorf, Philharmonia Orchestra. (S)L 9212
 MOZART: Eine kleine Nachtmusik; HANDEL: Water Music Suite – Steinberg, Pittsburgh Symphony. (S)L 9201
 RIMSKY-KORSAKOV: Scheherazade – Leinsdorf, Concert Arts Orchestra. (S)L 9207
 BEETHOVEN: Piano Concerto No. 5 in E flat ("Emperor") – Firkusny, Steinberg, Pittsburgh Symphony. (S)L 9211
 "THE SOUND OF STRINGS" – BACH: Air for the G String; TCHAIKOVSKY: Andante Cantabile; BORODIN: Nocturne; PAGANINI: Perpetual Motion; more – Stokowski. (S)L 9216
 DVORAK: "New World" Symphony – Leinsdorf, Los Angeles Philharmonic. (S)L 9205
 TCHAIKOVSKY: Music from The Sleeping Beauty – Joseph Levine, Ballet Theatre Orchestra. (S)L 9215

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A top quality pressing in new economy packaging



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MENDELSSOHN: "Italian" Symphony; WAGNER: Siegfried Idyll—Steinberg, Pittsburgh Symphony. (S)L 9204
 TCHAIKOVSKY: Piano Concerto No. 1 in B flat minor—Pennario, Leinsdorf, Los Angeles Philharmonic. (S)L 9209
 BRAHMS: Symphony No. 1 in C minor—Steinberg, Pittsburgh Symphony. (S)L 9203
 BEETHOVEN: "Waldstein" Sonata—Firkusny; "Appassionata" Sonata—Browning. (S)L 9214
 GRIEG: Piano Concerto in A minor; SCHUMANN: Piano Concerto in A minor—Solomon, Menges, Philharmonia Orchestra. (S)L 9219
 HAYDN: "Surprise" Symphony; MOZART: Symphony No. 40 in G minor—Steinberg, Pittsburgh Symphony. (S)L 9200
 RAVEL: Introduction and Allegro; DEBUSSY: Danses sacrée et profane; pieces by GRANDJANY and ROGER-DUCASSE—Marcel Grandjany (harp). (S)L 9217
 BEETHOVEN: Symphony No. 7 in A—Steinberg, Pittsburgh Symphony. (S)L 9202
 "PORTRAITS IN SOUND"—CHABRIER: España; RIMSKY-KORSAKOV: The Russian Easter Overture; SMETANA: The Moldau; DUKAS: The Sorcerer's Apprentice—Leinsdorf, Concert Arts Orchestra. (S)L 9208
 BRAHMS: Symphony No. 3 in F; Variations on a Theme by Haydn—Leinsdorf, Philharmonia Orchestra. (S)L 9213

(S) indicates Stereo



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PUT THESE ALBUMS ON VIEW AND WATCH THEM SELL!



New B'way Play to Be Seen in 5 Cities

NEW YORK—A new play will open this season on Broadway and simultaneously viewers in five cities will see the same production on television—marking the first time in the history of the theater and television that such an event has been made possible.

The play, "The Advocate," starring James Daly, and written by new American playwright, Robert Noah, will open at the ANTA Theater here Sunday, October 13, and at the same hour will be televised on video tape on five Group W (Westinghouse Broadcasting Company) stations in Boston, Cleveland, Pittsburgh, Baltimore and San Francisco.

Group W has invested \$60,-

ASCAP's Exec Moves

NEW YORK—A number of personnel changes within the ASCAP organization have been announced. These involve George A. Hoffman, Carl Levinton, Clarence Rubin and Louis Weber.

Hoffman, formerly controller of the Society, becomes special assistant to the president, Stanley Adams. He'll handle membership and relief matters and special assignments. Levinton, formerly Hoffman's assistant and for 22 years in charge of the auditing department, succeeds Hoffman as controller.

Rubin, formerly New York division manager, has been named assistant sales manager in charge of general licensing. Weber, formerly manager of radio and TV services, becomes assistant sales manager in charge of radio and TV. Both will continue to report to sales manager Jules M. Collins.

New UA Post To Jay Jacobs

NEW YORK — Jay Jacobs, director of sales and merchandising for United Artists Records, has been appointed director of creative service replacing Buddy Friedlander, who has resigned to concentrate on personal management.

Jacobs was Eastern sales manager for Dot Records for three years prior to entering the UA fold.

Friedlander will continue to work closely with UA in the development of new recording artists.



AT THE SUMMIT: Roland Kalb (center), vice-president of Pilot Radio Corporation, took time from the regional showing of his firm's complete line at the Summitt Hotel, New York, to congratulate newly elected Society of Record Dealers (SORD) officers, President Lou Shapiro, right, and Mickey Gensler, secretary-treasurer.

NAT, PATTI OUT AS BEANTOWN CLUB SHUTTERS

SALISBURY BEACH, Mass.—The Frolics night club announced this week that it would not reopen when a four-day suspension of its license for selling liquor to minors ends. The Frolics normally closes Labor Day weekend. A knotty problem arises. Can a closing ordered by the Alcohol Control Commission be considered an "Act of God?" like a hurricane and therefore nullify a contract.

The Frolic had to cancel out Nat King Cole scheduled for next week and Patti Page the week after. AGVA will rule on the issue. Cole had a \$27,000 contract for the week. Patti Page's price is unknown but is believed to be somewhere around \$9,000. Owner Denny Mulcahy, already burdened by the recent death of his wife, said once he closed his doors for a spell, he wouldn't be able to get customers to return.

Claridge Music Most Colorful

NEW YORK—Claridge Music, Inc., is making a major effort to rejuvenate interest in sheet music.

The firm, headed by Frank C. Slay Jr., is turning out sheet music by a four-color process on heavy coated stock paper.

"It is our hope that by going the opposite direction from the prevailing trend of the industry, i.e., smaller and cheaper paper for lower and lower sales, we may be able to again stimulate interest in sheet music by using full size sheets, contemporary designs and arrangements of the songs which perfectly duplicates the sound of the records," said Slay.

Tunes receiving the new dressed-up look on sheet music are "Marlena," "Sherry, Soon (I'll Be Home Again)," "Candy Girl" and "Big Girls Don't Cry"—all made popular by the 4 Seasons.

The sheet music is priced at 60 cents.

Craig Matches Columbia Price

SEATTLE — With record dealers around the nation beginning to adjust to the new pricing structure initiated by Columbia Records, Independent Record Sales Division of the Craig Corporation, Seattle, has announced that it has changed its price structure to match that of Columbia's.

Jerry Dennon, manager of the year-old distribution firm, said the only variation from the Columbia structure is in prices and deals to rack outlets and one-stops.

Knowles Rosen V.-P.

PHILADELPHIA — Paul R. Knowles, general manager of the record division of Raymond Rosen & Company, Inc., RCA Victor and RCA Whirlpool Distributors in Eastern Pennsylvania has been elected vice-president of the company. Knowles joined the company in 1934, working his way up to the vice-presidency from a clerk in the parts department.

KORVETTE REGISTERS FOR NEW SHARE SALE

WASHINGTON—E. J. Korvette, New York department and specialty chain stores firm, has filed a registration statement with the Securities and Exchange Commission seeking registration of 36,000 outstanding shares of common stock, of which 27,000 shares are to be offered for public sale by the holders, on the New York Stock Exchange in regular-way brokerage transactions (through Carl M. Loeb, Rhoades & Company). Remaining 9,000 shares are to be offered by the holders from time to time through one or more securities brokers in regular transactions on the Exchange at prevailing prices (maximum \$26.50 per share).

Korvette's operates 24 department stores, 11 food supermar-

kets and 3 specialty stores. It has outstanding 4,182,807 shares of common stock, of which Eugene Ferkauf, executive chairman, owns 12.12 per cent, and Estelle Ferkauf (his wife) 14.97 per cent, according to the registration statement. Management as a group owns 18.8 per cent. Arthur Schwadron, Jack Schwadron (a vice-president) and The Schwadron Foundation, Inc., proposes to sell 30,000 and 5,000 and 1,000 shares respectively of an aggregate of 207,020 shares owned. George Yelen is board chairman and William Willensky president.

RCA'S Soria On Tour of Continent

NEW YORK — Dario Soria, division vice-president of the International Department of RCA Victor Records, is currently touring Europe for a series of business meetings with the label's affiliate companies and licensees.

Soria's travels have taken him to Geneva where he was joined by Norman Racusion, RCA Victor Record Division vice-president and operations manager. The team will travel to London and then to Copenhagen, where they will attend the semi-annual sales conference of RCA licensees which distribute RCA Victor records in the Scandinavian countries, Germany, Austria, Holland, Belgium and Switzerland. From Copenhagen, Soria goes to Stockholm and Oslo.

While in Europe, Soria will also cover the Mediterranean countries before ending his tour in Italy.

Pretty Girl Is Like a Melody

NEW YORK—In the topical LP department, Joseph Sinsheimer, president of Allen Distributors in Richmond, Va., has released an album entitled "Music of Miss America," on his Ice Blue label. The album features 10 tunes composed and conducted by Bernie Wayne, official songsmith for the televised pageant. The album represents the best of the songs which Wayne has contributed to the pageant since 1955, including the theme song, "There She Is, Miss America." Four of the tunes will be premiered on this year's televised pageant, September 7.

Sinsheimer, a veteran distributor, has completed arrangements for national distribution of the disk. In Atlantic City, where the pageant is held, the album is already placed in over 40 retail outlets. Two of the larger outlets there have taken spot radio commercials promoting the sale of the LP. In addition, each of the 52 Miss America candidates has received a copy of the album in order to learn the lyrics to "We Are Tomorrow," which they will perform on the telecast. The girls are reportedly carrying the disk with them while making personal appearances in connection with the pageant.

Aid Founder Brooks Dead

NEW YORK—The music world mourned the death last week of Dr. Gregory Brooks, co-founder of the Musicians Aid Society here.

Dr. Brooks, born in Odessa, Russia, was educated at the University of Vienna and obtained advanced degrees at Fordham University. A lifelong musician and member of Musicians Local 802, Brooks' wide and varied background embraced a successful career in Wall Street securities, as a chemical consultant to drug companies and developer of mass production Estogen.

The last 10 years of his life were devoted exclusively to aid and assistance of needy musicians and he was instrumental in organizing the recent WNEW 30th Anniversary salute at Madison Square Garden, the proceeds of which were donated to the Society.

ABC's Berger Off To West Coast

NEW YORK—Dave Berger, national director of promotion for ABC-Paramount, leaves Monday (19) for a two-week trip to California where he will visit radio stations, deejays and generally survey the company's promotional program on the West Coast. Berger will spend two days in San Francisco and then move on to Los Angeles where he will attend the National Association of Radio Announcers convention.

PHILLY NEW FOLK TOWN

PHILADELPHIA — Giving greater stability to the spread of folk music's attraction here and prepared to cash in on the great tide already mounting, a Philadelphia Folk Workshop and Folklore Center has been set up here. Leon Aaron and Steve Kenin, who have been actively promoting bluegrass music here, are listed as the owners of the new center. Indicative of the popularity of the folk music here is the first announcement of a concert date for the 1963-1964 season. First announced booking is that of the Kingston Trio for an October date at Convention Hall being handled by local booker Bill Honney.

LEONTYNE PRICE AS TOSCA

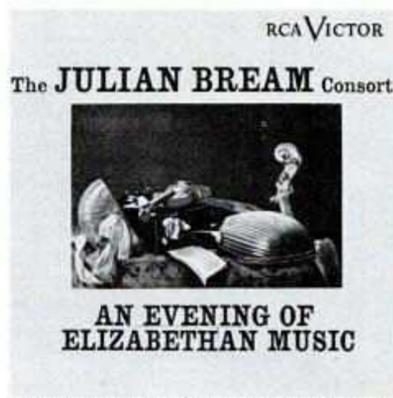


"Like an amorous tigress"

This is how Scarpia describes Tosca in the opera! An apt description of Leontyne Price's performance in the electrifying new Red Seal recording of the opera. This is one of her greatest roles—the one which launched her brilliant career in opera. Giuseppe Di Stefano is Cavaradossi; Giuseppe Taddei is a spine-chilling Scarpia! During the period when this recording was made, Herbert von Karajan conducted *Tosca* at the Vienna Opera with the same leading artists. A critic observed, "Karajan made a new opera of it . . . That's magic." This "magic" is captured on the recording. The handsomely illustrated sixty-four page libretto-booklet presented with the two-record album makes this thrilling *Tosca* a magnificent addition for every record library. Mono: LD-7022; Stereo: LDS-7022



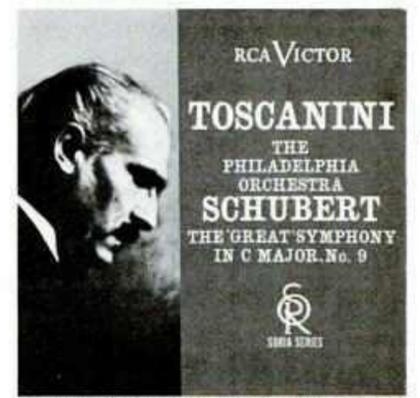
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NEW RED SEAL ALBUMS
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DISCRIMINATING
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The "Consort" is the equivalent of an Elizabethan dance band. The music is just as lively as that lusty period. A handsome package. Mono: LD-2656; Stereo: LDS-2656



A memorable 2-record collection! Works by Czerny, Mozart, Chopin and others. A brochure features paintings from Horowitz' own famous art collection. Mono: LD-7021



Truly historic! Recorded by Arturo Toscanini with the Philadelphia Orchestra in 1941. A much requested recording worthy of its deluxe package. Mono: LD-2663

RCA VICTOR
The most trusted name in sound

INDUSTRY BRIEFS

Comes Automation

NEW YORK—A new automated process designed to facilitate production and reduce costs in the manufacture of phonograph records has been developed by Monarch Recording Manufacturing Company, a wholly owned subsidiary of the Cosnat Corporation. The process, developed by engineer Dave Rothstein, controls the storage and feeding of the plastic materials used in the production of records and allied products made by Monarch at its plant in Culver City, Calif.

Cosnat Stock Split

NEW YORK—The board of directors of the Cosnat Corporation, producer, manufacturer and distributor of phonograph records, voted a two-for-one-stock split at a meeting held Friday (9).

Pending the approval of the company's stockholders at a special meeting to be held on August 28, the board voted to increase the number of authorized shares from 1,225,000 to

3,000,000 and declared a share-for-share split of the common stock.

For the six months ended March 31, 1963, Cosnat reported sales of \$4,547,439 and earnings of \$143,153, equal to 31 cents a share. In fiscal 1962, ended September 30, the company reported sales of \$8,877,115 and net income of \$162,336, or 39 cents a share. The shares are traded over-the-counter.

Steckler Art Director

NEW YORK—A new administrative lineup has been announced by London Records involving the appointment of Al Steckler, who has been functioning in packaging, display and merchandising for the label, as art director for all London pop, American Group, Richmond and Telefunken LP's.

Bernie Foss has been tapped to supervise production and inventory control of all the label's imported and domestic product. New to the company is Mort Frank, founder of Village Music Shop here, who will handle educational and consumer services for London.

Bat Opens in Balto

BALTIMORE—Bat Records, a new label, has entered the business here. Label, and its publishing subsidiary, Ursula Music, were formed by Joey Welz, vocalist and pianist and former bandleader. Initial release features Welz himself doing a couple of his own tunes. Diskery will also seek out other talent for recordings and will offer the product to other labels for distribution.

'GREATEST'

Clay's Salty Disk Debut

• Continued from page 1

who constantly, and occasionally funnily, tells how he will beat Sonny Liston. He even names the round—eight. He is backed on the album by actors from "The Second City," off-Broadway show.

There's little doubt that Clay, a mighty colorful talker as well as a performer, is newsworthy enough to make this album a must for every dealer window or display counter. The cover itself is wild—showing Clay in white tie and tails, one foot perched on a stool, and next to him such props as a sword, a derby, a flock of encyclopedias and newspapers and magazines containing stories about Cassius Marcellus Clay Jr.

Whether Clay's personality and brashness can turn this LP into a best seller will depend on whether the consumer digs Clay as a record act as well as a fighter. If he can make it sell like he hopes it will ("in the millions") he really will be the greatest.

Columbia is backing the album with a national campaign, encompassing radio contests, dealer displays, copies to sports writers as well as deejays, national advertising and co-op ads. It's probably the heftiest campaign given to a new personality on the label in years—and Cassius can't even sing. But oh, can he talk.

BOB ROLONTZ

Peter, Paul, Mary In Any Language

BURBANK, Calif. — Peter, Paul and Mary will make a three-language attack on the foreign record market for Warner Bros. Records by recording in German, French and Italian.

In addition to the European market, the German, French and Italian recordings will be offered to all licensees of Warner Bros. Records interested.

During their stay in Europe, the trio will take time for concerts, TV and radio appearances.

The label's foreign language efforts will not be limited to Peter, Paul and Mary. The Everly Brothers will make their first German language records for the label September 16 and 17 in Hamburg.

During their Hamburg visit, Teldec will play host to the duo at a special press-radio cocktail reception — and prior to their opening engagement at the local Star Club.

Key to Sales Climb

• Continued from page 1

Stevie Wonder, whose "Twelve-Year-Old Genius" album is a sock seller. And Trini Lopez' LP called "Trini Lopez at P.J.'s" is also in the upper sales reaches.

Coming along strongly on the new product front are the Tymes' "So Much in Love," the Kingston Trio's "Sunny Side," Nancy Wilson's "Hollywood — My Way," Bobby Vinton's "Blue on Blue," "Wipe Out," by the Surfari's, Johnny Cash's "Ring of Fire," Lawrence Welk's "Scarlett O'Hara," Roy Orbison's "In Dreams," "Frank Fontaine Sings Like Crazy," "Johnny" with Johnny Mathis, the New Christy Minstrels' "Ramblin'," and Tony Bennett's "This Is All I Ask."

DISK DEALS FOR DEALERS

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

ATLANTIC-ATCO—Expires August 31, 1963. Started July 24, 1963.

Special 15 per cent discount on new Atlantic and Atco releases and catalog material.

COTTONTOWN JUBILEE—Expires August 31, 1963. Started July 20, 1963.

Bluegrass LP by Cousin Jake and Uncle Josh: One free with every three purchased.

STARDAY—Expires August 31, 1963. Started July 15, 1963.

Fourth annual Country Music Sales Spectacular. Buy 10, get two free on entire Starday catalog of 150 LP's and 20 EP's in color jackets.

BLUE NOTE—Expires August 31, 1963. Started July 29, 1963.

A 10 per cent discount on entire catalog, including new releases by Art Blakey and Freddie Roach.

LAURIE—Expires September 15, 1963. Started June 1, 1963.

Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.

COLUMBIA—Expires September 25, 1963. Started July 22, 1963.

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

EPIC—Expires September 27, 1963. Started July 15, 1963.

A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.

ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE—Expires September 30, 1963. Started June 22, 1963.

On all new releases and entire catalog of all four labels 12½ per cent discount.

JAY-GEE—Expires September 30, 1963. Started June 24, 1963.

Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

RCA VICTOR-VICTROLA-CAMDEN—Expires September 30, 1963. Started July 29, 1963.

A 12 per cent discount on all new releases and catalog of the three labels for both disks and tape. Dating privileges also available.

COLPIX—Expires September 30, 1963. Started June 24, 1963.

New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.

DOOTO—Expiration indefinite. Started May 1, 1963.

On all Dooto album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963.

Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

COMMAND—Expiration indefinite. Started June 24, 1963.

One-free-for-six-purchased deal on seven new releases and entire catalog.

WARNER BROS.—Expires September 23, 1963. Started July 29, 1963.

Buy 100, get 15 free on all new releases, plus 130 LP catalog. Ninety-day deferred billing, with one-third payments due October, November and December. Regular 10 per cent return privilege applies.

TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963.

Buy six, get one free, on all new releases and entire catalog of all three labels.

RIAA Devises 'Hit' Seal for LP Covers

NEW YORK — The Record Association has designed a seal to be imprinted on album covers designating the LP is an authenticated best seller.

Containing the RIAA emblem in the center, the seal carries the legend "Gold Record Award" and the words "audited and certified by" above the RIAA emblem.

The merchandising aid is being made available to record manufacturers whose albums have already qualified for the RIAA Gold Award.

Liberty Buying

• Continued from page 1

and blues and pop fields. He built the firm into one of the strongest independent labels in the field. Imperial's strength during the past decade attracted numerous bids from other interests seeking to enter the record industry.

Chudd told Billboard he plans to enter the broadcasting field now that he has left the disk manufacturers' ranks. In past years, Chudd sought to buy into several radio station properties. His acquisition of a station property will mark his return to broadcasting, the field he left in the mid-1940's when he entered the disk realm.

Avnet's Imperial purchase gives it its third record label. Liberty also handles the Dolton label which it purchased several years ago. Purchase price of Imperial was not revealed but was estimated at in excess of \$2 million.

Preview Shown In Own Home

NEW YORK—United Artists Records has launched a nationwide promotion contest offering a Hollywood sneak preview of a major UA film in the winner's home.

Beginning September 1, a major promotion drive on the entire catalog of UA Records film music will be inaugurated by the diskery featuring five current albums: Ferrante and Teicher's "Love Themes From Cleopatra," the original film music from "Irma La Douce," "Mondo Cane," "Dr. No" and "The Great Escape."

Each of the featured albums will contain an entry blank to the United Artists Film Festival Contest with the sneak preview as the prize. The latest in sound equipment and a projectionist will be flown anywhere in the United States. Second prize will be a portable stereo record player and third prize, 35 assorted UA albums.

NEW TRACK TO 20TH-FOX

NEW YORK — The soundtrack album from "Of Love and Desire," 20th Century-Fox romantic drama starring Merle Oberon, Steve Cochran and Curt Jurgens, will be released by 20th Century-Fox records this month.

A Smash on All Charts!

"Mickey's Monkey"

THE MIRACLES

Tamla 54083

TAMLA/MOTOWN RECORDS
Detroit, Mich.



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AT THE COPA:

Red Hair & Explosive Wit

A red-haired bombshell of talent zeroed in on and exploded at New York's Copacabana sending audiences sprawling with laughter . . . scouts dashing to the nearest phone and their producers . . . and maitre d's scurrying to accommodate standing room only crowds jamming the nitery twice every evening since she opened August 8.

The riot is being caused by songstress - comedienne Kay Stevens—who may be a newcomer to Gotham's night club scene, but no novice when it comes to putting on a thoroughly entertaining and polished performance.

A tall, vivacious looking carrot top with a neatly turned ankle, Miss Stevens moves on stage with the agility and grace of a gazelle. She is equally as quick on her feet with the quips and ad libs, and had a ball trading repartee from visiting celebs such as Peter Donald, Jack E. Leonard and Eydie Adams.

The raucous redhead can be compared with Gwenn Verdon, Lucille Ball, and at times, Phyllis Diller.

In the vocal department, Kay throws everything she's got (and that's plenty) into the songs. Whether she's belting "Getting

to Know You" or dramatically singing "Somebody," Kay gets the notes and holds them.

One of the most enjoyable bits in Miss Stevens' act is her rapid switching on "Sister Kate" from the naive-pixie to the sexy femme fatale.

Kay's reply to the audience's enthusiastic applause on opening night was: "This is it for me—I've got no candy store."

There's little doubt that Kay Stevens will have to worry about where to go from here. With Jerry Lewis offering her a permanent slot on his forthcoming two-hour Saturday night ABC-TV stanza, Broadway producers vying for her signature, and club owners wiring from near and far, the problem only seems to be with whom.

GIL FAGGEN

HAWK, WEBSTER

Tall Reeds in the Village

NEW YORK — Veteran reed men have all but taken over the west side of Greenwich Village. Two of the area's top night clubs are filled these nights with the sound of ageless tenor sax work of Coleman Hawkins at the Village Gate and Ben Webster at the Half Note.

The Hawkins outing is especially noteworthy for, on Tuesday (13), the club held a special night for the Hawk to commemorate his 40th anniversary in jazz. Hawkins, who has a compendium of jazz history in every note, first recorded with

Fletcher Henderson in 1923; but his playing has never been dated. He was one of the first established stars to use the likes of Dizzy Gillespie and Max Roach on recording dates.

Webster is another ageless Henderson alumnus who came to the band at a later date in 1933 and 1934 but really achieved stardom with Duke Ellington in 1939 through 1943. He is working with a quartet at the Half Note that showcases bright young pianist Dave Fishberg, a recording find in his own right, and drummer Mel Lewis.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Phyllis Diller will be on stage at the Royal Box at the Americana Hotel from August 19 through September 7. . . . Jerry Vale begins a three-week gig at the Copacabana on Thursday (22). . . . On Saturday (24) Peter, Paul and Mary will appear in concert at Convention Hall, Asbury Park, N. J. . . . Atlantic City will sport the talents of Al Martino at the 500 Club (23), Roy Hamilton at Basin Street (23) and Frankie Avalon at the Black Orchid (23). . . . Joni James plays the Manor Supper Club in Wildwood, N. J., from August 23 through September 2. . . . Billy Eckstine will headline at the Frolics in Revere Beach, Mass., for one week, starting August 25. . . . On Sunday (25) Paul Anka opens at the Steel Pier in Atlantic City. . . . Guest star at the Berkshire Music Barn in Lenox, Mass. (24), is Theodore Bikel.

MIDWEST

Featured at the Ohio Valley Jazz Festival in Cincinnati will be Roland Kirk (23), the Dave Brubeck Quartet (24), and Oscar Peterson (25). . . . Jackie Mason goes in at Baker's Keyboard Lounge in Detroit for a week starting August 19.

WEST

Peter Nero will give a concert this Saturday (24) at the Hollywood Bowl. . . . The Lagoon, in Salt Lake City area, will feature Stan Kenton and his band this weekend.

WB Signs New Comic Cosby

HOLLYWOOD — Warner Bros. - Reprise Records has signed the hot new comic, Bill Cosby, and will cut a comedy LP with him shortly. Cosby made a name for himself with his appearance on the Johnny Carson show a few weeks ago, when Allan Sherman subbed for Carson. He is set for a "Hootenanny" TV show shot in October, and for an appearance on the opening Jack Paar show in September.

Judy Lynn Repeats On Ernie Ford TV-er

LAS VEGAS — Climaxing a six-week tour of one-nighters, Judy Lynn, c.&w. singer heard on the United Artists label, will make another appearance on the Tennessee Ernie Ford show on ABC-TV Wednesday (21).

On Thursday (22) Miss Lynn goes into the Golden Nugget, Las Vegas, for another three-week engagement. Her appearance on the Ernie Ford show will be her second one in recent weeks, with four more appearances slated before the end of the year.

REVIEW

Corinne Bucci

Monday nights are reserved for the hootenannies at Folk Village in the heart of New York's Greenwich Village. The drum-sized stage is turned over to any amateur or professional performer who has the guts—guitar in hand—to brave the shoulder-to-shoulder crowds.

Monday (12) I had the good fortune of witnessing a performance of a brand-spanking-new singer by the name of Corinne Bucci.

Miss Bucci, a 19-year-old dark-haired beauty with deep set brown eyes, sang "Yarrow," "Will You Go Lassie" and "Virgin Mary" with an ethereal freshness and clarity that even penetrated the usually apathetic folknick audience. It was Corinne's first public performance. It most certainly will not be her last.

GIL FAGGEN

TV GUEST APPEARANCES BY RECORD TALENT

AUGUST 19-25

(All Times Eastern Daylight Saving)

- MONDAY 19—HARMONICATS
The Columbia Records artists will be guests on the Tonight show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).
- MONDAY 19—JOANIE SOMMERS
Joanie will be seen tonight on the Westinghouse tape-syndicated Steve Allen show. She records for Warner Bros.
- TUESDAY 20—DAVID TROY
This Canadian folksinger will be introduced by Paul Anka on Talent Scouts (CBS-TV, 8:30-9:30 p.m.). Troy was formerly with the Diamonds.
- TUESDAY 20—FRANKIE LAINE
Singer will be among the guests on the Tonight show (NBC-TV, 11-15-1 a.m.)
- TUESDAY 20—JIMMY DURANTE
Having just released his LP for Warner Bros., Durante makes rare TV appearance on the Steve Allen Show.
- WEDNESDAY 21—FLATT & SCRUGGS
Country singers will sing two numbers tonight on the Beverly Hillbillies (CBS-TV, 9-9:30 p.m.).
- WEDNESDAY 21—SHELLEY BERMAN, JOANIE SOMMERS
Both will be guests tonight on the Steve Allen show.
- THURSDAY 22—BENNY GOODMAN SEXTET, JAYE P. MORGAN, STAN GETZ
All will be members of the cast of the Lively Ones (NBC-TV, 9:30-10 p.m.). Vic Damone hosts series.
- THURSDAY 22—KAY STARR
Steve Allen plays host to vocalist Starr, on Westinghouse tape-syndicated show.
- FRIDAY 23—DICK GREGORY, LES PAUL & MARY FORD, BEYOND THE FRINGE CAST
All will participate in the Jack Paar Program this evening (NBC-TV, 10-11 p.m.).
- FRIDAY 23—JACKIE MASON
Verve comedy maestro is among the guests on the Steve Allen show.
- SATURDAY 24—SMOTHERS BROTHERS, TARRIERS, OSCAR BRAND, SHIRLEY ABICAIR
Folk talent will be featured on Hootenanny (ABC-TV, 8:30-9 p.m.). Jack Linkletter hosts series.
- SUNDAY 25—KATE SMITH, STEVE LAWRENCE, ANN-MARGRET, VAUGHN MEADER
Above is the impressive lineup of talent which will appear on tonight's Ed Sullivan show (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



THE RAN-DELLS (Chairman)

PERSONAL MANAGER: Steve Rappaport. **BOOKING OFFICE:** Continental Booking. **NAMES:** Steve Rappaport, John Spirt. **AGES:** Rappaport, 20; Spirt, 16. **HOME TOWN:** Villas, New Jersey. **HOBBIES:** Water skiing, surfing. **BACKGROUND:** About four months ago, the Randedells, who are cousins, walked into the Bell Sound studios

with a record where Ed Kissack heard it. Under Kissack's supervision they dubbed in the vocal and sounds that made "Martian Hop" a hit on London's Chairman label. Steve and Johnny are now busy making personal appearances to promote their new hit single. Both will return to college in the fall.

LATEST SINGLE: "Martian Hop" is starred at No. 44 on Billboard's Hot 100.

ANDREA CARROLL (Big Top Records)

PERSONAL MANAGER: Gene Carroll. **REAL NAME:** Andrea Lee DeCapite. **BIRTHDAY:** October 3, 1946. **HOME TOWN:** Cleveland. **EDUCATION:** High school. **BACKGROUND:** Andrea Carroll made her television debut singing "Don't Cry Joe" and created quite a stir by shedding real tears. At three she made her first club date at Cleveland's Alpine Village. Andrea has held the titles of "Little Miss Cleveland" and "Little Miss Ohio" and in 1954 won the Cleveland News "Star Nite Contest" judged by Perry Como, Pattie Page and Nat King Cole. In 1955 she won the Walt Disney National Talent Contest. She was a regular on the Gene Carroll Talent Show from 1959 to 1961. Through Carroll, who is her manager, she signed a five-year contract with Gene Goodman of Regent Music. The day before her 14th birthday she made her first recording "Young and Lonely" on the Epic label. Since then she has recorded several songs including "Gee Dad" and "Miss Happiness." Her latest hit release on the Big Top label, "It Hurts to Be Sixteen," isn't hurting the sixteen year old songstress in the least.



LATEST SINGLE: "It Hurts to Be Sixteen" is in the No. 51 slot on the Hot 100.

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Budget Record Makers See Bullish, Expanding Market

By BOB ROLONTZ

NEW YORK—The budget business will continue to prosper, according to Cy Leslie, president of Pickwick International, corporate name for the largest independent producer of budget (99 cent) records. These sentiments are echoed by Phil Landwehr, president of Premier Albums, one of Pickwick's strongest competitors in the budget field. Both Leslie, with his four budget labels (Design, Grand Prix, Rondo and Hurrah) and Landwehr with his four (Coronet, Spinarama, Celebrity and Parade) are bullish on the future of a business where the low sales price leaves little margin for error.

The budget end of the disk business, on the independent level, is led by Leslie's Pickwick firm, which grossed over \$5,000,000 for the fiscal year ending April 30, 1963, a substantial increase over its 1962 figure of over \$4,000,000. Premier Records grossed about \$4,250,000 in its most recent fiscal year also a substantial boost for Premier.

Other solid budget lines are Ambassador, the large firm owned by Synthetic Plastics, one of the pioneers in the budget field; Dave Miller's Miller International firm, with its Stereo-Fidelity and Somerset labels, whose "101 Strings" are a name act on a budget line; Crown Records, the budget

label operated by the Bahari Bros. on the West Coast, and Strand Records, Sid Pastner's East Coast-based budget diskery. These six labels dominate the indie budget field.

There is a new label on the West Coast called Sutton that is making healthy strides. And there are a few smaller budget lines like MVP in New York. Two old time budget labels,

Tops, and Eli Oberstein's Rondo, are now part of Pickwick.

There are many 99-cent kiddie labels as well, like Pickwick's Happy Time, Premier's United Artist's kid series, etc. Pickwick also makes a budget label just for the Sears chain, called International Award.

According to Leslie the key things in running a successful *(Continued on page 18)*

Camden Is Hallmark of Growing Low-Price Strength of Majors

NEW YORK—The RCA Victor Camden label is enjoying the best sales year in its history. The label, the largest of all the low-price lines, had a sales increase of 34 per cent for the first six months of 1963 over the first six months of 1962, and sales are up 67 per cent over the first six months of 1961.

Victor's Camden label is understood to do over between \$8,000,000 and \$9,000,000 worth of business per year, making the label almost twice as large as its nearest competitor, in either the low-price or budget fields. Camden's competitors from the major labels are Columbia's low-price Harmony line, the Decca Vocalion LP's, and the Mercury Wing

albums. These labels retail their low price product for the same price as Camden, \$1.98 per mono LP and \$2.98 per stereo LP. Although all of these competing labels have excellent product and first-rate packaging, they have not made the same impact in the field as the Camden line.

The reasons for this are possibly because Camden has gone out to build names for the label. The Living Strings and the Living Voices (under the direction of Anita Kerr) have turned into solid selling names for Camden (soon to be issued are the Living Guitars). The Living Strings, originally conceived as an answer to Stereo Fidelity's "101 Strings," have *(Continued on page 18)*

CLASSICAL TARGET: THE NEW COLLECTOR

By BARRY KITTLESON

NEW YORK—Low-priced classical album product is the focus of a great deal of enthusiasm these days as an outlet for quality performance by established performers. It is generally conceded that low-priced product is not in any direct competition with a label's regular priced items since its appeal is to an entirely different market—specifically the new collector—but in the past month the increased amount of available product has set up strong competition on its own level.

Directly on the heels of RCA Victor's resurrection of the Victrola label (Billboard, August 10), Capitol Records has entered the low-priced merchandise field with the introduction of its new line, Paperback Classics. While Victrola's initial release consisted of 15 albums, Paperback Classics will number 20. The new Capitol line will be priced at \$1.98 mono and \$2.98 stereo.

Dunn Explains

In a statement to Billboard, Lloyd W. Dunn, vice-president of Capitol Records, explained why Capitol had not issued a low-priced classical line until now. Said Dunn: "Perhaps we felt it was inconsistent with our company's image of quality. Or perhaps we were waiting for just the right formula. In any event, for the first time in our history we are introducing a low-priced line of classics. These records are the same high quality as our regular Capitol

and Angel classics. Savings are picked up in such areas as packaging, label and other categories. Savings in mills are significant in an operation of this kind because the profits can be measured in the same terms."

Dunn alluded to the book industry's successful paperback programs in providing the public (especially the new collector) with a "basic classical library" at a substantial savings. The quality of content would, of course, said Dunn, still remain.

Capitol's first release in Paperback Classics will include the performances of pianists Leonard Pennario, Rudolf Firkušny, John Browning and Solomon; harpist Marcel Grandjany; and conductors Erich Leinsdorf, William Steinberg, *(Continued on page 18)*

PRICES MAKE A DIFFERENCE

NEW YORK—There has been some confusion in the trade over the difference between budget records and low-priced records, etc. The independent manufacturers like Premier, Pickwick, Ambassador, Miller International, etc., contend that the 99-cent LP's are budget disks. The \$1.98, \$2.50 and \$2.98 records, they claim, are properly called low-priced LP's.

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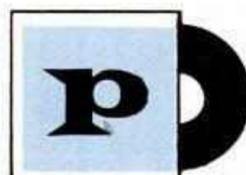
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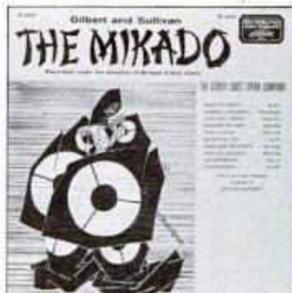
Puccini: LA BOHEME—Comp.
Renata Tebaldi; Giacinto Prandelli; Hilde Gudden; Fernando Corena with Chorus and Orchestra of the Accademia di Santa Cecilia, Rome. Conducted by Alberto Erede.
Mono RS 62001 (2 records)
HIGHLIGHTS (1 record) R 23034



Puccini: TOSCA—Complete
Renata Tebaldi; Giuseppe Campora; Fernando Corena with Chorus and Orchestra of the Accademia di Santa Cecilia, Rome. Conducted by Alberto Erede.
Mono RS 62002 (2 records)
HIGHLIGHTS (1 record) R 23035



Gilbert and Sullivan: H.M.S. PINAFORE—Complete
The D'Oyly Carte Opera Co. featuring Martyn Green with Chorus and Orch. conducted by Isidore Godfrey.
Mono RS 62003 (2 records)



Gilbert and Sullivan: THE MIKADO—Complete
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Mono RS 62004 (2 records)



Gilbert and Sullivan: IOLANTHE—Complete
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Mono RS 62005 (2 records)



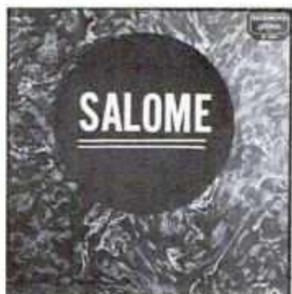
Johann Strauss: DIE FLEDERMAUS—Complete
Hilde Gudden; Julius Patzak; Anton Dermota; Wilma Lipp and the Vienna Philharmonic Orch. and the Vienna State Opera Chorus conducted by Clemens Krauss.
Mono RS 62006 (2 records)



Puccini: MADAMA BUTTERFLY—Comp.
Renata Tebaldi; Giuseppe Campora; Nell Rankin; Fernando Corena with Chorus and Orch. of the Accademia di Santa Cecilia, Rome. Cond. by Alberto Erede.
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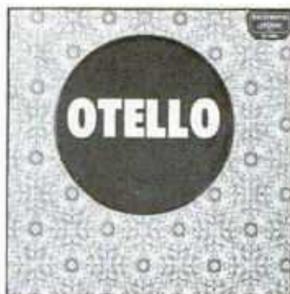
Verdi: AIDA—Complete
Renata Tebaldi; Mario Del Monaco; Ebe Stignani; Fernando Corena with Chorus and Orchestra of the Accademia di Santa Cecilia, Rome. Conducted by Alberto Erede.
Mono RS 63002 (3 records)
HIGHLIGHTS (1 record) R 23037



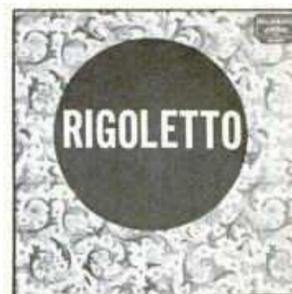
Richard Strauss: SALOME—Complete
Christel Goltz; Julius Patzak; Anton Dermota with the Vienna Philharmonic Orchestra cond. by Clemens Krauss.
Mono RS 62007 (2 records)



Mascagni: CAVALLERIA RUSTICANA—Complete
Del Monaco; Nicolai; Protti with Chorus & Orch. cond. by Ghione.
Leoncavallo: I PAGLIACCI—Comp.
Del Monaco; Petrella; Protti with Chor. & Orch. of Accademia di Santa Cecilia, Rome. Cond. Erede
Mono RS 63003 (3 records)



Verdi: OTELLO—Complete
Mario Del Monaco; Renata Tebaldi; Aldo Protti; Fernando Corena with Chorus and Orchestra of the Accademia di Santa Cecilia, Rome, conducted by Alberto Erede.
Mono RS 63004 (3 records)



Verdi: RIGOLETTO—Complete
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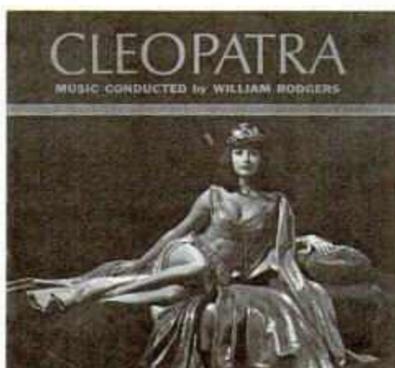
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VERSATILE IS THE WORD for this browser box display unit that breaks down into counter and floor showcases. The unit is offered by Premier albums for its rack, variety and chain locations.

Camden Hallmark

Continued from page 16

turned into a full line in themselves. All of the Living Strings and Living Voices recordings are newly made for the label, thus are able to use latest sound techniques and modern recording methods.

In addition the Camden label now has a full country and western line as well as a pop line. Ray Clark, manager of product and planning for Camden, said recently that the new country line, and the Living Strings and Voices had helped broaden the appeal of Camden product.

Camden Records, like Harmony, Vocalion and Wing, are sold both through record dealers and chain, variety, and super-market stores. The importance that Victor has placed on rack sales of Camden is noted by the fact that Victor was one of the first record firms to work with the Handleman Company of Detroit to handle its Camden product. Just two weeks ago Victor showed its entire Camden release for spring to rack jobbers at the semi-annual NARM meet in Chicago.

Victor, Columbia, Mercury and Decca back up their low-price product with much consumer advertising, and a lot of point-of-sale material. The Camden fall campaign, for instance, will include four-color window display, six and three-bin Camden racks, and streamers, supplements and browser cards.

Classical Target: New Collector

Continued from page 16

Rudolf Kempe, Joseph Levine and Leopold Stokowski. The material is primarily of the standard repertoire, including the piano concerti of Tchaikovsky, Beethoven, Grieg and Schumann; symphonies of Beethoven, Dvorak, Tchaikovsky, Brahms, Haydn and Mozart; as well as a program of ballet music, operatic overtures and the inevitable Rimsky-Korsakov "Scheherazade."

Capitol plans regular releases in the Paperback Classics series, but the degree of regularity has not been officially established as yet. There is also the possibility that future releases will include the works of vocal artists.

New Collector Target

Characteristic of most of the current low-priced divisions of the major labels is the issuance of catalog cut-outs of the classical staples which will appeal to the budget-minded new collector. The continued success of such lines as London's Richmond and Telefunken labels, Mercury's Wing classical LP's, and Victor's success with the Camden classics have estab-

Budget Record Makers See Expanding Market

Continued from page 16

budget line are product and planned merchandising. On the product front, Leslie says that budget labels are now trading up in product. They have gotten into a major label concept in packaging he feels, with good four-color covers, and with the better product and package are now reaching a more sophisticated audience.

Leslie calls his product "pre-sold merchandise." "By that I mean," said Leslie, "packages by name artists, and material that is the current groove. We follow the charts consistently," he noted, "and thus we release bossa nova albums when the bossa is hot, country albums at the right time, scores of musical shows while they are at their peak, etc. Right now we are coming out with a hootenanny album."

On the merchandising level the Pickwick president said that his firm has worked out merchandising programs with syndicates, stores, chains, etc., to help them sell records. These programs cover all aspects of budget record merchandising, from the proper racks to use in the stores to the basic catalog of salable merchandise, point-of-sale merchandising aids, monthly bulletins listing new product plus re-order and inventory blanks, etc.

Additional aspects of the type of merchandising programs that Pickwick has carried out with chains on an exclusive basis, include periodic price promotions, going over inventory to exchange slow-selling items in the stores for faster moving merchandise, an analysis with the store buyer of his individual problems. "These exclusive programs have been most successful in selling merchandise," said Leslie.

Most budget records are sold in chain and variety stores and supermarkets, however there is a trend toward more record store sales. Leslie claims that supermarkets and variety stores are expanding their budget record sections at the expense of higher-priced merchandise be-

cause their turnover is better with the 99-cent LP's, and they are easier to handle, since they rarely go out of style.

Leslie sells his budget lines direct to rack jobbers, and to chains and syndicate stores, as do most other budget labels. He noted that he has some distributors covering certain markets as well.

Leslie said that some of the "schlock" merchants in the low-price field a while back had hurt the image of the budget lines, but that things were much better now. He said that it was possible to make out with 99-cent LP's on condition that a large enough volume could be reached, and expenses were held to prudent levels. "A budget manufacturer must also diversify and have other price lines in addition to his budget labels," Leslie said.

Both Premier and Pickwick have higher-priced lines in addition to their budget labels. Pickwick has Kimberly, and a high-price language series that does very well, according to Leslie. Premier has its Directional label which lists at \$5.98, its Baronet label at \$3.98, and its Premier label at \$4.98. Moreover, Premier owns its own pressing plant, "which enables us," said Landwehr, "to operate at a high profit margin."

In addition, Premier has diversified to the point where it now owns its own successful music publishing firm run by vet musician man Goldie Goldmark. Music firm has had a number of hit tunes in its relatively short career, and Goldmark has produced, or helped produce some of the single records that have turned into hits for the publishing firm.



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COUNTRY MUSIC CORNER

By **BILL SACHS**

On October 15 **Faron Young** and **Billy Deaton**, the latter of San Antonio, will inaugurate "The Faron Young Show," a live, 15-minute air show, five days a week, to be offered to radio stations in tape form. . . . **Wayland Stubblefield**, promotion man with Pamper Music, Goodlettsville, Tenn., has just concluded a three-week swing through Arkansas, Texas, Louisiana and Western Tennessee, during which much time was put in on the **Timi Yuro-Ray Price** record of the **Hank Cochran** tune, "Make the World Go Away." **Ray Price** spent August 6-8 in Dallas, Fort Worth, Houston and New Orleans to promote the tune, and Columbia Records' **Tom Cade** and **Hal Bakke** entertained deejays at a luncheon in Dallas in honor of Ray.

Leon McAuliff and the **Cimarron Boys** return to the Golden Nugget, Las Vegas, September 26 to remain through October 9. From October 16-20 they tour for **Hap Peebles**, Wichita, Kan., promoter, with stops skedded for Salina, Kan.; Lincoln, Neb.; Omaha, Wichita and Kansas City, Mo. For the next several weeks McAuliff and his lads are routed for Holiday Inn, Clovis, N. M., August 21; Woodward, Okla., 22; Alpine Inn, Los Animas, Colo., 23; Garden County Fair, Oshkosh, Neb., 24; Peace Air Force Base, Portsmouth, N. H., 30; **Don Larkin's** Wildhorse Ballroom, Trenton, N. J., August 31; Copa Club, Secaucus,

N. J., September 1, and Center City Ballroom, New York, 6-8.

The **Pee Wee King** Country Carnival of Music, with **Minnie Pearl**, is set for the Michigan State Fair, Detroit, late this month, and follows with two days in Charlotte, Mich., with **Johnny and the Hurricanes**. Early in September the **Pee Wee King** band joins the **Frank Fontaine** show, with **Peggy March**, at the Fairgrounds Coliseum in Louisville, which will be followed by a trip to Kindley Air Force Base in Bermuda. **Pee Wee** is doing back knip-ups these days over the fact that Paramount Pictures has taken his tune, "Bonaparte's Retreat," for a big movie coming up.

Fred Foster, president of Monument Records and chief of the label's a.&r. department, has signed songwriter-artist **Freddy Hart** to a recording pact. Hart has been on the Columbia label the last six years. . . . **J. Hal Smith** has changed the name of his firm, Curtis Artists Productions, Goodlettsville, Tenn., to Hal Smith Artists Productions. **Haze Jones** continues as executive administrator, with company personnel, artist line-up, phone number and address remaining the same. . . . The **Acorn Sisters**, working under the guidance of **Joe Grieshop**, head of Acorn Records, show their wares at **Millie Ruton's** Hillbilly Park, Newark, Ohio, September 1. . . . **Sonny James** is set for Monticello, Ia., August 23; Minneapolis, 24, and Dallas, 31.

Jim Reeves jets to Johannesburg, South Africa, for the September 26 world premiere of "Kimberly Jim," the musical which stars Jim in the role of a singing soldier of fortune. The flick will be released in the United States late this year under the title of "Kings Are Wild." . . . A country music

Wyatt to Standard



PAUL WYATT

NASHVILLE—Jimmy Tyner, president of Standard Pressing Company, Nashville, has announced the appointment of Paul Wyatt to national sales manager of Standard. Wyatt leaves his position as manager of Davidson County Music Publishing Company to assume his new position. Earlier he headed Capitol Records operations in Nashville.



JERRY BRADLEY is shown supervising the signing of **Jan Crutchfield** to a writer's contract with **Forest Hills Publishing Company**, Nashville. **Jerry and Harold Bradley** opened the new pubbery in the heart of Music City several weeks ago.

package spotlighting **Faron Young**, **Billy Walker**, **Minnie Pearl**, **Bill Anderson**, **Skeeter Davis**, **Carl Butler** and **Stonewall Jackson** is set for stops at Hamilton, Ont., August 29; London, Ont., 30, and Toronto, 31. . . . **Floyd J. Badeaux**, of Spindletop Records, Port Arthur, Tex., has just released nationally a disk by 15-year-old **Jim Miller**, his first. Sides are "Four Reasons" b.w. "Go Ask of the Stars." Distribution is being handled by World-Wide Record Distributing Company of New York.

Warren Smith cut his first session in two years for Liberty in Los Angeles last week. It also marks his first release in 14 months. Sides are "Big City Ways" and "That's Why I Sing in a Honky Tonk." Deejays needing a copy of the above platter may air mail a request on their station letterhead to **Slick Norris**, P. O. Box 653, Highlands, Tex., 77562. **Slick** also has copies available of **Johnny and Jonie Moseby's** "Who's Cheating Who," **Billy Walker's** "Heart, Be Careful" and **Ernest Ashworth's** "Talk Back, Trembling Lips." . . . **Salem Records' Shirlee Hunter** appears as a single at Himmelreich's Grove, near Reading, Pa., August 25, and then with her "New Dominion Barn Dance" show at the Centre Hall, Pa., Fair, August 28, and the Mannington, W. Va., Fair, August 29.

Kitty Wells and **Johnny Wright**, along with the **Tennessee Mountain Boys**, **Bill Phillips** and **Harold Morrison**, will make five appearances in four days in Texas, showing in Dallas, August 22; Houston, 23; Navasota, 24; San Antonio and New Braunfels, 25. . . . **Grandpa Jones** plays the **Frontier Ranch**, Columbus, Ohio, August 25-26, and then joins **Hank Snow** and the **Rainbow Ranch Boys**, **Minnie Pearl** and **Cousin Jody** for three days at the Michigan State Fair, Detroit, August 29-31. . . . **Martha Carson** is scheduled for a four-day stand at the Ohio State Fair, Columbus, August 28-31.

Carl and Pearl Butler will make a rare appearance in their home town, Nashville, August 22-23, when they take a break in their schedule for a recording session. They resume their road trek in Columbus, Ga., August 24 with **Hank Snow** and the **Rainbow Boys**, **Jimmy Newman**, the **Willis Brothers** and **Dottie West**. . . . **Stonewall Jackson** makes an appearance in East Moline, Ill., August 22, and at Indianapolis, August 24-25.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/24/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE Johnny Cash, Columbia 42788	12
2	2	ABILENE George Hamilton IV, RCA Victor 8181	11
3	3	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	13
4	4	GUILTY Jim Reeves, RCA Victor 8193	7
5	5	ACT NATURALLY Buck Owens, Capitol 4937	20
6	8	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	10
7	6	DETROIT CITY Bobby Bare, RCA Victor 8183	8
8	9	YOU COMB HER HAIR George Jones, United Artists 578	8
9	7	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	17
10	11	SANDS OF GOLD Webb Pierce, Decca 31488	10
11	13	TIPS OF MY FINGERS Roy Clark, Capitol 4956	8
12	23	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	3
13	19	HEY LUCILLE! Claude King, Columbia 42833	2
14	16	LOVING ARMS Carl Butler & Pearl, Columbia 42778	8
15	12	LONESOME 7-7203 Hawkshaw Hawkins, King 5712	24
16	18	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	6
17	22	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	5
18	10	STILL Bill Anderson, Decca 31458	26
19	30	DOWN TO THE RIVER Rose Maddox, Capitol 4975	10
20	17	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	3
21	15	OLD SHOWBOAT Stonewall Jackson, Columbia 43765	14
22	24	I GAVE MY WEDDING DRESS AWAY Kitty Wells, Decca 31501	2
23	20	MY BABY'S NOT HERE Porter Wagoner, RCA Victor 8178	6
24	25	SWEET DREAMS (Of You) Patsy Cline, Decca 31483	16
25	28	HEART, BE CAREFUL Billy Walker, Columbia 42794	2
26	-	IN THE BACK ROOM TONIGHT Carl Smith, Columbia 42768	1
27	26	SWEETHEARTS IN HEAVEN Buck Owens & Rose Maddox, Capitol 4992	3
28	14	I'M SAVING MY LOVE Skeeter Davis, RCA Victor 8176	23
29	-	HALL OF SHAME Melba Montgomery, United Artists 576	1
30	-	8 X 10 Bill Anderson, Decca 31521	1

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Carl Sauceman, who for many years headed his own group, the **Green Valley Boys**, has quit the road to spin the country wax and handle station managerial duties at WRAG, Carrollton, Ala. . . . A newcomer to the country music field, **Chris Collins** has just had his initial release on the new Sleeper Records label. Waxing was done recently in Nashville under direction of **Murray Nash**. Material for the two sides was written by **Carl Fitzgerald**, country jock at WMOX, Meridian, Miss. He invites all c.&w. jockeys to write in for a sample copy.

Don Trifiletti, of Manifico Records, 151 Gertrude Road, Mamaroneck, N. Y., has avail-

able samples of the firm's latest c.&w. release, "Forgotten Roses" b.w. "A Letter, a Teardrop, a Heartbreak." Drop Don a line on your station letterhead. The sides were recorded by the **Homesteaders**. . . . **Jay (Buttermilk) Ball** has just moved his country music operation to WEEW in Washington, N. C., where he is associated with his old working buddy, **Jimmy Newman**, WEEW managing owner. Ball is programming two and a half hours of c.&w. and gospel music daily. Jay says he can always use c.&w. material.

Bonnie Owens, a new artist on the Tally Records label, invites jockeys to write in for a sample of her new release, (Continued on page 41)

A Billboard Pick!

"Flatt & Scruggs at Carnegie Hall!"

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TALK BACK TREMBLING LIPS
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Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"
SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

Sun Records

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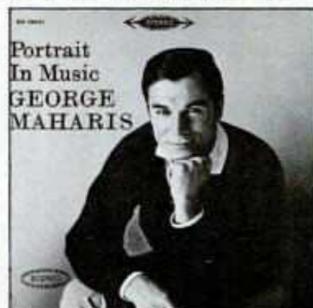


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NEW RELEASES from CHESS

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Etta James

Argo #5445

Count Your Blessings

by

Little Hook and The Kings

Chess #1867

"Organ Shout"

by

Dave "Baby" Cortez

Chess #1861

POP-JAZZ HIT!

"Bonita"

by

Illinois Jacquet

Argo #5444

CHESS

PRODUCING CORP.

2170 S. Michigan Chicago 16, Ill.



JIMMY WITHERSPOON, Prestige recording artist, and **Carl Proctor**, Summit (Chicago) promotion director, purchase Miss Freedom "Two-For-One" coupon books from contestants **Priscilla Thompson** and **Sonji Roy**.

R & B ROUNDUP

By **NICK BIRO**
(Chicago Office)

The opening of **Ewart G. Abner Jr.**'s Dart Record Sales offices on South Michigan Avenue was the big news here last week. While **Bill Sheppard** and **Art Sheridan** are continuing their long-time association with Abner, **Barbara Gardner** (who also excited Vee Jay with Abner and Sheppard) will probably branch off on her own. She's talking about a long-planned book on jazz. Barb's a talented writer and has been a contributing editor for Downbeat for years. Incidentally, Barbara and her husband, **Carl Proctor** (promotion

man for Summit here), are moving into a new apartment in Hyde Park. Their neighbors are **Sid McCoy** and **Oscar Brown Jr.**

Duke Ellington held a preview here last week of his Century of Negro Progress Exhibition Review to be held at McCormick Place, August 16 through September 2. Ellington is the director and producer and has written all of the music and lyrics for the show which will have a cast of 60. The show was a real "labor of love," and shows it. . . . A host of the nation's r.&b. artists, deejays and record industry tradesters will gather in Hollywood next week for the National Association of Radio Announcers (NARA) convention. The Ambassador Hotel will be headquarters. . . . **Bob Grafford** of Razorback Records, Newport, Ark., writes to tell us he's leased a master to Alley Records, Jonesboro, of the Pacers' new instrumental, "Confound-It," b/w "Skeeter Dope."

When **Charlie Harder** pinch-hit for **Yvonne Daniells** on WYNR, he had a crowd of teenagers picketing the station to ask that he be added to the station roster. They had a petition with 1,800 signatures. Charlie is 19, and bills himself as the "World's Oldest Teenager." . . . **Joann Downey**, wife of deejay **S. Morton (Doc) Downey**, is enciente. . . . Potter Distributing Company is making some extensive changes in its sales staff. They plan a swingin' staff of gals who are real hip about the record business. . . . No one was as



GERALD SIMMS, formerly with the Daylighters, is branching out on his own with a new single, "There Must Be An Answer Somewhere."

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/24/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	9
2	3	PRIDE AND JOY Marvin Gaye, Tamla 54079	13
3	5	JUST ONE LOOK Doris Troy, Atlantic 2188	10
4	7	MOCKINGBIRD Inez Foxx, Symbol 919	10
5	2	EASIER SAID THAN DONE Essex, Roulette 4494	9
6	10	THE MONKEY TIME Major Lance, Okeh 7175	4
7	14	HEAT WAVE Martha & Vandellas, Gordy 7022	3
8	4	MEMPHIS Lionie Mack, Fraternity 906	6
9	9	(You're the) DEVIL IN DISGUISE Elvis Presley, RCA Victor 8188	5
10	11	MY TRUE CONFESSION Brook Benton, Mercury 72135	8
11	6	SO MUCH IN LOVE Tymes, Parkway 781	9
12	12	WIPE OUT Surfaris, Dot 16479	5
13	17	CANDY GIRL Four Seasons, Vee Jay 539	4
14	21	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	3
15	23	HEY GIRL Freddie Scott, Colpix 692	4
16	26	PART TIME LOVE Little Johnny Taylor, Galaxy 722	2
17	19	IT'S TOO LATE Wilson Pickett, Double L 717	3
18	24	MAN'S TEMPTATION Gene Chandler, Vee Jay 536	4
19	18	HELLO STRANGER Barbara Lewis, Atlantic 2184	14
20	20	IT WON'T BE THIS WAY (ALWAYS) King Pins, Federal 12484	6
21	8	SURF CITY Jan & Dean, Liberty 55580	8
22	15	NO ONE Ray Charles, ABC-Paramount 10453	8
23	13	JUDY'S TURN TO CRY Lesley Gore, Mercury 72143	3
24	16	NOT ME Orlons, Cameo 257	9
25	-	MY BOYFRIEND'S BACK Angels, Smash 1834	1
26	22	I (WHO HAVE NOTHING) Ben E. King, Atco 6267	4
27	-	MARTIAN HOP Ron-Dells, Chairman 4403	1
28	-	LITTLE DEUCE COUPE Beach Boys, Capitol 5009	1
29	25	THESE FOOLISH THINGS James Brown & the Famous Flames, King 5767	3
30	30	WHEN A BOY FALLS IN LOVE Mel Carter, Derby 1003	2

happy at the O'Hare Inn during Kapp Records' national distributor meeting as WYON's **Frank Ward**, who frolicked in the pool like an ebullient seal, greeting his many friends with great streams of water.

PICKS AND HYPES: KATZ' "Blast of the Week" is "Mickey's Monkey" by the **Miracles**. . . . **Bill Mitchell** claims Pittsburgh and Cleveland action on **McKinley Mitchell's** "Bit of Soul" on One-Derful. . . . M-S' **Bill McCloud** is thumping us on "What Can I Do Part 2" by **Bobby Marchan** on Volt; "Pay Back" **Etta James**, Argo, and "Bonita" **Illinois Jacquet**, Argo. . . . **Ray Dobard**, Music City, writes us that his breakouts include: "Cry Baby" **Harnet Mimms** and the **Enchanters**; "Sally Go Round the Roses," the **Jaynetts**, and "Won't You Come Closer," **Jackie Hill**. . . . **Stan Lewis**, of Stan's Record Shop, Shreveport, La., writes to tell us action on "Making

Up" b/w "You Don't Mind Hurting Me," by **Ed Forsyth** on Chess. He says it was a pick hit on **KEEL**, Shreveport, and on **WNOE**, New Orleans.

A Hoot Single!
HOOTENANNY GRANNY

by **JIM LOWE**
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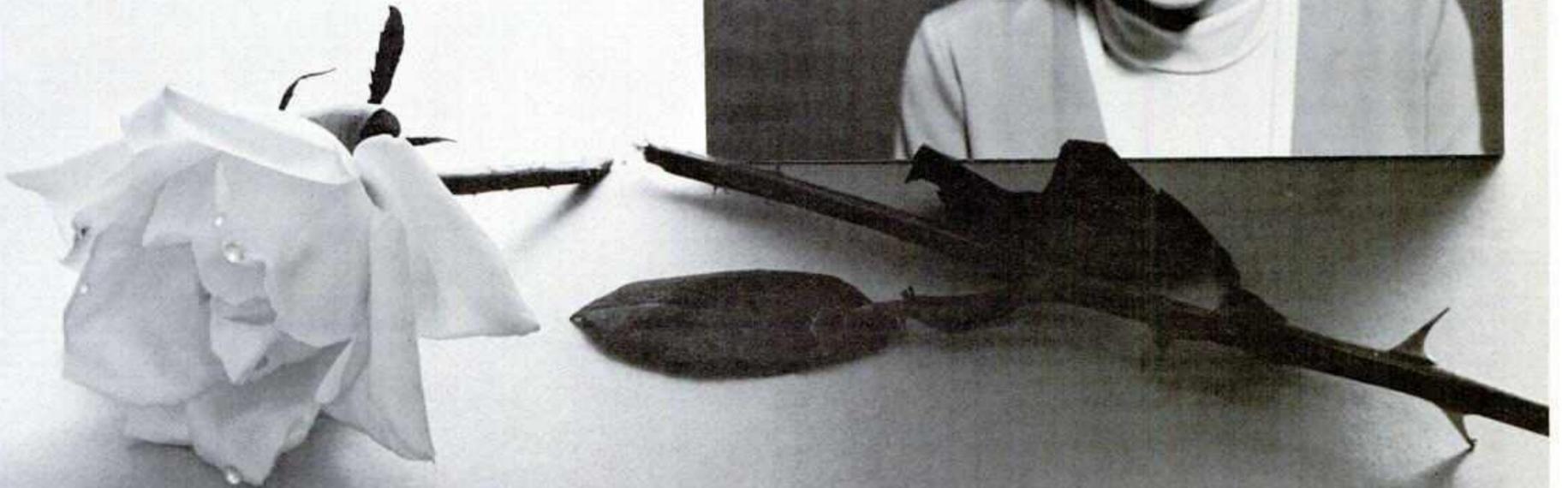
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SOMEONE TO TAKE YOUR PLACE

DIAL — 3013

BREAKING WIDE OPEN IN CHICAGO!

Donald Hines

YOU HAD TO PAY

HI — 2068

The Triumphs

BIG DOG

KAB — 2600

Little Rose Evans

YOUR GOOSE IS COOKED

TAHOE — 2537

Town and Country Brothers

SANDY, SANDY

TAHOE — 2534

Sibelius Williams

HE GIVES ME LOVE

FELSTED — 8680

Marty Willis

IT IS NO SECRET

LOUIS — 6804

Murray Kellum

LONG TALL TEXAN

M.O.C. — 653

Beverly Brent

GO HOME CHEATER

G.S.P. — 2303

Len Snider

EVERYONE KNOWS

ALL BOY — 8507

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

LOS MARCELLOS FERIAL

GUANDO CALIENTA EL SOL

(Peer Int'l, BMI) (2:20)—London International 10713

Foreign songs make it here these days and this most attractive Spanish ballad could turn into a big hit in the U.S.A. The ork and chorus handle it warmly, in "Volare" fashion. Tune, also cut by Steve Allen, could grab loads of air time. Flip is "Llorando Me Dormi" (Marks, BMI) (2:03).



POP SPOTLIGHT

MATT LUCAS

OOPY DOOPY

(Nilo-Peer Int'l, BMI) (2:04)—Smash 1840

Matt Lucas follows up his recent hit with an emotion-packed reading of a bright swinger about a twist-styled new dance. He sings it with a touch of the old Little Richard sound, supported by an infectious beat and a frantic arrangement. It has the sound. Flip is "No One Like You" (Rolyn, BMI) (2:35).



POP SPOTLIGHT

THE RUN-A-ROUNDS

UNBELIEVABLE

(Comet-Neems-Maresca, ASCAP) (2:05)—KC 116

This record has the New York sound but the Run-A-Rounds infuse it with such fervor that it could take off in Philadelphia, Washington and other Eastern markets. It swings and rocks in neat, catchy tempo and the boys hand it a warm performance. Worth exposure. Flip is "Hoary for Love" (Comet-Neems-Maresca, ASCAP) (2:20).



POP SPOTLIGHT

FRANK IFIELD

I'M CONFESSIN' (That I Love You)

(Bourne, ASCAP) (2:00)—Capitol 5032

This Frank Ifield record was released last week on Vee Jay due to a mix-up with EMI, but Capitol has now secured it, and it is no longer on the Vee Jay label. It shows off an attractive vocal by the English chanter. Flip is "Waltzing Matilda" (Fisher, ASCAP) (2:23).



POP SPOTLIGHT

JOE HINTON

BETTER TO GIVE THAN TO RECEIVE

(Don, BMI) (2:05)—Back Beat 539

Here's a fine rocking twist side, which shows off an exciting vocal by Hinton plus some powerful sax and combo work backing the lad on the mover. A side worth watching. Flip is "There's No in Between" (Don, BMI) (2:20).



POP SPOTLIGHT

LORRAINE AND THE SOCIALITES

ANY OLD WAY

(Luristan, ASCAP) (2:14)

THE CONQUERER

(Garrawak, BMI) (2:14)—Mercury 72163

All for love is the theme of both sides of this new record which displays the considerable vocal talents of Lorraine, showcased by a fine rhythmic arrangement. Both sides are medium tempo ballads and they should appeal solidly to the teen set through the lyric and the beat.



POP SPOTLIGHT

LINDA BRANNON

FUNNY FACE

(Gallico, BMI) (2:32)—Epic 9612

Linda Brannon sells this infectious ditty with much appeal as she tells about the boy she loves, aided nicely by dual tracking and sock band backing. A mighty sharp production that could make the lass a well-known name in short order. Strong teen stuff here. Flip is "Will It Last" (Gallico, BMI) (2:21).



POP SPOTLIGHT

THE JOURNEYMEN

KUMBAYA

(Friendship, BMI) (2:10)

JA-DA

(Feist, ASCAP) (2:22)—Capitol 5031

The Journeymen are an outstanding folk act with a most attractive blend and they show off their warm vocalizing here with a touching reading of "Kumbaya," and an unusual folk-styled interpretation of the oldie "Ja-Da." Both sides could make it. A fine group with a fine record.



POP SPOTLIGHT

LITTLE PEGGY MARCH

HELLO HEARTACHE, GOODBYE LOVE

(Atrium, ASCAP) (2:22)—RCA Victor 8221

Little Peggy March comes through with a tremendous effort on this side, selling the song of heartache with feeling over a first-rate arrangement. Should be another big one for the lass. Flip is "Boy Crazy" (Phase, BMI) (2:20).

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

WHY DON'T YOU BELIEVE ME . . .
Duprees, Coed 584

★ 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.

DOWN THE AISLE . . .
Patty LaBelle & the Blue Bells, King 5777 (Sixty-Six, BMI) (Baltimore, Philadelphia)

I'VE GOT A RIGHT TO CRY . . .
Fats Domino, ABC-Paramount 10475 (Recordo, BMI) (New Orleans, Hartford)

DINA . . .
Dore Alpert, A&M 714 (Irving, BMI) (San Francisco)

TALK TO ME . . .
Sunny & the Sunglows, Tear Drop 3014 (Jay & Cee, BMI) (Atlanta)

SALLY, GO 'ROUND THE ROSES . . .
Jaynetts, Tuff 369 (Winlyn, BMI) (San Francisco)

C.W. SPOTLIGHT

BUCK OWENS

LOVE'S GONNA LIVE HERE
(Bluebook, BMI) (2:00)

GETTING USED TO YOU
(Central Songs, BMI) (2:26)—Capitol 5025

The fine country chanter has a likely two-sided here. First up is a bright, bouncy side with an optimistic outlook in the lyric. Good chanting and good backing. Flip is a strong weeper with a bleeding performance. Side gets a solid, dual-track touch. Watch both.

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

JIMMY DURANTE

YOUNG AT HEART
(Cherio, BMI) (2:47)

SEPTEMBER SONG
(De Sylva, Brown & Henderson, ASCAP) (3:09)—Warner Bros. 5382

Durante has a new album out on Warners, full of great old songs and these are two of the best tracks. They've already gotten solid play out of the album, and this single pairing should simply add to the exposure. Fine change-of-pace programming and either could break out.

★★★★

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

SANDY NELSON
★★★★ Sandy (Travis, BMI) (1:57)—★★★★ Caravan (American Academy of Music, ASCAP) (2:00), IMPERIAL 5988

BOB DYLAN
★★★★ Blowin' in the Wind (Witmark, ASCAP) (2:47)—★★★★ Don't Think Twice, It's All Right (Witmark, ASCAP) (3:37), COLUMBIA 42856

BABY JANE AND THE ROCK-A-BYES
★★★★ Hickory Dickory Dock (Trio, BMI) (2:04)—★★★★ Half Deserted Street (Mellin, BMI) (2:25), SPOKANE 4001

LINDA SCOTT
★★★★ Let's Fall in Love (Bourne, ASCAP) (2:08)—★★★★ I Know It You Know It (Kilt, BMI) (2:20), CONGRESS 200

DENNIS REGOR
★★★★ Toys in the Attic (Instrumental) (United Artists, ASCAP) (2:14)

DENNIS REGOR AND THE PAULETTE SISTERS
★★★★ Toys in the Attic (Vocal) (United Artists, ASCAP) (2:35)—CON-TEMPO 904

JERICHO BROWN
★★★★ Lonely Birthday (Daywin, BMI) (2:59)—★★★★ A Paper Rose and a Candy Ring (Daywin, BMI) (2:57), WARNER BROS. 5381

LITTLE ROSE EVANS
★★★★ Minutes and Hours (Glenn, BMI) (2:08)—★★★★ Your Goose Is Cooked (Glenn, BMI) (2:27), TAHOE 2537

LALO SCHIFRIN AND ORK
★★★★ Haunting (Hastings, BMI) (2:23)—★★★★ Theme From Dime With a Halo (Miller, ASCAP) (2:34), MGM 13163

KEITH DANIELS AND THE BLUE RIDGE RAMBLERS
★★★★ Uptown Bluegrass (Howard) (1:58) — ★★★★★ White Lightnin' (Howard) (3:25), KEYSTONE 6202

JERRY GANDY
★★★★ You Better Take Me Home (Eight Note, BMI) (2:13) — ★★ Mister Moon (Sark, BMI) (2:30), GAMBIT 1108

SIBELIUS WILLIAMS
★★★★ He Gives Me Love (Southern, ASCAP) (1:56)—★★★★ My Love, My Love (Mon Dieu) (Southern, ASCAP) (3:00), FELSTED 8680

THE TRIUMPHS
★★★★ Humid (Tuneville, BMI) (2:20)—★★★ Big Dog (Tree, BMI) (2:15), KAB 2600

THE EBB TIDES
★★★★ Low Tide (Mardon-Camp & Canyon, BMI) (2:17)—★★★ Ballad of Jed Clampett (Caroltone, BMI) (1:59), R & R 303

THE SILHOUETTES
★★★★ Rent Man (Williams, BMI) (2:30)—★★★★ Your Love Is All I (Need) (Williams, BMI) (2:35), JUNIOR 993

CHUCK BERRY
★★★★ Sweet Little Sixteen (Arc, BMI) (2:59) — ★★ Memphis (Arc, BMI) (2:25), CHESS 1866

ED BRUCE
★★★★ See the Big Man Cry (Tuneville-Lyn Lou, BMI) (2:23)—★★★★ I Won't Cry Anymore (United Music, ASCAP) (2:53), WAND 140

LITTLE HOOKS AND THE KINGS
★★★★ Count Your Blessing (Little Rick-Needle, BMI) (2:17) — ★★ How to Start a Romance (Little Rick-Needle, BMI) (2:17), CHESS 1867

CLARENCE AND CALVIN
★★★★ I Like It (Don, BMI) (2:40) — ★★ Somebody Better Come Here Quick (Don, BMI) (2:20), DUKE 365

HAL WATERS
★★★★ Poor Man Livin' in a Rich Man's World (Forrest Hills, BMI) (2:30)—★★★ Poor Ann (Roosevelt, BMI) (2:26), LIBERTY 55611

THE MAJORS
★★★★ Your Life Begins (at Sweet 16) (Travis-Rittenhouse, BMI) (2:30)—★★★ Which Way Did She Go (Travis-Rittenhouse, BMI) (2:52), IMPERIAL 5991

DICK AND DEEDEE
★★★★ Where Did the Good Times Go (Odin, ASCAP) (2:34) — ★★ Guess Our Love Must Show (Odin, ASCAP) (2:02), WARNER BROS. 5383

HAL BLAINE AND THE YOUNG COUGARS
★★★★ (Dance With the) Surfin' Band (Hazelwood, BMI)—★★★ The Drummer Plays for Me (Hazelwood, BMI), RCA VICTOR 8223

BOBBY GREGG
★★★★ Kangaroo (Part II) (Tie Me Kangaroo Down, Sport) (Beechwood, BMI) (2:16)—★★★ Kootanda (Hill & Range, BMI) (2:36), EPIC 9616

MARION WORTH
★★★★ Play a Blue Guitar (for Me) (Forest Hills, BMI) (2:40)—★★★★ In His Own Quiet Way (Southside, BMI) (2:39), COLUMBIA 42848

BOB LUMAN AND SUE THOMPSON
★★★★ I Like Your Kind of Love (Acuff-Rose, BMI) (2:18)—★★★ Too Hot to Dance (Acuff-Rose, BMI) (2:06), HICKORY 1221

NINO TEMPO AND APRIL STEVENS
★★★★ Deep Purple (Robbins, ASCAP) (2:41)—★★★★ I've Been Carrying a Torch for You So Long That I Burned a Great Big Hole in My Heart (Daddy Sam, BMI) (2:36), ATCO 6273

DORSEY BURNETTE
★★★★ One of the Lonely (American, BMI) (2:12)—★★★ Where's the Girl? (Trio, BMI) (2:30), REPRISE 20208

MERV GRIFFIN
★★★★ Always (Irving Berlin, ASCAP) (2:55) — ★★ Hey Pretty Baby (Wyncote, ASCAP) (1:57), CAMEO 266

BAKER KNIGHT
★★★★ Big City Girls (Four Star Sales, BMI) (2:10)—★★★ Look in the Mirror (Four Star Sales, BMI) (2:15), EVEREST 2033

HAL HEARN
★★★★ Turkey in the Straw (Jubco, BMI) (2:10)—★★★ King Kemo (Jubco, BMI) (2:25), PORT 70034

JOHNNY WYATT
★★★★ One, Two, Three (Four Star Sales, BMI) (2:12)—★★★ I Wouldn't Change a Thing About You (Four Star Sales, BMI) (2:24), CHALLENGE 983

SANDRA GOULD
★★★★ Hello Melvin (This Is Mama) (Circle Seven-Lonette, BMI) (2:29)—★★★ My Son the Surfer (Circle Seven-Lonette, BMI) (2:00), PHILIPS 40138

CATHY CARROLL
★★★★ (I Know) That's How It'll Be (Screen Gems, BMI) (2:30)—BMI) (2:30)—★★★ I Don't Wanna Give You Up (Blackwood, BMI) (2:20), PHILIPS 40134

TONY ROSSINI
★★★★ Nobody (Beckie Knox, BMI) (2:10)—★★★ Moved to Kansas City (Rolyn, BMI) (2:00), SUN 387

COUNTRY

WARREN SMITH
★★★★ Big City Ways (Vidor, BMI) (2:30)—★★★★ That's Why I Sing in a Honky Tonk (Central Songs, BMI) (2:18), LIBERTY 55615

JOHNNY & JONIE MOSBY
★★★★ Trouble in My Arms (Screen-Gems - Columbia, BMI) (2:40)—★★★★ Who's Been Cheatin' Who (Central Songs, BMI) (2:10), COLUMBIA 42841

RED FOLEY
★★★★ Poor Jack (American, BMI) (2:23) — ★★★★★ Goodnight Mama, Goodnight Papa (Cedarwood, BMI) (2:40), DECCA 31530

LUCKY LEE
★★★★ Look's Like You Don't Care for Me (Lucky 7-11, BMI) (2:30)—★★★ Too Many Times (Lucky 7-11, BMI) (2:50), C.A.R. 106

RHYTHM & BLUES

MUDDY WATERS
★★★★ Twenty-Four Hours (Arc, BMI) (2:30)—★★★★ Five Long Years (Brandon, ASCAP) (2:43), CHESS 12444

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

THE BLUE DIAMONDS

SUKIYAKI

10032

LONDON INTERNATIONAL

BILLY FURY

WHEN WILL YOU SAY I LOVE YOU

9615

LONDON RECORDS

PAUL CHESTERTON
Piano and Orchestra

AUTUMN CONCERTO

10031

LONDON INTERNATIONAL

CHARLY TABOR

BLUE ANGEL

10026

LONDON INTERNATIONAL

DAVID HAMBER

I FOUND CAROL

9610

LONDON RECORDS

MUSIC AS WRITTEN

NEW YORK

Know what **Dave Brubeck** was paid for writing the liner on the new pianist **Tupper Saussy's** album on Monument? A Tennessee country ham. That's better than the usual bread. . . . Promoter **Pete Rachtman** has been pretty successful with a hoot package in Florida. Did well in Jacksonville, Orlando and mildly well in Tampa with **Lynn Gold**, **Bob Gibson** and the **Highwaymen**. . . . **G. E. Lee-tham**, vice-president and director of sales, has assumed the additional responsibilities of merchandising and a.&r. formerly handled by **Harold S. Smith** who resigned from the company. . . . **Don Robey** back from Chicago where he supervised a **Joe Hinton** Backbeat date. . . . **Johnson Records** signed tenor man **Jesse Powell**, whose first disk is "Searching" and "Cherry Hill Wobble."

Marge Dodson, being heralded as a great new singing find, who finished a date at the Upstairs at the Duplex in Greenwich Village, is leaving for a six month tour of Europe. . . . **Woody Herman** has been signed to play both **Jerry Lewis** and **Judy Garland** TV'ers. **Woody's** pulling 'em at the gate, too. Over 2,500 in Salt Lake City and over 1,500 in Denver. . . . **Joe Petralia** moved to larger quarters in the Park Sheraton. . . . Atlantic has a **Doris Troy** LP in the works. Dubs at the office last week. . . . **Jim Hall** and **Art Farmer** cut their first session for the same label last week. . . . Music has a friend at Chase Manhattan. The bank has an exhibition that ties song titles to money themes at its Rockefeller Plaza Money Museum. . . . **Enzio Stuarti** has been signed to a Jubilee Records contract.

Vaughn Meader has a wanted poster out. The singing-comic-pianist is looking for a straight

man to work night clubs with him, Meader already has a girl to work with him, **Donna Jean**, but he says straight talking comedy hopefuls should contact his agent, **Buddy Allen**. Meader's first single on **MGM** is ready to go and should be out in two or three weeks. Another single should follow that and then an LP is slated for issue. He will also work the "Hootenanny" TV show September 14 and another undetermined slot later on.

JACK MAHER

CHICAGO

Seymour Greenspan and **Jack White's** Summit Distributing Company has picked up a string of new lines, including some 12 labels under the aegis of **Ewart Abner's** Dart Record Sales. The Dart line gives Summit Ace, Avanti, FM, Horizon, Martay, Mohawk, Moon Glow, Oldies "45," Simpson and TV Gospel-time. Besides these, Summit has picked up Del Fi, Hickory, Sound Stage Seven and Success. . . . The area's newest radio station is WEEF in Highland Park. It's an AM-FM outlet. . . . **WBBM**, the big Columbia Broadcasting System outlet here, will unveil a new five-day show September 9. Wade Advertising is working on details with the station.

Mercury's **Morris I. Diamond** (his friends don't call him "MID"), squired **Lesley Gore** and her parents around the Windy City last week. Lesley goes on to Pittsburgh and then to her home in New Jersey. . . . **John Knodle** has joined Warner Bros. as Midwest promotion man replacing **Bill McCloud**, who joins the M-S Distributing staff to split promotion chores with **Larry Lubliner**. . . . It's a happy birthday to **Merle Rose** of Rose Record Sales here. . . . And welcome home to **Fred Sipiora**, who returns this week

from a fishing trip to the Northwoods (he's got to fish better than he plays golf).

NICK BIRO

CINCINNATI

Liberty Records hosted a cocktail session at the Sheraton-Gibson Hotel Friday (16) in honor of **Si Zentner**, whose ork was the weekend feature in Moonlite Gardens at Coney Island here. Deejays, music men, radio and TV biggies and newsmen from a 100-mile radius were guests for the event. Liberty execs on hand included **Don Bohannon**, national sales manager, and **Ray Hill**, assistant to the national promotion, from Hollywood, and **Jack Bratel**, Cleveland branch manager, and his salesmen, **Marv Dorfman**, **Dick Bowman**, Southern division sales manager, with headquarters here, had charge of arrangements.

Cleve-Disc of Cleveland last week opened a branch office here at 1239 Ellis Avenue, with **Bob Anderson**, formerly with **Sam Klayman's** Supreme Distributing here, in as sales manager. Promotion manager is **Lee Fogel**, formerly with Cosnat Distributing here. . . . **Zim Zemeral**, of Free-State Distributing Corporation, Baltimore, in town last Tuesday (13) for a visit with **Harry Carlson**, Fraternity Records topper. Zemeral, formerly national promotion director for Columbia Records, made the trip in from Pittsburgh, where he visited his mother.

Harry Carlson reports that his new **Lonnie Mack** release, "Wham!" is kicking off better than Mack's recent clicker, "Memphis," which hit the No. 5 slot on Billboard's Hot 100. Carlson says sales on "Wham!" have hit nearly 100,000 in the first two weeks. Mack and his ork, currently on a one-nighter trek through the Midwest and Southwest, is set for the August 23-28 period at Spring Lake Park, Oklahoma City. Combo plays 10 days in Canada, starting mid-September.

BILL SACHS

PITTSBURGH

Eddie Hodges spent a day here last week promoting his new Columbia platter, "Rainin' In My Heart." . . . **Sophie Tucker** checks into Holiday House on August 16 for a nine-day stint. . . . **Lee Levine** of Standard Distributors reports a brisk sale for **MGM's** "Down Yonder" by **Bill McEllinney**.

* * *

Stan Ediss, former Dot branch manager here before Dot moved its local offices to Cleveland, is now head of Cosnat Distributors, replacing the late **Charlie Feldman**. . . . **Bob Vogel**, another former Dot branch manager here, is back promoting Cleve-Disk Records. . . . **Booker Zeke Nicholas** and his wife **Laura** are vacationing in Hollywood where they visited **Bobby Vinton**, whom Zeke "discovered" years ago in **Bobby's** native Canonsburg, Pa.

* * *

Little Stevie Wonder and the **Ray DeFate** orchestra were featured in two concerts at Memorial Hall on August 10. . . . A clever stunt promotion with **KQV** by Capitol branch manager **Dick Bethel** is paying

off on the new **Bobby Darin** LP, "Earthy."

LEONARD MENDLOWITZ

SAN FRANCISCO

Sophie Conti has been named to replace **Laura Bryant** in the promotion department of Acme Sales Company, San Francisco record distributor. . . . **C & C Distributors** has added Liberty Records in the Northern California territory, effective August 1. The account was resigned by **Chatton Distributing Company** of Oakland. **C & C** also handles such other major labels as **Warner Bros.**, **Mercury**, **Vanguard**, **World Pacific**, **Disneyland**, and others. Promotion manager for the new label has not yet been named. . . . **Record Specialists**, rack jobbers, is opening a new outlet in its ninth Sherman-Clay music stores in suburban Hillsdale in August. The store, the 26th in the Sherman-Clay chain, is also the newest for that company. . . . **Milton Weiss**, president of Record Specialists, anticipates operating record sales in all of the Sherman-Clay stores in California, numbering about 13, before the end of 1963.

TALENT TOPICS

Continued from page 14

SAN FRANCISCO

A new night club has just opened at 14th and Mission Streets and debuts with the **Candy Man Trio**. . . . The **Little Fox** is another new spot on Broadway, due to open soon with the **Smothers Brothers**. . . . **Jerry Stiller** and **Anne Meara** opened recently at the hungry i, where **Chan Canasta** continues with his demonstrations of a fast-working mind. . . . **Dave Madden** and **Elaine McKenna** are the current stars at the Holiday Inn in Oakland. . . . **Hermie King** is the attraction at the On Q on Geary. . . . **Chuy Penita** and his Latin recording orchestra are playing at the Latin Quarter. . . . The **Swinging Senoritas** provide more South of the Border rhythm at Topsy's. . . . **Bob Bellows** has opened at the Caravan Inn in Mountain View. . . . The **Cables** have come into the 365 Club. . . . The **Pair of Bees**, young Japanese sisters in their first Western engagement at the Ginza West, Japanese night club. . . . **Turk Murphy** playing at his own Earthquake McGoon's. . . . Openings slated soon are **Carmel Jones' Quintet** at the Sugar Hill, **Daryl Jones** and her orchestra at Gilbey's, and at the Cal-Nev Lodge on Lake Tahoe, the **McGuire Sisters**, who debuted July 19. The **Vince Guaraldi** Trio, having completed an engagement at the hungry i, have crossed the Golden Gate to Sausalito for the three-month billing. Guaraldi last week completed another Fantasy recording of a Bossa Nova album with celebrated Brazilian guitarist, **Bola Sete**.

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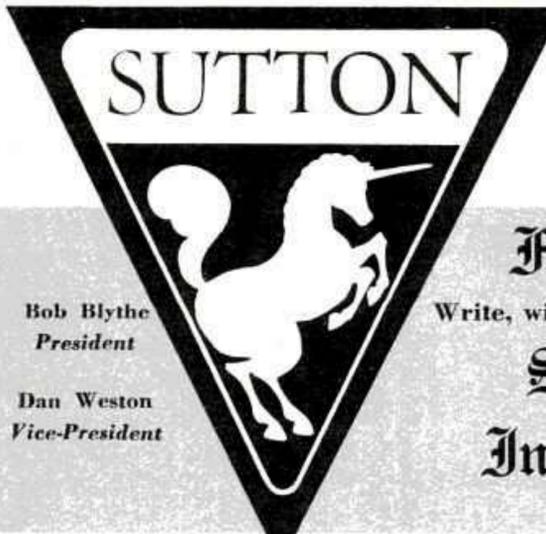
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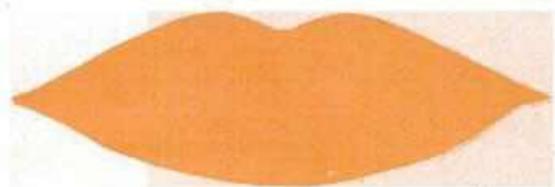
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|----------------------|------------------------------|
| ★ Dizzy Gillespie | ★ Fran Warren |
| ★ Les Elgart | ★ Alan Jones |
| ★ Sarah Vaughan | ★ Carlos Molina |
| ★ Buddy Greco | ★ Ed McCurdy |
| ★ Duke Ellington | ★ Esmerelda |
| ★ Kirby Stone Four | ★ Fletcher Henderson |
| ★ Andre Previn | ★ Pied Pipers |
| ★ Gordon MacRae | ★ Pee Wee Russell |
| ★ Enoch Light | ★ Margie Anderson |
| ★ The Hi-Lo's | ★ Orrin Tucker |
| ★ Artie Shaw | ★ Harry "The Hipster" Gibson |
| ★ Spike Jones | ★ Teddy Wilson |
| ★ The Ink Spots | ★ Lionel Hampton |
| ★ Mindy Carson | ★ Maxine Sullivan |
| ★ Josh White | ★ Kitty Kallen |
| ★ Django Reinhardt | ★ Dick Haymes |
| ★ Jesse Crawford | ★ Mel Torme |
| ★ Leadbelly | ★ Art Mooney |
| ★ Billy Daniels | ★ Toni Arden |
| ★ James Melton | ★ Ann Southern |
| ★ Meg Myles | ★ Eddie Cantor |
| ★ Shep Fields | ★ Georgie Auld |
| ★ Ray Eberle | ★ Ethel Waters |
| ★ Jack Constanza | ★ Phil Brito |
| ★ Earl "Fatha" Hines | |
| ★ Noro Morales | |

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and

THE VERSA-TONES



A KISS AND A ROSE

B/W

TAKE ME

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smash
hit*

ON
MAGNA
#102

*her
first
release*

MAGNA

R E C O R D S

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Distributors still needed in some areas. Write or call 252-3425

HOT 100

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

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	WEEKS ON CHART
1	1	1	2	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080																							10						
2	7	17	45	HELLO MUDDUH, HELLO FADDUH Allan Sherman, Warner Bros. 5378																							4						
3	6	8	11	CANDY GIRL 4 Seasons, Vee Jay 539																							8						
4	10	31	75	MY BOYFRIEND'S BACK Angels, Smash 1834																							4						
5	5	6	8	JUDY'S TURN TO CRY Lesley Gore, Mercury 72143																							8						
6	2	4	6	BLOWIN' IN THE WIND Peter, Paul & Mary, Warner Bros. 5368																							9						
7	4	2	5	WIPE OUT Surfaris, Dot 16479																							10						
8	9	10	19	MORE Kai Winding, Verve 10295																							7						
9	3	3	4	(You're the) DEVIL IN DISGUISE Elvis Presley, RCA Victor 8188																							9						
10	15	21	23	DENISE Randy & the Rainbows, Rust 5059																							11						
11	17	29	58	IF I HAD A HAMMER Trini Lopez, Reprise 20198																							5						
12	13	22	27	MOCKINGBIRD Inez Foss, Symbol 919																							10						
13	18	23	35	DANKE SCHOEN Wayne Newton, Capitol 4989																							7						
14	8	5	1	SO MUCH IN LOVE Tymes, Parkway 781																							13						
15	11	7	3	SURF CITY Jan & Dean, Liberty 55580																							11						
16	21	40	54	HEY GIRL Freddie Scott, Colpix 492																							5						
17	14	16	21	GREEN, GREEN New Christy Minstrels, Columbia 42805																							9						
18	28	49	85	SURFER GIRL Beach Boys, Capitol 5009																							4						
19	34	51	82	HEAT WAVE Martha & the Vandellas, Gordy 7022																							4						
20	26	32	48	THE MONKEY TIME Major Lance, Okeh 7175																							7						
21	23	25	30	TRUE LOVE NEVER RUNS SMOOTH Gene Pitney, Musicor 1032																							8						
22	33	43	60	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215																							5						
23	37	42	56	PAINTED, TAINTED ROSE Al Martino, Capitol 5000																							5						
24	20	14	12	MEMPHIS Lonnie Mack, Fraternity 906																							12						
25	27	30	37	TWIST IT UP Chubby Checker, Parkway 879																							6						
26	31	39	52	MAKE THE WORLD GO AWAY Timi Yuro, Liberty 55587																							6						
27	12	9	7	EASIER SAID THAN DONE Essex, Roulette 4494																							12						
28	24	24	25	MY WHOLE WORLD IS FALLING DOWN Brenda Lee, Decca 31510																							8						
29	35	35	40	I (Who Have Nothing) Ben E. King, Atco 6267																							9						
30	53	78	—	BLUE VELVET Bobby Vinton, Epic 9614																							3						
31	43	53	66	I WANT TO STAY HERE Steve & Eydie, Columbia 42815																							6						
32	16	15	24	ABILENE George Hamilton IV, RCA Victor 8181																							10						

33	44	54	62	WAIT 'TIL MY BOBBY GETS HOME Darlene Love, Philles 114																							6
34	22	13	13	HOPELESS Andy Williams, Columbia 32784																							10
35	29	20	16	DETROIT CITY Bobby Darin, RCA Victor 8183																							11
36	19	12	10	JUST ONE LOOK Doris Troy, Atlantic 2188																							12
37	25	28	33	I WONDER Brenda Lee, Decca 31510																							7
38	36	36	41	MARLENA 4 Seasons, Vee Jay 539																							7
39	30	19	17	RING OF FIRE Johnny Cash, Columbia 42788																							13
40	54	75	—	YOU CAN NEVER STOP ME LOVING YOU Johnny Tillotson, Cadence 1437																							3
41	71	—	—	THEN HE KISSED ME Crystals, Philles 115																							2
42	42	33	42	SHAKE, SHAKE, SHAKE Jackie Wilson, Brunswick 55246																							7
43	62	81	93	MARTIAN HOP Ran-Dells, Chairman 4403																							4
44	64	80	—	THE KIND OF BOY YOU CAN'T FORGET Raindrops, Jubilee 5455																							3
45	47	47	53	WHEN A BOY FALLS IN LOVE Mel Carter, Derby 1003																							8
46	51	61	70	DESERT PETE Kingston Trio, Capitol 5005																							4
47	50	52	69	THE DREAMER Neil Sedaka, RCA Victor 8209																							5
48	52	65	74	IT HURTS TO BE SIXTEEN Andrea Carroll, Big Top 3156																							6
49	69	85	—	DROWNIN' MY SORROWS Connie Francis, MGM 13140																							3
50	55	79	—	HEY THERE LONELY BOY Ruby & the Romantics, Kapp 544																							3
51	89	—	—	WONDERFUL! WONDERFUL! Tymes, Parkway 884																							2
52	48	50	59	SURFIN' HOOTENANNY Al Casey, Stacy 962																							7
53	61	76	98	PLEASE DON'T TALK TO THE LIFEGUARD Diane Ray, Mercury 72117																							4
54	66	70	77	EVERYBODY MONKEY Freddie Cannon, Swan 4149																							4
55	57	72	83	THESE FOOLISH THINGS James Brown & The Famous Flames, King 5747																							5
56	59	69	76	GROOVY BABY Billy Abbott, Parkway 874																							6
57	60	71	84	IT'S TOO LATE Wilson Pickett, Double L 717																							5
58	58	55	63	MAMA DON'T ALLOW Rooftop Singers, Vanguard 35020																							6
59	88	—	—	MICKEY'S MONKEY Miracles, Tamla 54083																							2
60	67	73	80	QUE SERA, SERA (Whatever Will Be, Will Be) High Keyes, Atco 6268																							5
61	77	86	73	DAUGHTER Blenders, Witch 114																							7
62	65	66	71	LEAVE ME ALONE Baby Washington, Sue 790																							6
63	80	—	—	LITTLE DEUCE COUPE Beach Boys, Capitol 5009																							2
64	81	96	—	LONELY SURFER Jack Nitzsche, Reprise 20202																							3
65	56	56	61	SOMETIMES YOU GOTTA CRY A LITTLE Bobby Bland, Duke 346																							6

66	72	77	78	CAN'T NOBODY LOVE YOU Solomon Burke, Atlantic 2194																							6
67	75	87	87	MY DADDY KNOWS BEST Marvelettes, Tamla 54082																							4
68	90	—	—	STRAIGHTEN UP YOUR HEART Barbara Lewis, Atlantic 2200																							2
69	76	89	95	LUCKY LIPS Cliff Richard, Epic 9597																							4
70	—	—	—	WHY DON'T YOU BELIEVE ME Duprees, Coed 584																							1
71	87	—	—	ONLY IN AMERICA Jay & the Americans, United Artists 625																							2
72	73	82	91	THIS IS ALL I ASK Burl Ives, Decca 31518																							4
73	74	74	79	THIS IS ALL I ASK Tony Bennett, Columbia 42820																							6
74	85	100	—	MORE Vic Dana, Dalton 81																							3
75	79	90	—	IT'S A LONELY TOWN Gene McDaniels, Liberty 55597																							3
76	86	—	—	PART TIME LOVE Little Johnny Taylor, Galaxy 722																							2
77	83	84	90	DUM DUM DEE DUM Johnny Cymbal, Kapp 539																							4
78	78	83	—	PAY BACK Etta James, Argo 3445																							3
79	100	—	—	CRY BABY Garnet Mimms & the Enchanters, United Artists 629																							2
80	95	—	—	BIRTHDAY PARTY Pixies Three, Mercury 72130																							2
81	82	92	94	A BREATH TAKING GUY Supremes, Motown 1044																							5
82	—	91	—	MAKE THE MUSIC PLAY Dionne Warwick, Scepter 1253																							2
83	—	—	—	8 X 10 Bill Anderson, Decca 31521																							1
84	84	94	—	MAN'S TEMPTATION Gene Chandler, Vee Jay 536																							3
85	—	—	—	ORGAN SHOUT Dave (Baby) Cortez, Chess 1861																							1
86	—	—	—	CHINA NIGHTS (Shina No Yoru) Kyu Sakamoto, Capitol 5016																							1
87	92	97	—	(I Cried at) LAURA'S WEDDING Barbara Lynn, Jamie 1260																							3
88	93	98	—	THIS IS MY PRAYER Theola Kilgore, Sereck 2006																							3
89	91	—	—	IT WON'T BE THIS WAY (Always) King Pins, Federal 12484																							2
90	—	—	—	A WALKIN' MIRACLE Essex, Roulette 4515																							1
91	97	—	—	GONE Rip Chords, Columbia 42812																							2
92	94	—	—	I'M NOT A FOOL ANYMORE... T. K. Hulin, Smash 1830																							2
93	—	—	—	SOMETHING OLD, SOMETHING NEW Paul & Paula, Philips 40130																							1
94	—	—	—	TREAT MY BABY GOOD Bobby Darin, Capitol 5019																							1
95	—	—	—	WHAM Lonnie Mack, Fraternity 912																							1
96	—	—	—	YOUR BABY'S GONE SURFIN' Doane Eddy, RCA Victor 8214																							1
97	—	—	—	HEAR THE BELLS Tokens, RCA Victor 8210																							1
98	—	—	—	TELL ME THE TRUTH Nancy Wilson, Capitol 4991																							1
99	—	—	—	DANCE, EVERYBODY, DANCE. Dartells, Dot 16502																							1
100	—	—	—	DO THE MONKEY King Curtis, Capitol 4998																							1

HOT 100—A TO Z—(Publisher-Licensee)

Abilene (Acuff-Rose)	32
Birthday Party (Dandelion-Merjeda, BMI)	80
Blowin' in the Wind (Witmark, ASCAP)	6
Blue Velvet (Vogue, BMI)	30
Breath Taking Guy, A (Jobete, BMI)	81
Candy Girl (Saturday-Gavaldina, ASCAP)	3
Can't Nobody Love You (Trio, BMI)	86
China Nights (Shina No Yoru) (Leeds, ASCAP)	86
Cry Baby (Riffenhouse-Mellin, BMI)	79
Dance, Everybody Dance (Trifid & Branna, BMI)	99
Danke Schoen (Roosevelt, BMI)	13
Daughter (Venetia, BMI)	61
Dense (Bright-Tunes, BMI)	10
Desert Pete (Sleepy Hollow, ASCAP)	46
Everybody Monkey (Valley-Sheires, BMI)	54
Devil in Disguise (Presley, BMI)	35
Do the Monkey (T. M.-Old Lynx, BMI)	100
Dreamer, The (Rondak, BMI)	47
Drawn'n My Sorrows (Merna, BMI)	47
Dum Dum Dee Dum (Haymarket, BMI)	79
Easier Said Than Done (Nom, BMI)	27
8 x 10 (Moss Rose, BMI)	83
Everybody Monkey (Valley-Sheires, BMI)	54
Fingertips (Part II) (Jobete, BMI)	1
Gene, Green (New Christy, BMI)	21
Green, Green (New Christy, BMI)	9
Hello Mudduh, Hello Fadduh (Curtain Call, ASCAP)	2
Hey Girl (Screen Gems-Columbia, BMI)	16
Hey There Lonely Boy (Famous, ASCAP)	50
Hopeless (Brenner, BMI)	34

I Want to Stay Here (Screen Gems-Columbia, BMI)	31
I (Who Have Nothing) (Milky Way-Trio, BMI)	29
I Wonder (Leeds, ASCAP)	37
I'm Not a Fool Anymore (Crazy Cajun, BMI)	92
If I Had a Hammer (Ludlow, BMI)	11
It Hurts to Be Sixteen (Rondak, BMI)	48
It Won't Be This Way (Always) (Sonto, BMI)	89
It's a Lonely Town (Valley, BMI)	75
It's Too Late (Frigan-Correctone, BMI)	57
Judy's Turn to Cry (Glamorous, ASCAP)	5
Just One Look (Premier, BMI)	36
Kind of Boy You Can't Forget, The (Trio, BMI)	44
Laura's Wedding (Dickson-Hansen, ASCAP)	87
Leave Me Alone (Roosevelt, BMI)	62
Little Deuce Coupe (Sea of Tunes, BMI)	63
Lonely Surfer (Little Darlin', BMI)	64
Lucky Lips (Tiger, BMI)	69
Make the Music Play (Eleventh Floor-U.S. Songs, ASCAP)	82
Make the World Go Away (Pamper, BMI)	26
Mama Don't Allow (Egypt Valley, BMI)	58
Man's Temptation (Conrad-Karlan, BMI)	84
Marlena (Saturday-Gavaldina, ASCAP)	38
Nation Hop (Screen Gems-Columbia, BMI)	43
Memphis (Arc, BMI)	24
Nickety's Monkey (Jobete, BMI)	59
Mockingbird (Saturn, BMI)	12
Monkey Time, The (Curtain-Faller, BMI)	20
More-Dana (Marks, BMI)	74
More-Winding (Marks, BMI)	8
My Boyfriend's Back (Blackwood, BMI)	4
My Daddy Knows Best (Jobete, BMI)	47
My Whole World Is Falling Down (Champion, Moss Rose, BMI)	28
Only in America (Screen Gems-Columbia, BMI)	71

Organ Shout (Chevis-Cortez, BMI)	85
Pay Back (Chevis, BMI)	78
Painted, Tainted Rose (Damian, ASCAP)	78
Part Time Love (Circus-Escort, BMI)	76
Please Don't Talk to the Lifeguard (Joy, ASCAP)	53
Que Sera, Sera (Artists, ASCAP)	60
Ring of Fire (Painted Desert, BMI)	39
Shake, Shake, Shake (Brunswick, BMI)	42
So Much in Love (Cameo-Parkway, BMI)	14
Something Old, Something New (LeBill-Marbill, BMI)	93
Sometimes You Gotta Cry a Little (Don, BMI)	65
Straighten Up Your Heart (McLaughlin, BMI)	68
Surf City (Screen Gems-Columbia, BMI)	15
Surfer Girl (Sea of Tunes, BMI)	18
Surfin' Hootenanny (Renda, BMI)	52
Tell Me the Truth (Kacy, BMI)	98
Then He Kissed Me (Mother Bertha-Trio, BMI)	41
These Foolish Things (Bourne, ASCAP)	55
This is All I Ask-Bennett (Massey, ASCAP)	72
This is All I Ask-Ives (Massey, ASCAP)	72
This Is My Prayer (Sylvia, BMI)	88
Treat My Baby Good (T. M., BMI)	94
True Love Never Runs Smooth (Arch, ASCAP)	21
Your Baby's Gone Surfin' (Lindemann, BMI)	25
Twist It Up (Kalmann-C., ASCAP)	96
Wait 'Til My Bobby Gets Home (Mother Bertha-Trio, BMI)	33
Walkin' Miracle, A (Plantearry, ASCAP)	90
Wham (Carlson-Edwood, BMI)	95
When a Boy Falls in Love (Kags, BMI)	45
Why Don't You Believe Me (Brandon, ASCAP)	70
Wipe Out (Miraleste-Robin Hood, BMI)	7
Wonderful! Wonderful! (Marks, BMI)	51
You Can Never Stop Me Loving You (Ridge, BMI)	40

BUBBLING UNDER THE HOT 100

101. LONELY WORLD	Dion, Laurie 3187
102. FROM ME TO YOU	Del Shannon, Big Top 3152
103. SOONER OR LATER	Johnnie Mathis, Columbia 42836
104. WHAT I GOTTA DO (Let Me Walk)	Little Eva, Dimension 1013
105. SATURDAY SUNSHINE	Bert Bacharach, Kapp 532
106. SURFER JOE	Surfaris, Dot 16479
107. TALK TO ME	Sunny & Sunglows, Tear Drop 3014
108. THE MINUTE YOU'RE GONE	Sonny James, Capitol 4969
109. CROSSROADS	Luther Randolph & Johnny Stiles, Cameo 253
110. CHINESE CHECKERS	Booker T & MG's, Stax 137
111. BUST OUT	Busters, Arlen 735
112. DANCE, DANCE, DANCE	Judy Dee, Roulette 4503
113. SUMMERTIME	Chris Columbus Quintet, Strand 25056
114. IT HURTS TO BE SIXTEEN	Barbara Chandler, Kapp 542
115. AT THE SHORE	Johnny Caswell, Smash 1833
116. LOVE ME ALL THE WAY	Kim Weston, Tamla 54076
117. ELEPHANT WALK	Donald Jenkins, Cortland 106
118. PRETTY GIRLS EVERYWHERE	Arthur Alexander, Dot 16509
119. WHEN I'M WALKIN' (Let Me Walk)	Carla Thomas, Atlantic 2189
120. WHAT A FOOL I'VE BEEN	Victorians, Liberty 55574
121. WHAT MAKES LITTLE GIRLS CRY	Floyd Cramer, RCA Victor 8217
122. HOW HIGH THE MOON	Ben Fabric, Atco 6271
123. HAPPY PUPPY	Chris Kenner, Instant 3252
124. LAND OF 1,000 DANCES	Patty LaBelle & Blue Belts, King 5777
125. DOWN THE AISLE	Jaynetta, Tuff 349
126. SALLY GO 'ROUND THE ROSES	Steve Lawrence, Columbia 42795
127. MORE	Ronnie & Hi-Lites, Win 250
128. A SLOW DANCE	Chris Montez, Monogram 513
129. MY BABY LOVES TO DANCE	Fats Domino, ABC-Paramount 10475
130. I'VE GOT A RIGHT TO CRY	Barbara Lewis, Atlantic 2290
131. IF YOU LOVE HER	Jeanie Sommers, Warner Bros. 5374
132. LITTLE GIRL BAD	Ray Price, Columbia 42827
133. MAKE THE WORLD GO AWAY	Harry Charles, Rowax 802
134. MY LAURA	Sapphires, Swan 4143
135. WHERE IS MY JOHNNY NOW	Paul & Paula, Philips 40130
136. FLIPPED OVER YOU	

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THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER
PUFF (The Magic Dragon) • THE GOOD LIFE
PIPELINE • CAN'T GET USED TO LOSING YOU
18 YELLOW ROSES • I LOVE YOU BECAUSE
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TORQUAY • YOU CAN'T SIT DOWN
TEEN BEAT • TEQUILA • MEMPHIS
WIPE OUT • YEP • WILD WEEKEND
SURFER JOE • WALK DON'T RUN

WIPE OUT • The Surfaris
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MORE
THEME FROM MONDO CANE
STEVE ALLEN

DANKE SCHOEN MEMPHIS
RING OF FIRE WIPE OUT
CUANDO CALIENTA EL SOL
TEQUILA • EL WATUJI
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MOON I LOVE YOU TODAY
AFTER AWHILE • MORE

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SWEET SINGING • PAPA LOVE SONG • TONY'S SECRET

SUKIYAKI • Billy Vaughn
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RUNAWAY • BLUNDERBUS • BANZAI • SLEEP
WALK • NIGHT THEME • WAYWARD
NILE • EL CONQUISTADOR • RIDERS IN
THE SKY • LAST NIGHT • PIPELINE

PIPELINE • The Chantays
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THEME FROM LAWRENCE OF
ARABIA • BOSS GUITAR • LOVE
FOR SALE • CAST YOUR FATE
TO THE WIND • REBEL-ROUSER
GRAVY WALTZ • YAKETY-SAX • WHISTLE BAIT
YOUR THEME • THE ROSE AND THE BUTTERFLY

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LAWRENCE WELK

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WHAT WILL MARY SAY • THE END OF THE WORLD
ALL I HAVE TO DO IS DREAM • WALK RIGHT IN
DAYS OF WINE AND ROSES • BLAME IT ON
THE BOSSA NOVA • RHYTHM OF THE RAIN
THEY REMIND ME TOO MUCH OF YOU • I REALLY
DON'T WANT TO KNOW • ALICE IN WONDERLAND

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**TIE ME KANGAROO
DOWN SPORT**
PAT BOONE

TIE ME KANGAROO DOWN, SPORT
Pat Boone
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JIMMIE RODGERS
HONEYCOMB
& KISSES SWEETER THAN WINE

HONEYCOMB & KISSES SWEETER THAN
WINE • Jimmie Rodgers
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LAWRENCE WELK

CALCUTTA • Lawrence Welk
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BILLY VAUGHN

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THE BLUE SHIRT WALTZ
FOR MANY PLACES
YOU CAN'T BE TRUE
THE THORN BARK THEME
UNDERNEATH THE MOON
NEW IS THE MOON

GREATEST ORGAN HITS • Jerry Burke
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LAWRENCE WELK

TONIGHT • MOON RIVER • EXODUS
AROUND THE WORLD • THE SOUND OF MUSIC
TIL THERE WAS YOU • I COULD HAVE DANCED ALL NIGHT
YOU GAVE ME WINGS • SOME ENCHANTED EVENING
WISH YOU WERE HERE • YOU'LL NEVER WALK ALONE
LOVE IS A MANY-SPLENDORED THING • !!!!!!!!!!!!!!!

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Jo Ann Castle

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BILLY VAUGHN and his Orchestra

BLUE HAWAII • Billy Vaughn
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**THE MILLS BROS.
GREAT HITS**

THE MILLS BROTHERS' GREAT HITS
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BILLY VAUGHN
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SILV'RY MOON

SAIL ALONG, SILV'RY MOON
Billy Vaughn
DLP 3100

the Golden Instrumentals
Billy Vaughn

THE GOLDEN INSTRUMENTALS
Billy Vaughn
DLP 3016

PAT BOONE SINGS GUESS WHO?

PAT BOONE SINGS GUESS WHO?
DLP 3501

BEST-SELLING SINGLES

- #16479 WIPE OUT / SURFER JOE The Surfaris
- #16488 BREAKWATER / SCARLETT O'HARA Lawrence Welk
- #16487 SUGAR SHACK Jimmy Gilmer & The Fireballs
- #16507 CUANDO CALIENTA EL SOL (When The Sun Is Hot) / LEAVE IT TO ME Steve Allen
- #16500 THE NEXT TIME / VIOLET AND A ROSE Wink Martindale
- #16494 TIE ME KANGAROO DOWN SPORT / I FEEL LIKE CRYING Pat Boone
- #16509 PRETTY GIRLS EVERYWHERE / BABY BABY Arthur Alexander
- #16493 TORQUAY TWO / PEG LEG The Fireballs
- #16484 SUKIYAKI / THEME FROM A SUMMER PLACE Billy Vaughn
- #16506 I'VE BEEN EVERYWHERE / MULE SKINNER BLUES Lucky Starr
- #16468 FIREBALL / GOOD & BAD Jim Doval & The Gauchos

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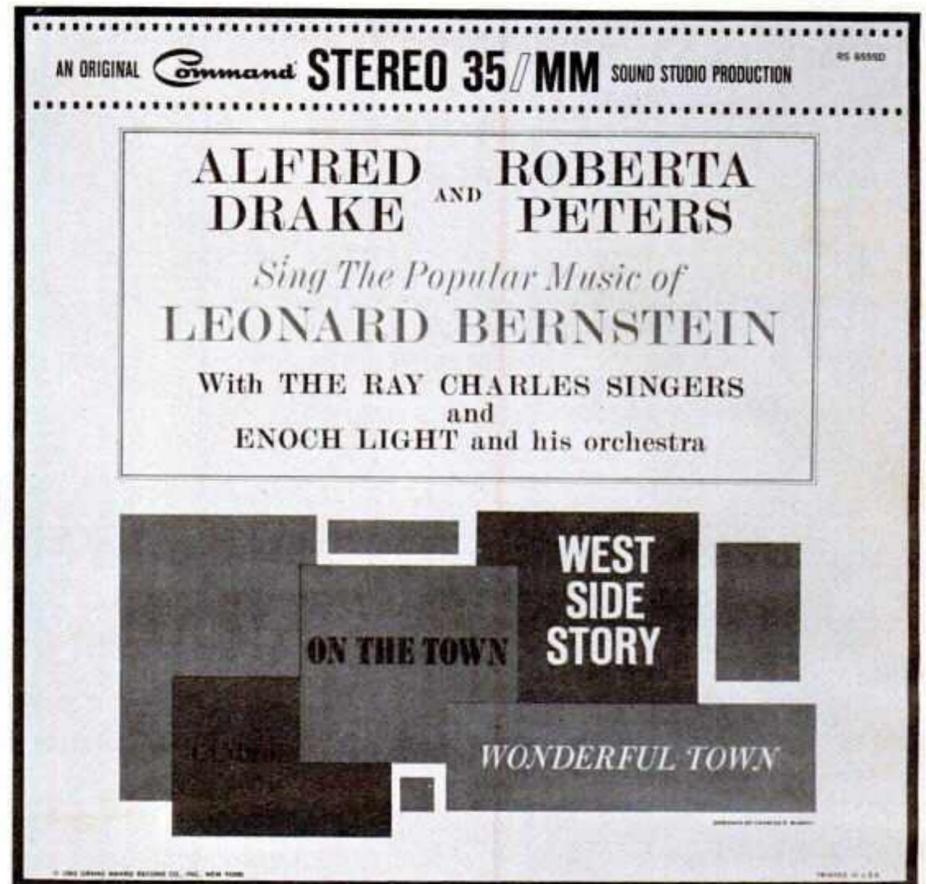
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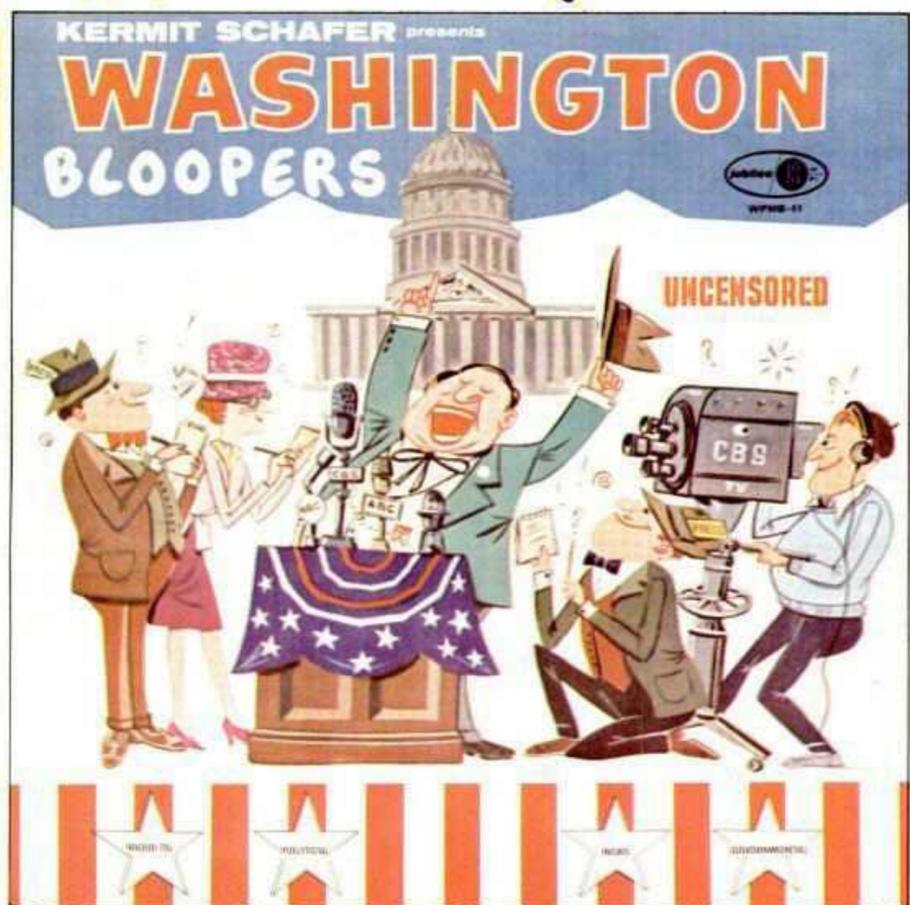
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KL-1334 — KS-3334



TILL THEN
Ruby & The Romantics
KL-1341 — KS-3341



JOE HARNELL and His Orchestra Play
KL-1339 — KS-3339



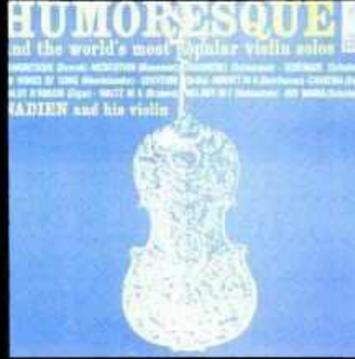
SHE LOVES ME
Jack Jones
KL-1337 — KS-3337



ITALIA MIA
Robertino
KL-1338 — KS-3338



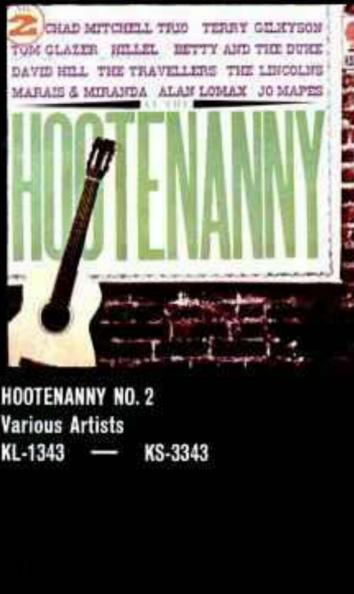
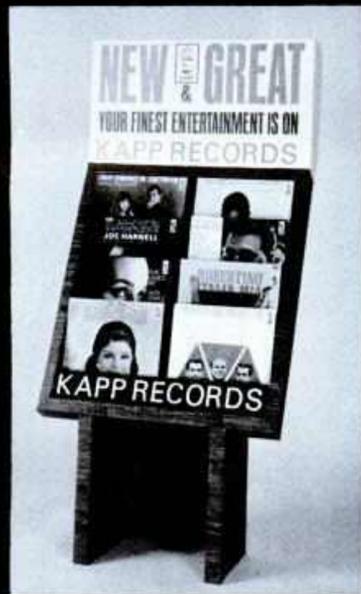
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Marc London with Ron Clark
KL-1333



HUMORESQUE
Nadien & His Violin
KL-1342 — KS-3342



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KL-1340 — KS-3340



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ALBUM REVIEWS (continued)



COUNTRY SPOTLIGHT
THE WAYS OF LIFE

Hank Locklin, RCA Victor LPM 2680 (M); LSP 2680 (S)

Locklin sounds mighty convincing on this newest collection of tunes, mostly of the medium and slower tempo ballad category. The titles include such diverse items as Hank Williams' "Mansion on the Hill," "Bummin' Around," "Heading Down the Wrong Highway" (once done by Hank Thompson); Al Martino's recent pop hit revival, "I Love You Because," and a fine ditty called "Slowly." Any of these would make fine spinning.



LOW PRICE CLASSICAL SPOTLIGHT

DEBUSSY: LA MER; RAVEL: RAPSDIE ESPAGNOLE

Boston Symphony Orchestra (Munch), RCA Victrola VIC 1041 (M); VICS 1041 (S)

Here's an album that should be a delight for those building classical record collections. The two stalwart French impressionists are beautifully translated by the Boston under the Munch baton. Great value at the reissue price here.



LOW PRICE CLASSICAL SPOTLIGHT

BEETHOVEN: SYMPHONY NO. 5; SCHUBERT; SYMPHONY NO. 8

Boston Symphony (Munch), RCA Victrola VIC 1035 (M); VICS 1035 (S)

Two standard warhorse classical compositions that are certain to be of interest to classical collectors at the special Victrola price. Munch and the Boston Symphony should prove to be one of the leading sellers on the new RCA line.



LOW PRICE CLASSICAL SPOTLIGHT

BRAHMS: VIOLIN CONCERTO IN D

Henryk Szeryng, London Symphony Orchestra (Monteux), RCA Victrola VIC 1028 (M); VICS 1028 (S)

This album should be a boon for those who either missed the album when it was first released some time ago, or for those who are building collections at the present time. Monteux has long been a particular favorite of collectors and this repackaging at the lower price should prove most popular for the well-known Brahms composition. Featured violin soloist is Henryk Szeryng.

(Continued)

ALBUM REVIEW POLICY

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

BREAKOUT ALBUMS

★ **NATIONAL BREAKOUTS**

FRANK FONTAINE SINGS LIKE CRAZY

ABC-Paramount ABC 460 (M); ABCS 460 (S)

JOHNNY

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

RAMBLIN'

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

THIS IS ALL I ASK

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

18 YELLOW ROSES & 11 OTHER HITS

Bobby Darin, Capitol T 1942 (M); ST 1942 (S)

★ **NEW ACTION LP's**

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

JACK THE RIPPER . . .

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

RAY CHARLES STORY, VOL. 3 . . .

Atlantic 8083 (M); (No Stereo)

EARL GRANT YES SIRREE! . . .

Decca DL 4405 (M); DL 74405 (S)

THE FREEWHEELIN' BOB DYLAN . . .

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

IRMA LA DOUCE . . .

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

THE PATSY CLINE STORY . . .

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

PRISONER OF LOVE . . .

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

COME BLOW YOUR HORN . . .

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

FLATT & SCRUGGS AT CARNEGIE HALL . . .

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

GOLDEN GOODIES, VOL. IV . . .

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

THE IMPRESSIONS . . .

ABC-Paramount ABC 450 (M); ABCS 450 (S)

IF YOU NEED ME . . .

Solomon Burke, Atlantic 8085 (M); SD 8085 (S)

HOOTENANNY . . .

Various Artists, Crestview CRV 806 (M); CRS 7806 (S)

SINGING EASY . . .

Burl Ives, Decca DL 4433 (M); DL 74433 (S)

VINCENT EDWARDS IN PERSON AT THE RIVIERA . . .

Decca DL 4399 (M); DL 74399 (S)

THE LETTERMEN IN CONCERT . . .

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

20 ORIGINAL GOLDEN GOODIES, VOL. 2 . . .

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

IT'S BIGGER THAN BOTH OF US . . .

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

SHAKE A HAND . . .

Jackie Wilson & Linda Hopkins, Brunswick BL 54113 (M); BL 754113 (S)

LONG, LONG AGO . . .

Tennessee Ernie Ford, Capitol T 1875 (M); ST 1875 (S)

ONE OF THE HANDFUL OF GREAT PERFORMERS OF OUR TIME MAKES HIS DEBUT ON MGM RECORDS WITH THIS REMARKABLE NEW ALBUM!

WARM SOUL by ROY HAMILTON
E/SE-4139

Grammy Award Winner Marty Manning fashioned a rich and warm setting for the great voice of Roy Hamilton in a program that includes such favorites as The Same One, It's Too Soon To Know, It's Just A Matter Of Time, and many more.



ROY HAMILTON IS NOW EXCLUSIVELY ON.....MGM



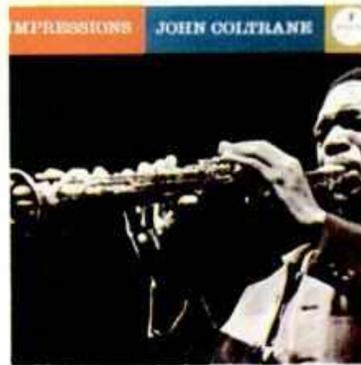
the label of the fortune sellers! **RECORDS**

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

A boatload of new album releases

from

ABC-PARAMOUNT



A-42

AS-42



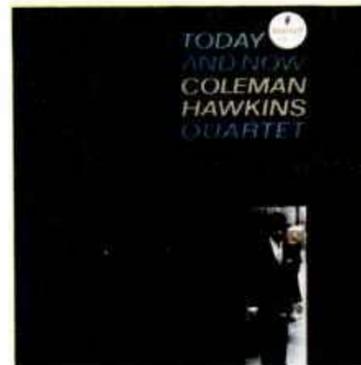
A-35

AS-35



A-43

AS-43



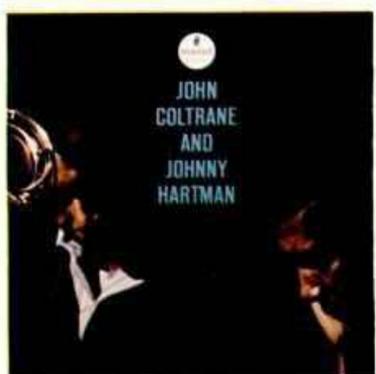
A-34

AS-34



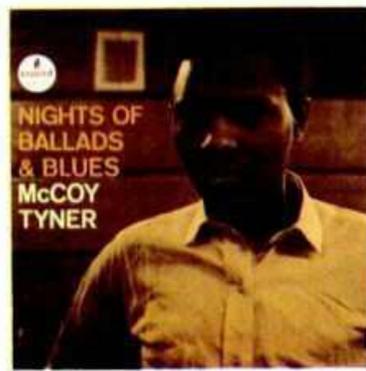
A-41

AS-41



A-40

AS-40



A-39

AS-39



A-36

AS-36



A-37

AS-37

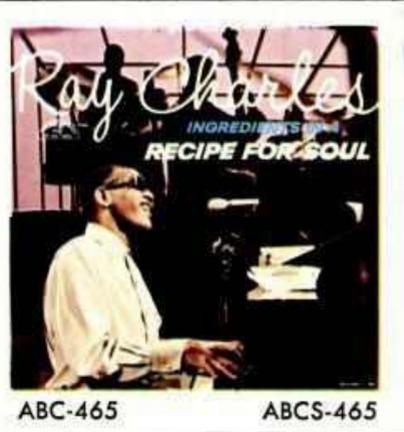
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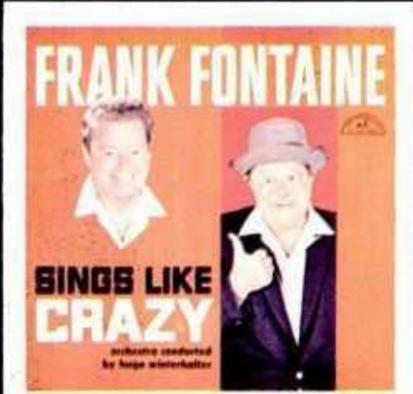
The New Wave in Jazz
comes crashing in with 9 great new LP's

Just Launched

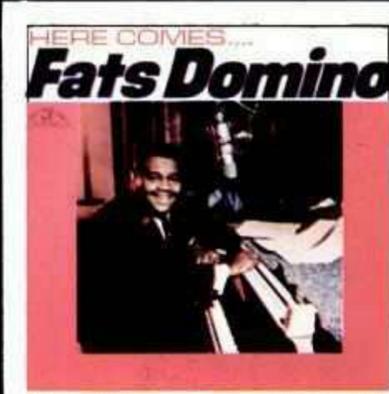
ABC PARAMOUNT



ABC-465 ABCS-465



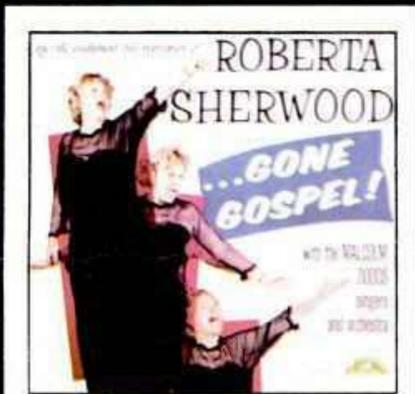
ABC-460 ABCS-460



ABC-455 ABCS-455



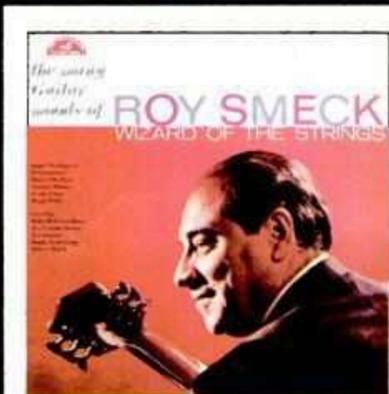
ABC-447 ABCS-447



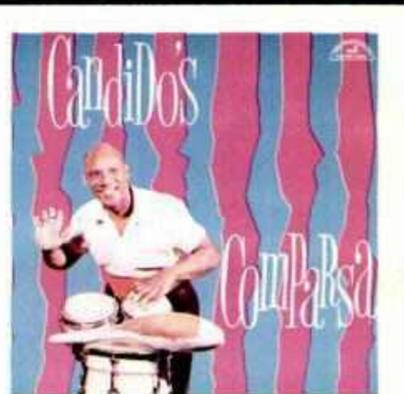
ABC-464 ABCS-464



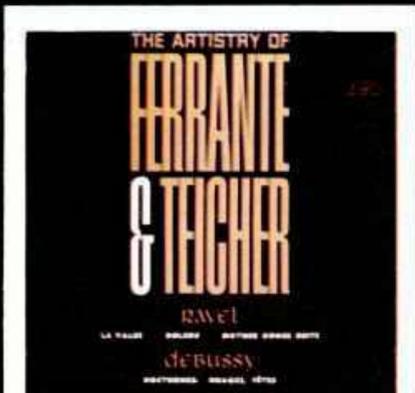
ABC-456 ABCS-456



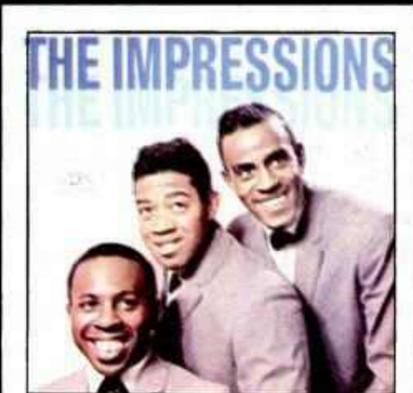
ABC-452 ABCS-452



ABC-453 ABCS-453



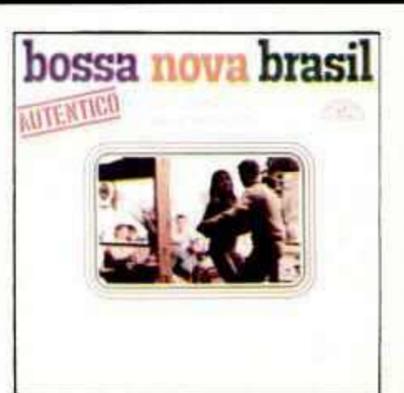
ABC-454 ABCS-454



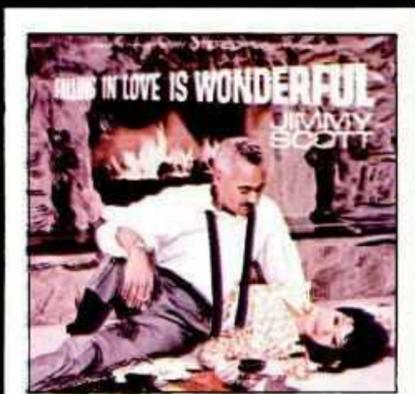
ABC-450 ABCS-450



ABC-457 ABCS-457



ABC-449 ABCS-449



Tangerine TRC-1501 TRCS-1501



Tangerine TRC-1502 (Mono Only)



Chancellor CHL-5032 CHLS-5032



ALBUM REVIEWS

Billboard

SPOTLIGHT PICK

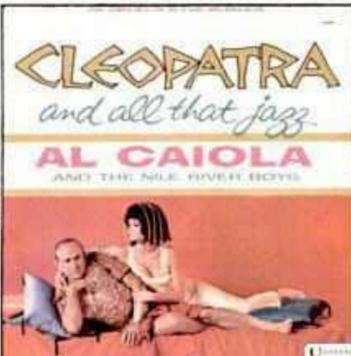
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

CLEOPATRA AND ALL THAT JAZZ

Al Caiola and the Nile River Boys. United Artists UAS 6299

Guitarist Caiola takes "Cleopatra" with a little salt and surrounds the theme from the flick with some titles that tie in nicely with the thematic scheme of the flick and attendant publicity. Included are "Lover Man," "Love for Sale," "Under a Blanket of Blue," etc. Assisting group has some of the best jazz studio men.

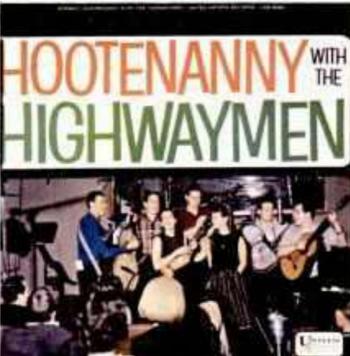


POP SPOTLIGHT

HOOTENANNY WITH THE HIGHWAYMEN

United Artists UAL 3294 (M); UAS 6294 (S)

The Highwaymen have a first-rate hootenanny in this new album. It spotlights the group, with two girls added as an extra attraction, singing such songs as "Roll On, Columbia, Roll On"; "Raise a Ruckus Tonight" and "Passing Through," plus such favorites as "Cottonfields" and "Michael."

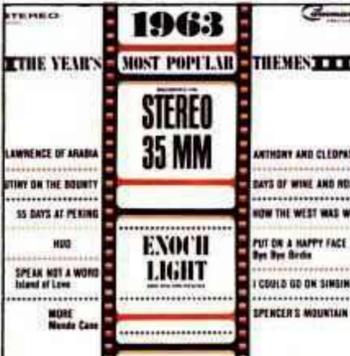


POP SPOTLIGHT

1963—THE YEAR'S MOST POPULAR THEMES

Enoch Light & His Ork Command RS 854 (M); RS 854 SD (S)

Top themes from the top pictures of 1963 played stylishly by the Enoch Light Orchestra, with sparkling arrangements and nigh-perfect sound. Tunes include themes from "Mutiny on the Bounty," "Hud," "55 Days at Peking," "More" and "Days of Wines and Roses." Classy set.



POP SPOTLIGHT

GOODNIGHT MY LOVE

The Fleetwoods. Dolton BST 8025 (S); BLP 8025 (M)

The Fleetwoods got good action from their single which serves as the title tune for this set, and there's good reason to assume the LP will go as well. Each of the tunes is done in a soft, easy style, following that set by the hit. There are some really fine tracks that are bound to score with the kids. "Sure Is Lonesome Downtown," "Jimmy San," "Sad Little Girl" and "The End of the World" are included.



TEEN SCENE

CHET ATKINS



POP SPOTLIGHT

LET'S GO

The Ventures. Dolton BLP 8024 (M); BST 8024 (S)

Here's another smash LP for the Ventures as they play some of the big hits of the day. "More," "Memphis," "Let's Go" and "Walk Right In" are just a few. The guitars and the pounding rhythm should prove a real winner with the kids. Take your pick as far as best tracks are concerned. They should all score with the kids.



POP SPOTLIGHT

GREATEST AMERICAN WALTZES

Connie Francis

MGM E 4145 (M); SE 4145 (S)

The thrush has selected a flock of the most nostalgic of the American waltz catalog here and she sings with great warmth and feeling. With splendid assist from the Jordanaires, she sings "My Buddy," "Til We Meet Again," "Apple Blossom Time," "Remember," "Beautiful Ohio" and a host of others. Powerful wax.



POP SPOTLIGHT

INGREDIENTS IN A RECIPE FOR SOUL

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

Ray Charles sings tortured, soulful songs of loneliness and loss and trouble. The tracks were arranged by a variety of men but all set the stage for genuine, penetrating vocals. "Born to Be Blue," "Lucky Old Sun," "Ol' Man River," "Stranger in Town," "In the Evening" are just a few of the great tracks.



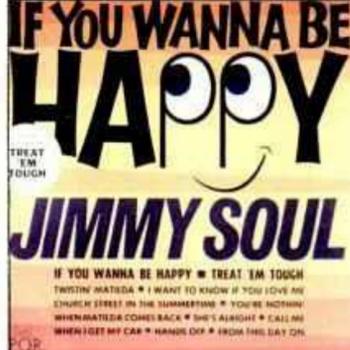
POP SPOTLIGHT

IF YOU WANNA BE HAPPY

Jimmy Soul

S.P.Q.R. E 16001 (M)

Jimmy Soul's biggest hits are included in this album. Besides the title tune, "Treat 'Em Rough" and "Twistin' Matilda" are included. Other rock 'em, sock 'em tracks are included that swing in strong pop fashion. Much action indicated.

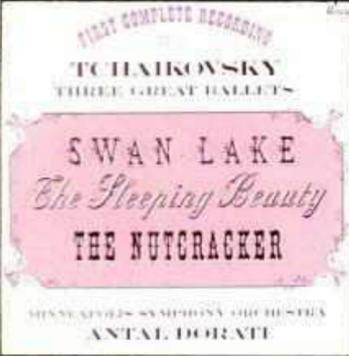


CLASSICAL SPOTLIGHT

TCHAIKOVSKY: THREE GREAT BALLETS (6-12")

Minneapolis Symphony Orchestra (Dorati). Mercury OL6-114 (M); SR6-9014 (S)

An ambitious undertaking which, for the first time, incorporates the three great Tchaikovsky ballets in a single package. The repertoire itself is enough to sell the set, without regard to the high order of the performance herein and the pure name value of Dorati and this ensemble.



CLASSICAL SPOTLIGHT

BRAHMS: VIOLIN CONCERTO (IN D)

Jascha Heifetz; Chicago Symphony Orchestra (Reiner) RCA Victor LM 1903 (M); LSC 1903 (S)

This is a beautiful reading of the Brahms work. Heifetz is liquid clear in tone and dynamic in touch. The Chicago orchestra under Reiner is attentive and eloquent in its own right. A first-rate packaging job with great appeal.



CLASSICAL SPOTLIGHT

BEOHVEN: VIOLIN CONCERTO (IN D)

Jascha Heifetz; Boston Symphony Orchestra (Munch) RCA Victor LM 1992 (M); LSC 1992 (S)

In future years, this performance may well rank with the great interpretations of the Beethoven violin work. The music is magnificently tense and dramatic. Heifetz is in exquisite form and the Boston under Munch's baton is most compelling.

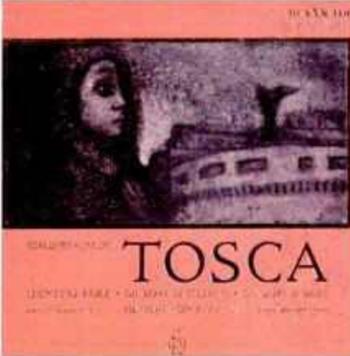


CLASSICAL SPOTLIGHT

PUCCINI: TOSCA (2-12")

Various Artists. RCA Victor LD 7022 (M); LDS 7022 (S)

Though there are some musical disappointments in this album, the combination of its stars pretty much guarantees hearty sales action. Leontyne Price, Giuseppe Di Stefano, Giuseppe Taddei and conductor Herbert von Karajan are starred in this release. The phenomenal success of Price's recent recording of another Puccini opera, "Madame Butterfly," will produce excitement over this set.



CLASSICAL SPOTLIGHT

VERDI: LA TRAVIATA (3-12")

Various Artists London OSA 1366 (S)

Here's one of the more popular items in the opera catalog and one of the real war-horses. This standout new stereo version, which boasts the services of the great Joan Sutherland, can hardly miss being a standard piece of merchandise. Assisting the Australian singer are Robert Merrill and Carlo Bergonzi, making for a three-way name package.

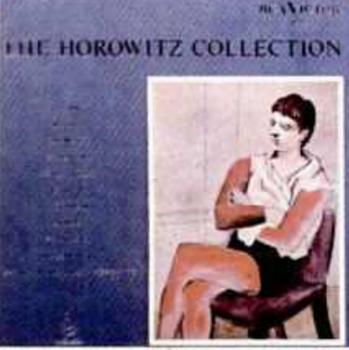


CLASSICAL SPOTLIGHT

THE HOROWITZ COLLECTION (2-12")

RCA Victor LD 7021

Victor could not have come up with a more tempting and marketable package of Horowitz performances. Ranging from Czerny and Mozart through Prokofiev and Barber, these selections—recorded from 1942 to 1955—offer an excellent insight into the eclectic taste of an overwhelming performer. Packaging is sumptuous, sound is brilliant, and performance are unforgettable.



JAZZ SPOTLIGHT

SILVER'S SERENADE

Horace Silver Quintet Blue Note 4131

More fine piano stylings here by Horace Silver, aided by the regular members of his group, Blue Mitchell, Junior Cook, Gene Taylor and Roy Brooks. Set contains more of Horace's catchy compositions. "Sweet Sweetie Dee," "Dragon Lady," "Silver's Serenade" and "Let's Get to the Nitty Gritty" are among the best. First-rate wax for Silver's many, many friends.



JAZZ SPOTLIGHT

TWO HOURS WITH THELONIOUS

European Concerts by Thelonious Monk

These are new recordings of Thelonious Monk concerts in Europe. The two-LP set has the pianist backed by Charlie Rouse, tenor; John Ore, bass, and drummer Frankie Dunlop. The quartet is caught as they sounded in Milan and Paris in the spring of 1961. The disks are going to be wanted by the hard-core Monk fans.

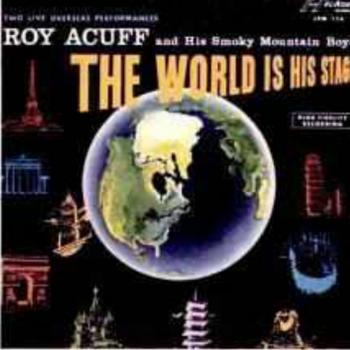


COUNTRY SPOTLIGHT

THE WORLD IS HIS STAGE

Roy Acuff & His Smoky Mountain Boys. Hickory LPM 114

Roy Acuff fans around the world (and there are lots of them) are going to go for this one, because it has Roy and all the Smoky Mountain Boys and Girls in live performances done at two separate overseas Armed Forces bases. "There'll Be No Teardrops Tonight," "Wabash Cannonball," "Have I Told You Lately That I Love You" and "Wreck on the Highway" are a few of the wildly acclaimed favorites.

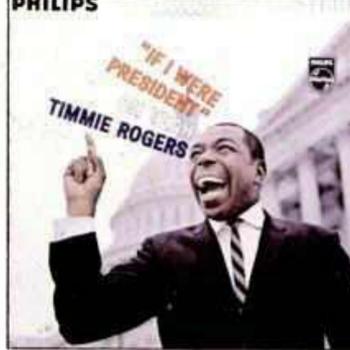


COMEDY SPOTLIGHT

IF I WERE PRESIDENT

Timmie Rogers. Philips PHM 600-008 (M); PHS 600-008 (S)

Timmie Rogers is a funny man and he has a lot of rib-ticking stuff in this latest "ha-ha at the Presidency" album. He does not duck the tough material and if you are a Dick Gregory man you will get the most out of Timmie. Point of the album is that he's first Negro President.



BLOOPERS

Presenting

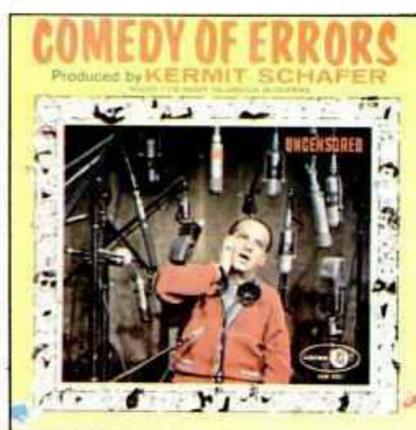
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NOW—repacked in new and attractive 4-color covers, the ever-popular, ever-in-demand first 8 BLOOPER ALBUMS are ready for new generations of BLOOPER FANS.

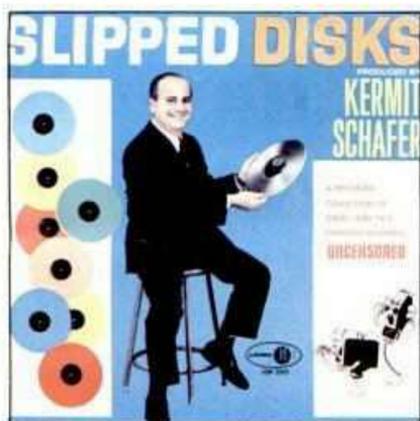
The growth of these albums—primarily by word-of-mouth advertising—is truly phenomenal. These albums have become "standards" in the record industry and all indications point to increased sales for years and years to come.

Be sure you have ALL the BLOOPERS in stock—you can't do business from an empty wagon!

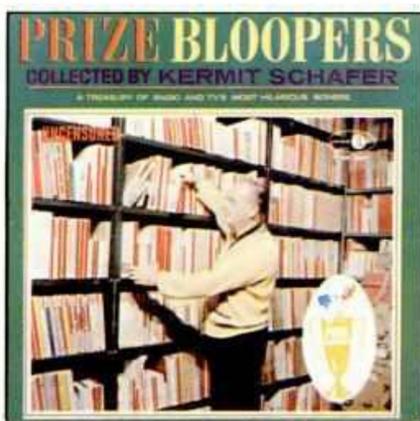
REMEMBER:
The first BLOOPER ALBUM has sold over 1,000,000 copies since its inception ten years ago!



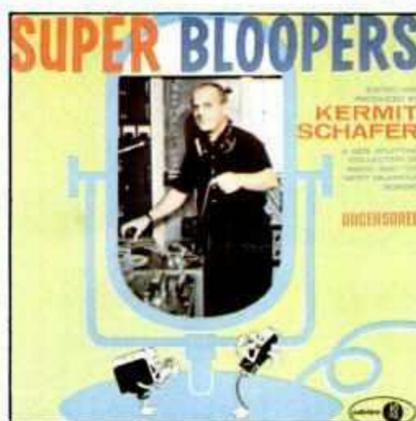
COMEDY OF ERRORS JGM 2001



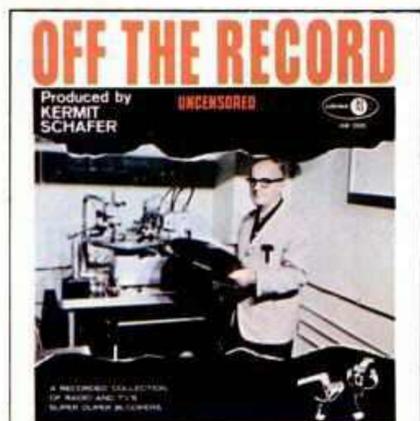
SLIPPED DISKS JGM 2002



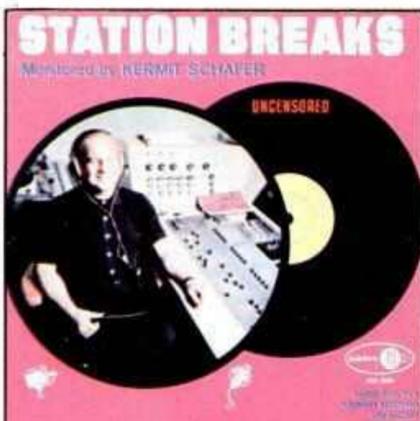
PRIZE BLOOPERS JGM 2003



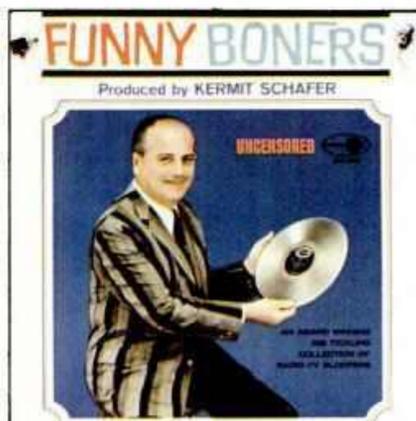
SUPER BLOOPERS JGM 2004



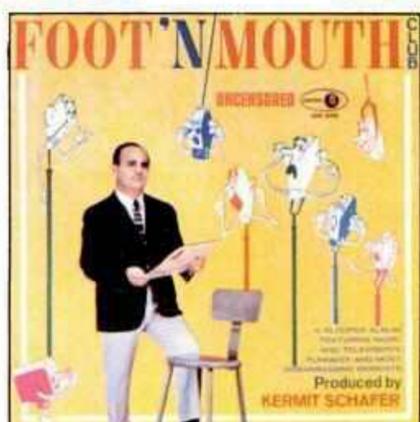
OFF THE RECORD JGM 2005



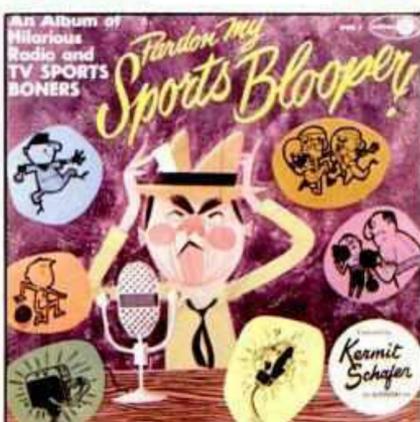
STATION BREAKS JGM 2006



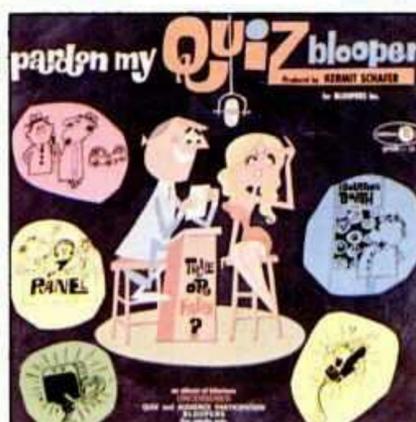
FUNNY BONERS JGM 2007



FOOT 'N' MOUTH CLUB JGM 2008



SPORTS BLOOPER! SPMB 9



QUIZ BLOOPER QPMB 10

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TOP LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS Tami 240 (M); (no Stereo)	7	52	56	RICHARD CHAMBERLAIN SINGS MGM E 4088 (M); SE 4088 (S)	30	100	107	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008 (M); R9-1008 (S)	30
2	5	TRINI LOPEZ AT PJ's Reprise R 6093 (M); R9-6093 (S)	6	51	58	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	6	101	118	SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	3
3	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	19	54	55	ROY ORBISON'S GREATEST HITS Monument MLP 9000 (M); (no Stereo)	52	102	103	ALL ALONE AM I Brenda Lee, Decca DL 4370 (M); DL 74370 (S)	25
4	4	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	32	55	68	SURFIN' SAFARI Beach Boys, Capitol T 1808 (M); ST 1808 (S)	27	103	—	FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	1
5	90	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	2	56	115	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	3	104	85	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	32
6	3	WEST SIDE STORY Sound Track, Columbia OL 5670 (M); OS 2070 (S)	96	57	45	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515 (M); DLP 25515 (S)	18	105	78	BABY WORKOUT Jackie Wilson, Brunswick BL 34110 (M); BL 754110 (S)	18
7	8	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	7	58	46	THIS TIME BY BASIE: HITS OF THE 50's AND 60's Count Basie, Reprise R 6070 (M); R9-6070 (S)	6	106	148	1963's EARLY HITS Lawrence Welk, Dot DLP 3510 (M); DLP 25510 (S)	21
8	7	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	9	59	44	SURFING Ventures, Dolton BLP 2022 (M); BST 8022 (S)	17	107	80	HEAVENLY Johnny Mathis, Columbia CL 1351 (M); CS 8152 (S)	105
9	10	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	18	60	73	BLUE ON BLUE Bobby Vinton, Epic LM 24068 (M); BN 24068 (S)	3	108	111	WE GO TOGETHER Paul & Paula, Philips PHM 200-089 (M); PHS 600-089 (S)	3
10	6	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	70	61	66	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 55001 (M); AMS 88001 (S)	40	109	—	JOHNNY Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	1
11	12	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	7	62	47	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	8	110	75	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609 (M); (no Stereo)	12
12	14	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	11	63	64	THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Vee Jay 1059 (M); S 1059 (S)	7	111	113	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419 (M); DL 74419 (S)	12
13	9	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	10	64	70	PEGGY LEE MINK JAZZ Capitol T 1850 (M); ST 1850 (S)	5	112	105	I GOT SOMETHING TO TELL YOU Moms Mabley, Chess LP 1479 (M); (no Stereo)	9
14	15	SURFIN' U.S.A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	17	65	69	TOVARICH Original Cast, Capitol TAD 1940 (M); STA0 1940 (S)	5	113	—	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	1
15	17	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	20	66	60	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	21	114	120	WALTZ TIME Lawrence Welk, Dot DLP 3499 (M); DLP 25499 (S)	16
16	16	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	10	67	71	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523 (M); DLP 25523 (S)	11	115	104	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	28
17	11	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SEP 514 (S)	26	68	81	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 3005 (S)	4	116	138	TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	136
18	13	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 15E5 (S)	19	69	72	MURRAY THE K'S 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 510 (M); (no Stereo)	6	117	124	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289 (M); LST 7289 (S)	7
19	20	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	68	70	89	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2740 (M); LSP 2740 (S)	4	118	116	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	7
20	24	HOBO FLATS Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	15	71	93	WIPE OUT Surfaris, Dot DLP 3535 (M); DLP 25535 (S)	3	119	127	EASIER SAID THAN DONE Essex, Roulette R 25234 (M); SR 25234 (S)	4
21	18	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	21	72	95	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	5	120	—	THIS IS ALL I ASK Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	1
22	19	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	44	73	65	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	78	121	144	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2641 (M); LSC 2641 (S)	20
23	22	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	9	74	48	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	43	122	—	18 YELLOW ROSES & 11 OTHER HITS Bobby Darin, Capitol T 1942 (M); ST 1942 (S)	1
24	25	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805 (M); SR 60805 (S)	7	75	86	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	49	123	145	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LM 2670 (M); LSC 2670 (S)	10
25	37	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	192	76	59	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	71	124	122	YOU CAN'T SIT DOWN Doveles, Parkway P 7025 (M); (no Stereo)	7
26	27	I WANNA BE AROUND Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	21	77	62	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 2045 (M); CLP 25045 (S)	14	125	123	FROM THE HUNGRY I Kingston Trio, Capitol T 1107 (M); ST 1107 (S)	172
27	29	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	60	78	91	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082 (M); R9-6082 (S)	14	126	76	I'M A WOMAN Peggy Lee, Capitol T 1857 (M); ST 1857 (S)	25
28	23	LITTLE TOWN FLIRT Del Shannon, Big Top 1308 (M); LPS 1308 (S)	10	79	88	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638 (M); LSP 2638 (S)	22	127	121	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012 (M); CS 8812 (S)	21
29	26	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349 (M); DT 10349 (S)	11	80	99	SCARLETT O'HARA Lawrence Welk, Dot DLP 3528 (M); DLP 25528 (S)	3	128	130	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	8
30	21	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	8	81	67	BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	137	129	87	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4274 (M); DL 74274 (S)	8
31	30	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound 5007 (M); 8855 (S)	13	82	63	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060 (M); CLP 25060 (S)	37	130	110	HOOTENANNY Various Artists, Kapp KL 1330 (M); KS 3330 (S)	6
32	28	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	29	83	77	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Peterson, Colpix CP 444 (M); SCP 444 (S)	16	131	97	GOLDEN GOODIES, VOL. I Various Artists, Kapp KL 1330 (M); KS 3330 (S)	5
33	40	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAL 3290 (M); UAS 6290 (S)	9	84	79	SHIRELLES GREATEST HITS Scepter 507 (M); (no Stereo)	31	132	96	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269 (M); PS 269 (S)	12
34	35	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295 (M); PS 295 (S)	13	85	57	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	64	133	—	ETTA JAMES TOP TEN Argo LP 4025 (M); SP 4025 (S)	1
35	38	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic LN 24053 (M); BN 24053 (S)	4	86	50	SHE LOVES ME Original Cast, MGM E 4118 (M); SE 4118 (S)	10	134	134	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	36
36	36	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	277	87	82	DR. NO Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)	5	135	131	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318 (M); KS 3318 (S)	31
37	42	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1175 (M); WS 1175 (S)	43	88	100	JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY Capitol W 1877 (M); SW 1877 (S)	3	136	147	ENCORE WOODY HERMAN 1963 Philips PHM 200-092 (M); PHS 600-092 (S)	2
38	49	SO MUCH IN LOVE Tymes, Parkway P 7032 (M); (no Stereo)	4	89	106	IN DREAMS Roy Orbison, Monument MLP 9003 (M); MLP 18003 (S)	2	137	150	FILM SPECTACULAR London LP 3313 (M); SP 44025 (S)	3
39	52	SINCERELY YOURS Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	34	90	94	BEACH PARTY Chubby Checker, Parkway P 7030 (M); (no Stereo)	3	138	149	KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	146
40	51	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	150	91	114	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 3497 (M); DLP 25497 (S)	27	139	143	I WILL FOLLOW HIM Little Peggy March, RCA Victor LPM 2732 (M); LSP 2732 (S)	2
41	31	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	18	92	125	PIPELINE Chantays, Dot DLP 3516 (M); DLP 25516 (S)	15	140	133	FOOLISH LITTLE GIRL Shirley, Scepter LP 511 (M); (no Stereo)	9
42	43	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	10	93	101	THE BEST OF JOLSON Al Jolson, Decca DXA 169 (M); (no Stereo)	40	141	112	GOLDEN GOODIES, VOL. III Various Artists, Roulette R 25218 (M); (no Stereo)	4
43	53	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	91	94	109	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019 (M); BST 8019 (S)	34	142	128	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023 (M); BST 8023 (S)	12
44	54	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	43	95	84	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2 (M); PMS 2 (S)	6	143	141	COAST TO COAST WITH ARTHUR PRY SOCK Old Town LP 2005 (M); LP 2005 (S)	7
45	32	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697 (M); LSP 2697 (S)	19	96	83	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017 (M); CS 8817 (S)	14	144	135	ON TOP OF SPAGHETTI Tom Glazer & the De-Ro-Mi Children's Chorus, Kapp KL 1331 (M); KS 3331 (S)	5
46	33	KINGSTON TRIO #16 Capitol T 1871 (M); ST 1871 (S)	22	97	108	MUSIC MAN Sound Track, Warner Bros. W 1459 (M); WS 1459 (S)	50	145	126	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061 (M); CLP 25061 (S)	33
47	39	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2021 (S)	135	98	102	MORE (Soul Surfin') Kai Winding, Verve V 8551 (M); V6-8551 (S)	3	146	140	TWO OF US Robert Goulet, Columbia CL 1826 (M); CS 8626 (S)	52
48	98	SUNNY SIDE! Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	2	99	74	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444 (M); RS 9444 (S)	22	147	—	CHUCK BERRY ON STAGE Chess LP 1408 (M); (no Stereo)	1
49	41	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	19					148	139	STEVE LAWRENCE WINNERS! Columbia CL 1953 (M); CS 8753 (S)	29
50	61	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	50					149	92	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294 (M); LST 7294 (S)	10
51	34	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	10					150	—	LOU CHRISTIE Roulette R 25208 (M); SR 25208 (S)	1

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"LONELY WINE"

c/w

"I CAN'T STOP CRYING FOR YOU"

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#31507



ALBUM REVIEWS (continued)



LOW PRICE OPERA SPOTLIGHT
PUCCINI: TOSCA (Highlights)
 Renata Tebaldi & Various Artists. Richmond R 23035

Here's another invaluable set for the busy but interested opera collector who is building a library of significant artists and performances. The LP is cleanly and superbly edited to present some of the greatest highlights from Miss Tebaldi's performance of the work.



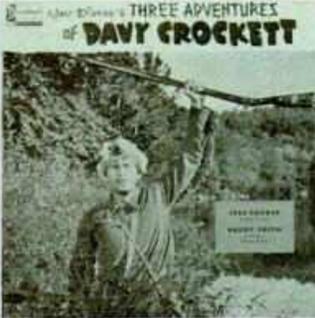
LOW PRICE OPERA SPOTLIGHT
VERDI: AIDA
 Renata Tebaldi; Mario Del Monaco & Various Artists. Richmond R 20337

Many opera collectors will find this album of "Aida" highlights starring Miss Tebaldi a significant addition to their collections, if the album is not already there. The set is beautifully edited so that the artist's most telling moments in the role are evident.



LOW PRICE OPERA SPOTLIGHT
PUCCINI: LA BOHEME (Highlights)
 Renata Tebaldi & Various Artists. Richmond R 23034

Here's another LP for those opera buffs who wish to have the high artistry of Miss Tebaldi in their collections. The album is composed of highlights from the Puccini work and her dazzling vocal work makes the album a strong buy at the price.



CHILDREN'S POP SPOTLIGHT
DAVY CROCKETT
 Fess Parker/Buddy Ebsen. Disneyland ST 1926

Here's a new repackaging of an album that appeared on the Columbia label five years ago. It was leased to the other label at that time. Reactivation of the "Crockett" TV series on NBC this fall is behind the move. Extensive action is predicted for the album when the show hits the air.



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

LOVE THEME FROM CLEOPATRA AND MUSIC FROM OTHER GREAT MOTION PICTURES

Elizabeth Taylor
 MGM E 4144 (M); SE 4144 (S)

This could be a strong package for maestro-arranger Rose. Highlighting the already successful theme material from "Cleopatra," Rose also offers a flock of themes from other films starring Elizabeth Taylor. These include such listenable and spinnable items as "Cat on a Hot Tin Roof," "Butterfield 8," "Raintree County," "The VIP's" and others. A good idea that has solid merchandising appeal.

POP SPECIAL MERIT

JUMP FOR JOY

Joe Williams
 RCA Victor LPM 2713 (M); LSP 2713 (S)

Joe Williams lends his rich baritone to 12 sides that are perfectly suited for this versatile performer. Williams projects an unbeatable lightness of feeling on such tunes as "It's a Wonderful World" and "More Than Likely." With such ballads as "Wrap Your Troubles in Dreams" and "She Doesn't Know," Joe offers a warmth and romantic feel that makes each interpretation seem as if it were personalized for the listener.

POP SPECIAL MERIT

HOLIDAY FOR STRINGS

Living Strings. RCA Camden CAL 760 (M); CAS 760 (S)

Soaring strings coupled with a muted brass offer relaxing entertainment for lovers of the easy listening sound. Eight of the 10 cuts on the LP are David Rose or Leroy Anderson originals. Tunes featured are "Serene," "Holiday for Strings" and "When 'h Upon a Star," among others.

POP SPECIAL MERIT

WALTZ WITH ME, DELLA

Della Reese
 RCA Victor LPM 2711 (M); LSP 2711 (S)

Della Reese surrounded by waltzes makes for excellent listening. Della approaches the three-quarter-timers such as "Wonderful One," "Always," "The Anniversary Waltz" and "What'll I Do" with a full-voiced freshness and originality. Wax that has a chance to move.

CLASSICAL SPECIAL MERIT

THE ARTISTRY OF FERRANTE & TEICHER
 ABC-Paramount ABC 454 (M); ABCS 455 (S)

In this, their first all-classical album, the piano team of Ferrante and Teicher perform the "Mother Goose Suite" by Ravel with dignity and feeling. Ravel's "Bolero" is played with dramatic precision. His "La Valse" and the Debussy Nocturnes are handled with equal authority and dramatic impact by the team.

CLASSICAL SPECIAL MERIT

LIEDER VON SCHUBERT; SCHUMANN; BRAHMS

Irmgard Seefried, Soprano; Erik Werbe, Klavier
 Deutsche Grammophon 136 372 SLPEM

Seefried brings all her musicianship and artistry to this lovely collection of German lieder. It will be of particular interest to her fans since it is the first opportunity they will have had to hear her interpretations of these composers on disks. Those familiar with her recordings of Hugo Wolf songs will definitely be interested in owning this set. Werbe's accompaniment is excellent.

CLASSICAL SPECIAL MERIT

STRAUSS: ARIADNE AUF NAXOS (3-12")

Orchester Der Wiener Staatsoper
 Deutsche Grammophon 18850/52 (Bohm)

With two excellent versions already in the catalog, this set may well qualify for the sentimental favorite. This is a live performance, as broadcast in Vienna in 1944 on the occasion of the composer's 80th birthday. There is that extra-musical excitement on this recording which only comes from a live performance, and the sound is excellent, considering the circumstances. The cast, headed by Maria Reining, Irmgard Seefried and Alda Noni is in excellent voice and the orchestra is first rate. This is music for the connoisseur.

CLASSICAL SPECIAL MERIT

GUITAR MUSIC FROM THE COURTS OF SPAIN

Celedonio Romero
 Mercury MG 50296 (M); SR 90296 (S)

This is Romero's first recorded venture into the classical repertoire, and would hopefully be only the beginning. His handling of Bach, Rameau, Dowland and several other 16th and 17th century composers is highly introspective and moving. Romero displays a refined technique and musicality which should not go on unnoticed. Those who are only familiar with his flamenco and traditional Spanish efforts are in for a rare treat.

CLASSICAL SPECIAL MERIT

THE JULIAN BREAM CONSORT: AN EVENING OF ELIZABETHAN MUSIC

RCA Victor LD 2656 (M); LDS 2656 (S)

Lutenist Julian Bream, with the aid of five assisting musicians, plays a group of 19 selections which date from Elizabethan times. The music is completely charming and is played with style and élan. The album is beautifully packaged in the best tradition of the Soria series, and includes a brochure with four-color illustrations. Will appeal to fans of early music as well as to Bream's personal following.

CLASSICAL SPECIAL MERIT

SCHUBERT: SYMPHONY NO. 9 IN C MAJOR

Philadelphia Orchestra (Toscanini)
 RCA Victor LD 2663

It is always an occasion when a Toscanini first edition is issued, and this recording is just that. It is the first release of Schubert's Symphony No. 9 in C Major, made in Philadelphia with the Philadelphia Orchestra in 1941. And issued here in the label's de luxe Soria Series, with the sound carefully updated, it is sure to become a collector's item. Should sell strongly during the fall and Christmas seasons.

JAZZ SPECIAL MERIT

ALONG CAME JOHN

John Patton. Blue Note 4130

John Patton swings a mighty mean organ and he comes through solidly on this exciting new album. The former pianist with the Lloyd Price ork, Patton displays some dazzling organ stylings here, helped much by Fred Jackson and Harold Vick on tenors, and Grant Green on guitar. There are originals and standards here, with "The Silver Meter," "Along Came John" and "I'll Never Be Free" the strongest. Patton, a strong addition to the label's roster, could attract pop as well as jazz attention.

LOW PRICE CHILDREN'S SPECIAL MERIT

MULTIPLICATION AND DIVISION

Jiminy Cricket & Rica Moore
 Disneyland DQ 1923

This is a companion disk to ST-1922, which dealt with addition and subtraction. Like the previous release, this features the voices of Rica Moore and Jiminy Cricket to provide some basic instruction in the rudiments of arithmetic. This it does in an amusing and interesting way which makes the subject easy to take for kids.



FOUR-STAR ALBUMS

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

POPULAR

LAWRENCE OF ARABIA AND OTHER WONDERFUL MOVIE THEMES
 Various Artists. Colpix CP 458 (M); SCP 458 (S)

RALPH SHARON—MODERN INNOVATIONS ON COUNTRY AND WESTERN THEMES
 Gordy 903

BURGESS MEREDITH SINGS SONGS FROM HOW THE WEST WAS WON
 Colpix CP 452 (M); SCP 452 (S)

THE BIG GUITAR SOUND
 Living Guitars. RCA Camden CAL 766 (M); CAS 766 (S)

ALL TIME LATIN FAVORITES
 Leroy Holmes & His Ork. United Artists UAL 3272 (M); UAS 6272 (S)

ROBERTA SHERWOOD . . . GONE GOSPEL!
 ABC-Paramount ABC 464 (M); ABCS 464 (S)

THE IMPRESSIONS
 ABC-Paramount ABC 450 (M); ABCS 450 (S)

JAZZ

KATANGA!
 Curtis Amy; Dupree Bolton. Pacific Jazz PJ 70 (S)

CANDIDO'S COMPARSA
 ABC-Paramount ABC 453 (M); ABCS 453 (S)

PRINCESS
 Terrell Prude Trio. Tangerine TRC 1502

CLASSICAL

BRUCKNER: MESSE NR. 3 F-MOLL
 Various Artists. Deutsche Grammophon 138 829 SLPM

MOZART: PIANO CONCERTOS NO. 6 & 22
 Camerata Academica des Salzburger Mozarteums; Geza Anda, piano; Deutsche Grammophon 138 824 SLPM

LOW PRICE COUNTRY

A SATISFIED MIND
 Porter Wagoner. RCA Camden CAL 769

THE WONDERFUL WORLD OF BLUEGRASS MUSIC
 Bill Harrell & the Virginians. United Artists UAJ 3293 (M); UAS 6293 (S)

INTERNATIONAL

THE GLORIOUS GREEKS
 Yacoubian & Company. Crescendo GNP 89

RELIGIOUS

DYNAMIC DIMENSIONS OF WITNESS (3-12")
 Various Artists. Word WLP 3260

COMEDY

DON ADAMS MEETS THE ROVING REPORTER
 Crescendo GNP 91

BLUES

BLUES ON HIGHWAY 49
 Big Joe Williams. Delmar DL 604

LONG STEEL RAIL
 Bill Jackson. Testament T 201

LOW PRICE POPULAR

THE SHIMMERING SOUNDS OF LIVING STRINGS
 RCA Camden CAL 761 (M); CAS 761 (S)

LOW PRICE CLASSICAL

THE NUTCRACKER SUITE
 Leopold Stokowski and the Philadelphia Orchestra. Disneyland DQ 1243

LOW PRICE COMEDY

THE HUMOROUS SIDE OF COUNTRY MUSIC
 Homer & Jethro. RCA Camden CAL 768

LOW PRICE CHILDREN'S

PETER AND THE WOLF
 Sterling Holloway. Disneyland DQ 1242



THREE-STAR ALBUMS

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

POPULAR

THE EXCITING VOICE OF CHARLES K. L. DAVIS
 Colpix CP 449 (M); SCP 449 (S)

CLASSICAL

STRAVINSKY: VIOLIN CONCERTO; PROKOFIEFF: SONATA NO. 2 FOR VIOLIN AND PIANO
 Wolfgang Schneiderhan, Violin. Deutsche Grammophon 138794 SLPM

INTERNATIONAL

HI FI TAMBURITZA
 Veseli Tamburitza featuring Rose Husnick. Marjon LPMJ 100

RELIGIOUS

UNTO THEE WILL I SING
 Jack Holcomb. Zondervan Victory ZLP 627

PRAISING THE LORD IN SONG
 Alan McGill. Zondervan Victory ZLP 628

DICK ANTHONY CONDUCTS THE SACRED SYMPHONY OF LONDON
 Zondervan Victory ZLP 617

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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 Ho^o 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.

WITH THE COUNTRY JOCKEYS

• Continued from page 20

"Waggin' Tongues" b.w. "Why Don't Daddy Live Here Any-more?" Write Bonnie in care of Tally Records, Box 842, Bakersfield, Calif. . . . Deejays needing a copy of the **Acorn Sisters'** latest on the Acorn label, "Cotton Fields" b.w. "Red, Long Fingernails," are asked to drop a line to their personal manager, **Joe Grieshop**, 7771 Cheviot Road, Cincinnati 39, Ohio. . . . Copies of **Benny Martin's** new release, "Sinful Cinderella," are available by writing to Starday Records, P.O. Box 115, Madison, Tenn.

Murray Kash writes from London to tout us on the latest regarding his activities on the BBC. Murray presents one c.&w. music series titled "Walk Right In" each Tuesday at 1 p.m., in which he combines the old with the new (as he puts it), i.e., records made by such artists as **Pee Wee King**, the **Prairie Ramblers**, **Skeeter Hubbert**, **Rudy Sooter**, etc., along with the moderns like **Jim Reeves**, **Kitty Wells** and **Johnny Cash**. Kash's other radio series, "On the Trail," is heard Fridays at 5:15 p.m., and is aimed at the children. In it he describes the days of the early West and plays recorded music appropriate of the times.

C.&w. platter spinners are invited to drop a line to **Henry J. Sommers**, P.O. Box 322, Silver Spring, Md., for a copy of his "Actions Speak Louder Than Words" b.w. "My Ladder of Dreams," as done by **Wade Holmes** on Songs by Sommers Records. . . . **Mark Raymer** typewrites that he's now programming country music on several stations in California, as well as in Oregon and Washington, plus two in the New York-New Jersey sector, and has spinning room available for artists and diskeries who'll shoot him their releases. Mark says he also has available for other deejays

New W. Va. Station To Air C.&W. Music

SOUTH CHARLESTON, W. Va.—Country music fans in the Kanawha Valley area around West Virginia's capital city of Charleston will soon be able to hear country music during the daytime hours when a new outlet, WRDS, begins operations in September.

Ted Wolfe, a former c.&w. deejay in Georgia and elsewhere, is program director of the new 1,000-watt facility which will have its studios at 605 D Street in South Charleston.

RADIO SHOW HYPES LURLEAN

CHICAGO—Does an artist's radio appearance hypo her album sales? Ask **Lurlean Hunter**. Sales on her "Blue and Sentimental" LP on Atlantic picked up substantially following her first appearance on WBBM's live Music Wagon show hosted by **Mal Bellairs**. An even greater spurt came after Lurlean was signed to appear as feature vocalist on the show. The album has been out some two years and sales had evened off. However, **Bob Kornheiser**, Atlantic sales chief, said that a new shipment of albums were rushed to All-State, the firm's Chicago distributor, and that the album was again placed on the active list.

copies of **Sherree Scott's** release on the Robbins label, "Unhappy Birthday" b.w. "Whole Lotta Shaking," and **Dewey Groom's** current release for the Longhorn line, "Heartaches for Sale." Raymer's address is Country Music Showtime, Box 411, San Fernando, Calif.

Lyle Graves has departed KRSD, Rapid City, S. D., and has moved to Montana. His place at KRSD has been filled by **Joe Martin**, who also has his own band playing for dances in the area. **Ray Nicklay** is top man at KRSD in charge of personnel and c.&w. music. All sample platters should be addressed to him. The station needs platters from **Marty Robbins** and says it is being neglected in service from Mercury and Columbia.

Lloyd R. George, who penned "Aww Mule," "While You're Gone" and "The Girl With the Taffy Hair," has been named vice-president and general manager of KWBA Radio, Baytown-Houston, Tex. A proponent of country and western music, George is programming a Top 50 c.&w. with 75 "strays," plus a daily Golden Maverick and Round-Up Album. All musical introductions are made in Western jargon. Each week, KWBA salutes a different artist with heavy record play, plus contests for the listeners, with artist pix and records as prizes.

"Thought you might appreciate a current pulse beat from this neck of the woods," writes **Early Williams**, who weaves the country sounds on WSEN, Baldwinsville, N. Y. "One of the fastest-breaking c.&w. tunes in the Syracuse metropolitan area at the moment is **Mac Wiseman's** 'You're Best Friend and Me' on Capitol. So say record orders and the mailbag. Another hit-to-be, in my opinion, is '8x10,' by **Bill Anderson**." Early reports that WSEN's continuous eight-hour "Opry" fair held recently pulled good crowds, with another "Opry" show skedded for September 14, with **Stonewall Jackson** the feature.

Mainline Spreads

CLEVELAND—Mainline of Cleveland, Inc., RCA Victor distributor here, has moved into the Cincinnati area as well. **Ed Rosenblatt**, manager of the indie record division of the firm, said the territory would be serviced for the time being through a resident rep from the Cleveland warehouse.

Named as salesman for the Cincy operation was **Chuck Huesman**, 13-year disk industry veteran, whose main experience has been in the Southern Ohio market. He has served most recently as branch manager for **Cosnat**, Cincinnati. Lines represented in Cincinnati will be **A & M**, **Duke**, **Gordy**, **Kapp**, **Living Language**, **Motown**, **Peacock** and **Tamla**.

Lu Watters Back

SAN FRANCISCO—The jazz horn of **Lu Watters**, for many years one of the greatest sounds in jazz, will be heard again for the first time in perhaps a dozen years in San Francisco.

The stocky traditional Dixieland band leader, now 54, whose **Yerba Buean Jazz Band** sparked the revival of what is now known as Trad-Jazz in the 1940's. He is going to put in an appearance with **Turk Murphy** at the **Earthquake McGoon's**. For reasons best known to Watters himself, he has been working as a cook for the past 12 years at **Sonoma County Hospital**.



BACKSTAGE AT THE "GRAND OLE OPRY" in Nashville, a guided tour is given to guests (left to right) Jack Kirby (Monument Records), Artur Waizenegger (Teldec, Germany), Tupper Saussy (Monument artist), Fred Foster (president of Monument) and Mimi Trepel (manager of foreign distribution, London Records).

Epic Tells of 'Memory' Plan

NEW YORK—Epic Records was active last week on two fronts. Epic announced a brand-new series of Memory Lane singles for juke box and rack jobber use and also signed Latin guitarist-composer **Arsenio Rodriguez** to an exclusive contract.

The Memory Lane series, according to General Manager **Len Levy**, will encompass the biggest hits of recent years by Epic artists. In the first grouping of 20 releases there are disks by **Roy Hamilton**, **Tony Orlando**, **Ersel Hickey**, **Buddy Greco**, the **Schoolboys**, **Little Joe** and the **Thrillers**, **Bobby Vinton**, **Adam Wade**, **Screamin' Jay Hawkins** and **Link Wray** and the **Wraymen**.

Kusano for Fox

Sam Fox Publishing Company, Inc. announced that **Kusano Music, Inc.** of Tokyo will represent the Fox and affiliated catalogs exclusively in Japan.

Kusano Music is preparing for publication and exploitation of the Fox copyrights in the popular, standard and educational areas.

Many of the **Sam Fox** publications were recently exhibited by **Kusano** at the Fifth International Conference of the International Society for Music Education in Tokyo.

NARM CHOOSES MIAMI BEACH

CHICAGO—The next convention of the National Association of Record Merchandisers will be held in Miami Beach, Fla. The mid-year meeting of NARM set the dates as April 19-21, 1964, and the place as the **Eden Roc Hotel**.

The meeting also awarded plaques to all former NARM presidents and board members as a tribute to services rendered in aiding the organization's growth. Past presidents who were honored included **Jim Tietjens**, **Harold Goldman**, **Ed Snider** and **Glen Becker**.

UA Adds People

NEW YORK — Additional personnel have been named to **United Recording Corporation's** latest addition, the new studios in Las Vegas, which just completed its first month's operation.

Wally Heider, studio manager, will continue to serve as head of all remote recording operations. **Jack Eglash**, newly appointed business manager of the studios, comes to the post from **AFM Local 369** where he was assistant to the president. **Hank McGill**, formerly of **ABC-TV**, San Francisco, has been added to the technical staff.

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August 22-24

Billboard The International Music-Record Newsweekly

Billboard

HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MIRA COMO ME BALANCEO	Eduardo Vianello (Victor)
2	2	PUENTE PEXOA	Trovadores del Norte (CBS)
3	6	LA TIERRA	Chariot—Joe Sentieri (CBS)
4	3	CULPA DE LA BOSSA NOVA	Blame It on the Bossa Nova—Eydie Gorme (CBS)
5	10	RIO MANSO	Ramona Galarza (Odeon)
6	4	FRENTE AL MAR	Susy Leiva-Mariano Mores (Odeon)
7	5	CUTIE PIE	Johnny Tillotson (Cadence-Microfon)—Ridge-Korn
8	8	LA POLLERA COLORA	Los Wawanco (Odeon); Perico Gomez (Victor)—Korn
9	—	LA TERZA LUNA	Neil Sedaka (Victor)—Fermata
10	—	LA PARTITTA DI PALLONE	Rita Pavone (Victor)

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	55 DAYS AT PEKING	Rob E.G. (Festival)—Essex
2	1	WIPE OUT	The Surfaries (London)—Pincus Gil
3	11	BOMBORA	The Atlantics (CBS)—Southern
4	3	SURF CITY	Jan and Dean (Liberty)—Tu-Con
5	5	SUKIYAKI	Kyu Sakamoto (HMV)—Castle
6	8	MOVE BABY MOVE	Johnny O'Keefe (Leedon)—Davis
7	6	I LOVE YOU BECAUSE	Al Martino (Capitol)—Allans
8	—	AVALON STOMP	The Denvermen (HMV)—Johnny Devlin Music
9	4	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
10	—	GREEN GREEN	Christy Minstrels (CBS)—No publisher
11	—	I (WHO HAVE NOTHING)	Ben E. King (Festival)—No publisher
12	—	RING OF FIRE	Johnny Cash (CBS)—Chappell
13	13	FALLING	Roy Orbison (London)—Acuff-Rose
14	7	BLUE ON BLUE	Bobby Vinton (Epic)—Chappell
15	9	I LIKE IT	Gerry and the Pacemakers (Columbia)—Leeds

BRITAIN

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

This Week	Last Week	Title	Artist
1	2	SWEETS FOR MY SWEET	Searchers (Pye)—Hill & Range
2	1	I'M CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
3	3	DEVIL IN DISGUISE	Elvis Presley (RCA)—West One Music
4	6	TWIST AND SHOUT (EP)	Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.
5	4	TWIST AND SHOUT	Brian Poole and the Tremeloes (Decca)—Sherwin Music
6	5	DA DOO RON RON	Crystals (London)—Aberbach
7	21	BAD TO ME	Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
8	10	IN SUMMER	Billy Fury (Decca)—Skidmore Music
9	9	SUKIYAKI	Kyu Sakamoto (HMV)—Welbeck/Benz
10	17	WIPE OUT	Surfaries (London)—Ambassador
11	7	ATLANTIS	Shadows (Columbia)—Francis, Day & Hunter
12	16	THE LEGION'S LAST PATROL	Ken Thorne (HMV)—Filmusic
13	8	I LIKE IT	Gerry and the Pacemakers (Columbia)—Jaep Music
14	15	YOU CAN NEVER STOP ME LOVING YOU	Kenny Lynch (HMV)—Klynch Music
15	10	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)—Acuff-Rose
16	12	IT'S MY HEART	Lesley Gore (Mercury)—A. Schroeder

17	20	I'LL NEVER GET OVER YOU	Johnny Kidd (HMV)—Leeds Music
18	13	WELCOME TO MY WORLD	Jim Reeves (RCA)—One Four Two Music
19	14	DECK OF CARDS	Wink Martindale (London)—Campbell-Connelly
20	19	I WONDER	Brenda Lee (Brunswick)—Leeds Music
21	23	SO MUCH IN LOVE	Tymes (Cameo-Parkway)—Leeds Music
22	—	YOU DON'T HAVE TO BE A BABY TO CRY	Caravelles (Decca)—Frank Music
23	29	JUST LIKE EDDIE	Heinz (Decca)—Meridian Music
24	—	THE CRUEL SEA	Dakotas (Parlophone)—Jaep Music
25	30	THE GOOD LIFE	Tony Bennett (CBS)—Paris Music
26	—	I'M TELLING YOU NOW	Freddie and the Dreamers (Columbia)—Feldman Music
27	27	COME ON	Rolling Stones (Decca)—Jewel Music
28	22	BY THE WAY	Big Three (Decca)—Jaep Music
29	18	BO DIDDLEY	Buddy Holly (Coral)—Good Music
30	—	ONLY THE HEARTACHES	Houston Wells (Parlophone)—Southern Music
30	—	AFTER YOU'VE GONE	Alice Babs (Fontana)—Francis, Day & Hunter

DENMARK

(Courtesy Quan, Copenhagen)

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
2	2	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
3	3	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	Nat King Cole (Capitol); Gustav Winckler (Sonet)—Bens
4	4	ICH KAUF' MIR LIEBER EINEN TIROLERHUT	Billy Mo (Decca)—Multitone
5	5	LITTLE BAND OF GOLD	James Gilreath (Sonet)—Winckler
6	6	SAG' MIR WO DIE BLUMEN SIND	Mariene Dietrich (HMV)—Mork
7	7	SAY WONDERFUL THINGS TO ME	Ronnie Carrol (Philips)—Imudico
8	8	KOM NED PA JORD'N IGEN	Gitte Haanning (HMV)—Imudico
9	9	ATLANTIS	The Shadows (Columbia)—Bens
10	10	PRETTY SUZY SUNSHINE	Larry Finnegan (London)

EIRE

(Courtesy Irish Times, Ltd., Dublin)

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

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	—	N'EST-CE PAS MERVEILLEUX/CRIER TON NOM	Adamo—Ardmore & Beechwood
2	—	DA DOU RON RON	Johnny Hallyday—Belinda Music
3	3	JE ME SENS BIEN/ELLE EST FINIE	Petula Clark—Bens
4	7	JE M'SENS TRES SEUL	Robert Cogo—Top
5	—	PENDANT LES VACANCES	Shelia—Acuff-Rose
6	2	L'COLE EST FINIE	Shelia—Breton
7	1	SANS TOI MAMIE	Adamo—Rudo
8	—	SI TU VEUX ETRE HEUREUX	Claude Françoise—Ardmore & Beechwood

9	4	AMOUR PERDU	Adamo—Ardmore & Beechwood
10	—	PREMIERE SURPRISE-PARTY	Shelia—Breton

HOLLAND

(Courtesy Platennieuws, P. O. Box 43, Amersfoort)

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

HONG KONG

This Week	Last Week	Title	Artist
1	4	HEARTACHES	The String-A-Longs (Dot)
2	5	ATLANTIS	The Shadows (Columbia)
3	3	DEVIL IN DISGUISE	Elvis Presley (RCA)
4	1	LUCKY LIPS	Cliff Richard (Columbia)
5	6	EVERY STEP OF THE WAY	Johnny Mathis (CBS)
6	—	SUKIYAKI	Kyu Sakamoto (Capitol)
7	—	LONE STAR STOMP	The Cornells (UA)
8	8	I WILL FOLLOW HIM	Little Peggy March (RCA)
9	—	FALLING	Roy Orbison (London)
10	9	THOSE LAZY-HAZY-CRAZY DAYS	Nat King Cole (Capitol)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	SUKIYAKI	Kyu Sakamoto (HMV)—Bens Music-Welbeck Music
2	1	HELLO STRANGER	Barbara Lewis (Atlantic)—McLaughlin
3	6	CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
4	3	HORA OF LOVE	The Roosters (Kol Israel)—ACUM
5	—	DON'T YOU FORGET IT	Perry Como (RCA Victor)—Northridge, ASCAP
6	2	LUCKY LIPS	Cliff Richard (Columbia)—Elstree Music
7	—	ATLANTIS	The Shadows (Columbia)—Francis, Day & Hunter
8	—	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA Victor)—Kags Music
9	7	THOSE LAZY-HAZY-CRAZY DAYS	Nat King Cole (Capitol)—Comet
10	—	WHEN YOU SAY 'NO'	The Roosters (Kol Israel)—ACUM

ITALY

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

This Week	Last Week	Title	Artist
1	1	CUORE	Rita Pavone (RCA)
2	5	SPORE DI SALE	Gino Paoli (RCA)
3	2	QUELLI DELA MIA ETA'	Françoise Hardy (Vogue)
4	4	STESSA SPIAGGIA STESSO MARE	Piero Focaccia (CGD)
5	3	ABBONZATISSIMA	Edoardo Vianello (RCA)
6	7	HEY PAULA	Paul & Paula (Philips)
7	6	GRAZIE PREGO SCUSI/IL TANGACCIO	A. Celentano (Clan)
8	9	NON TI CREDO	Peppino Di Capri (Carisch)
9	8	A NEW ORLEANS	Adriano Celentano (Jolly)
10	—	ERI UN'ABITUDINE	Andy Williams (CBS)

11	—	PER QUESTA VOLTA	Richard Anthony (Columbia)
12	12	CUANDO BRILLA LA LUNA	Marcellos Ferial (Durium)
12	12	CUANDO BRILLA LA LUNA	Marcellos Ferial (Durium)
13	—	I WATUSSI	E. Vianello e i Flippers (RCA)
14	10	I TUOI CAPRICCI	Neil Sedaka (RCA)
15	11	I CAN'T STOP LOVING YOU	Ray Charles (VdP)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
2	2	DE TUSEN SJOARS LAND	Ray Adams (Manu)—Musikk-Huset
3	3	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
4	4	ATLANTIS	Shadows (Columbia)—Sweden Music
5	—	WELCOME TO MY WORLD	Jim Reeves (RCA)
6	6	SINGEL OG SAND	Olkabilamo (Philips)—Edition Lyche
7	5	I'M CONFESSIN'	Frank Ifield (Columbia)—No publisher
8	—	SER DU JAN SA HILS FRA MEG	Ase Thoresen (Triola)—Sweden Music
8	—	EI SNERTEN SNELLE	Wenche Myre (Triola)—Egil Monn Iversen
8	—	SUKIYAKI	Kyu Sakamoto (HMV)—Carl M. Iversen

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

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

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	KISS ME QUICK	Elvis Presley (RCA)—Filipinas
2	3	ONE MORE BLESSING	Jerry Vale (Columbia)—Mareco
3	2	(I Love You) DON'T YOU FORGET IT	Perry Como (RCA)—Filipinas
4	4	THE END OF THE WORLD	Skeeter Davis (RCA)—Filipinas
5	5	DEAR HEART	Teddy Randazzo (Colpix)—Federal
6	—	DOMINO	Doris Day (Columbia)—Mareco

7	6	PROMISE OF LOVE	Sandy Stewart (Colpix)—Federal
8	—	WIPE OUT	The Surfaries (Dot)—Mareco
9	—	CRAZY	Faye Tucker (Sonodor)—Federal Manufacturers
10	—	A MILLION THANKS TO YOU	Pilita Corrales (Villar)—Mareco

SOUTH AFRICA

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

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

SPAIN

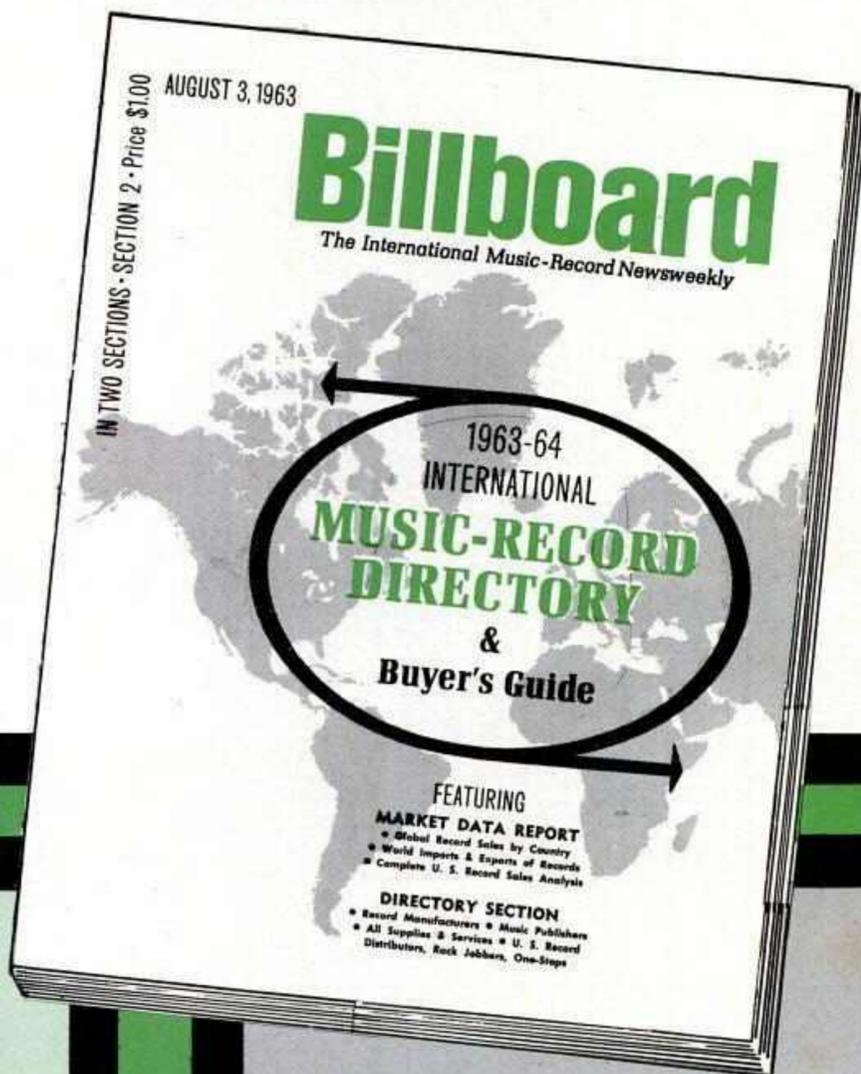
(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	1	CARINOSA	Duo Dinamico (Voz Amo)—Musica del Sur Fermata
2	6	DAME FELICIDAD	Enrique Guzman (CBS)
3	2	TOUS LES GARCONS ET LES FILLES	Françoise Hardy (Hispanvox)—Jazz Universal
4	3	CRYING IN THE WIND	Paul Anka (RCA)—Hispanvox
5	4	CHARIOT	Ennio Sangiusto (Belter)—Armonico
6	5	FIVE HUNDRED MILES	Los T.N.T. (RCA)—Robert Mellin
7	8	RETURN TO SENDER	Elvis Presley (RCA)—Aberbach (Madrid)
8	7	MARIA (West Side Story)	Andy Williams (CBS)—Canciones Mundo

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International NEWS REPORTS



MILLIONS & MILLIONS: Neil Sedaka is pictured at right receiving a gold record award from Giuseppe Ornato, RCA Italiana boss, at a special event in Rome's Brigadon to celebrate sales of more than one million of his disks in Italian. With the sales of his English records, Sedaka wax tops two-million mark.

ARGENTINA

Disk Firms Aid Tango Comeback

By RUBEN MACHADO
Lavalle 1183, Buenos Aires

The trade here sees the tango as recovering. Fermata has engaged singer Antonio Prieto ("La Novia") to record an LP entitled "12 Tangos Clasicos," accompanied by a string orchestra and a choir. RCA Victor has "Tango de Exportacion" with a selection of big hits by Anibal Troilo (Pichuco). Odeon gathers in a LP "Shows de tangos" with Mariano Mores, Florindo Salsone, Argentino Ledesma, Alfredo De Angelis, Miguel Montero and the Quinteto Pirincho

of Francisco Canaro. Victor is also preparing the release of "Yo te canto Buenos Aires" with tango orchestras of some years ago. Angel D'Agostino, Raul Lavie are included. CBS released "Tangos para una ciudad" with Astor Piazzolla.

It is important to point out that this increasing interest in the tango follows strong reaction to recent numbers such as "Tan solo un loco amor," "Frente al mar," and "Porque la quise tanto."

Sprint is a new publishing company in Buenos Aires. Its director, Jose Ruzo, was previously in Edami

A Song Festival, organized by a commercial firm, Odol, has started to discover new tango, folk and pop music. The prizes for the winners are more than \$10,000 and organizers state that they are following the general lines of the San Remo Festival.

RCA CUTTING LOCAL AUSSIE DISK TALENTS

SYDNEY—RCA of Australia will enter the local field of producing recorded music featuring Australian talent. To this end they have signed Johnny Devlin as artists and repertoire manager in charge of local pop recordings. Devlin is an artist, producer, composer and arranger. His immediate plan is to produce a single with Digger Revell backed by the Denvermen. Later he will develop new artists and produce albums featuring local artists. Jim Cuff, merchandising manager, RCA record division, said: "We at RCA are excited about this development from a company point of view, and believe that Australian artists will benefit greatly from the international resources of RCA."

BRAZIL

CBS Has 10th Anniversary

By MAURICIO QUADRIO
Rua Visconde da Gavea 125
Rio de Janeiro

On August 2, CBS, commemorating its 10th anniversary in Brazil, gave a cocktail party for press, radio, TV and record manufacturers. . . . By CBS courtesy, Alcides Gerardi has recorded his old hits for Odeon. . . . Othon Russo, CBS public relation, composed "Onde esta o Amor," which will be waxed by Eliete Veloso. . . . John S. Richards, RCA president, left Brazil for a new post in New York. Memories of the '20's will be brought back to Rio audiences by Maurice Chevalier, who will sing at the Municipal Theater, August 8, 9 and 10. His appearance here will mark the beginning of a South American tour.

"I Will Follow Him" (Chariot) has been released in various labels: Peggy March (RCA), Lana Bittencourt (CBS), Petula Clark (Mocambo) and Rosemary (RCA). Seventeen-year-old Rosemary, who has been recently signed by RCA, also recorded "Come te c'e Nessuno"—Brazilian version. . . . After Miltoninho's success ("Recuerdos") in Venezuela, RGE issued "Distancia," composed by Raul Sampaio and Benil Santos, to be released in Venezuela (Sonus) and Colombia. In this record Miltoninho sings in Spanish. . . . Philips, now distributing MGM,

TAX MAKES IRISH SEE RED

DUBLIN—The industry here is particularly disturbed by the forthcoming "turnover tax," which caused thousands of traders to stage a protest march through Dublin last month. It is proposed that this will be levied on all commodities retailed here. While nominally the tax is 2½ per cent, it is obvious that it will work out considerably in excess of that figure unless the retailer decides to absorb much of the tax at his own expense. In view of the educational value of various categories of classical material, however, such as language and spoken word releases, it is still hoped that records may be excluded from the tax in question.

IN EIRE:

Disk Imports Can Mean Court Case

DUBLIN—A campaign to discourage dealers from irregular imports of disks (usually shipped from the U. S. A.) has become intensified in the last few months. In a special statement to Billboard, Thomas Mahan, chief of Irish Record Factors, Ltd., said:

"Importers of such records are definitely playing with fire. There is the very real danger of trade-mark infringement, which applies to a high proportion of American manufactured disks.

"Then there is the matter of copyright infringement, brought to the attention of the entire trade by the Mechanical Copyright Protection Society, who inserted a notice in leading British magazines some weeks ago

to this effect. Our company (I.R.F.), with the permission of M.C.P.S., inserted a similar warning notice in the Irish Record Review."

An announcement concerning these irregular imports appeared also in Irish national newspapers recently. There is little doubt that further shipments of such records into this country will result in the importer being brought to court.

Trans Global Post to Rennie

LONDON—After 12 years with EMI here, Roland Rennie has left the firm and flew to the U. S. where he becomes president of Trans Global Music Company, Inc., of New York.

He held several posts as EMI and at the time of his departure was head of the licensed repertoire department. His duties in that capacity will be taken over by Rex Oldfield, who remains marketing manager.

BRITAIN

Ember Splashes New Acts in Wine

By CHRIS HUTCHINS
News Editor,
New Musical Express

Jeff Kruger and his new a.&r. chief, John Barry, hosted a party at the Mayfair Hotel last Wednesday (14) to launch the new image of Ember Records and introduced many new artists who have been signed to the label. Kruger has planned an unusual system of issuing his disks inasmuch as they will be made available to distributors before an official release date has been set. The date of each release will then be fixed when a culmination of TV and radio plugs has been organized.

Dates have been set for the first releases. Jazz singer Annie Ross' album, "A Handful of Songs," was put out yesterday, as was a single by the John Barry Seven and Orchestra, "Kinky,"

which was written by alto-saxist Johnny Scott.

Next Friday Ember issues the debut disk by new singer Steve Cassidy, "Ecstasy." The number has quite a songwriting team behind it—singer Marty Wilde, Ember's New York rep Buddy Kaye (who penned such hits as "Devil in Disguise" for Elvis Presley, "The Next Time" for Cliff Richard, and "Spedy o'Gonzales," a big hit for Pat Boone), and Mike Pratt, who was once Lionel Bart's co-writer. Campbell-Connelly is publishing here. A new American release deal for Ember is also imminent.

Dealer Meet

A meeting of the Gramophone Record Retailers' Association in Manchester, called by Vice-Chairman Irving Wilson, passed a resolution which claimed that "British manufacturers have taken no action to restrain price cutting." Several instances of heavy price cuts were quoted, including the sale of an album in July which was for August release at a price of \$3.35—\$2 below the list price. The meeting urged more investigations by manufacturers on the subject

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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.



ARGENTINE IS EXPORTING THE TANGO. Lee Shapiro, third from left, of RCA New York looks on as Anibal Troilo, the top Argentine tango musician, signs a contract to make an instrumental LP entitled "Troilo for Export" and which will be made in Latin America, the U. S., Spain, France, Italy and Japan. From left to right: Ricardo Mejia, a newspaperman, and Adolfo Pino, sales manager for RCA Argentina.

and the publication of the results of such inquiries.

In London **Chubby Checker** said he will record in German September 9-10, directly after his stint in Berlin. He plans to return here and record specially for the British market in the last half of September.

Rolf Harris flies to New York where he is set to open at the Blue Angel October 21. He traveled to London from his summer show on the East Coast to record tracks for an album exclusively for U. S. release this fall. . . . **Lonnie Donegan** has been offered the lead in an Australian production of "Stop the World, I Want to Get Off" (the part **Anthony Newley** is currently playing on Broadway) which is to open at Sydney Tivoli in December. But whether or not he accepts depends on talks with **Ed Padula**, who is due here shortly to discuss the lead in "Kelly," which is scheduled for a Broadway opening next March.

. . . **George Martin**, the man largely responsible for the Liverpool record boom here, is **Shirley Bassey's** new recording manager. . . . On his return from New York, **Leslie Bricusse** declined an invitation from the BBC to talk about an LP he made there with **Anthony Newley**, **Peter Sellers** and others satirizing the recent British scandal.

The business was shocked by the sudden death of **Hyman Zahl**, a director of the **Foster Agency**, which represents the **William Morris** office here. He was 57 and had been ill for three weeks. Only recently Zahl returned from an Australian trip where he had been accompanying his artist, **Andy Stewart**. . . . "Wham, Bam, Thank You Ma'am," starring **Oscar Brown Jr.**, folded two weeks after the start of its provincial tryout run.

Decca a.&r. chief **Dick Rowe** left London last week for New York on a four-week business tour of America and Canada. . . . **J. J. Aji**, of **Pathe Marconi**, Paris, was in for talks at EMI head office. . . . **Little Peggy March** due in Thursday for a 10-day promotional trip. . . . **Mark Wynter** will visit Copenhagen, Oslo, Stockholm and Helsinki for two weeks of concerts in October and go on to Germany for recording sessions. . . . **Judy Garland's** daughter, **Liza Minelli**, has made her British record debut with "One Summer Love" on Capitol. United Artists is publishing. . . . Liberty is reissuing four **Eddie Cochran** EP's in September and November and his first LP, "Singin' to My Baby," in October. Cochran single "Drive-In Show" is being released this week.

among the nation's top five EPs. EMI released the **Alex North** Stateside album of music from "Cleopatra," although it will be months before the movie is screened here. . . . The movie "55 Days at Peking" opened at the Savoy, Dublin. Track album is out on CBS, while **Pye** has a single by **Kenny Ball**, who is now touring the country.

GERMANY

Firms Release 370 New Disks

By **CHRISTIAN TOERSLEFF**
48 Uhlenhorster Weg
Hamburg 22

Thirteen German record companies released in four weeks: 164 singles, 71 EP's and 135 LP's.

Helmut Stolt, for four years managing director for IPA Radio Luxemburg in Germany, will leave the company on December 31. . . . **Hans Ritter**, formerly DGG and Electrola, is now classical producer for Ariola's Eurodisc Production. . . . **Dieter Heck**, promotion manager, changed from Edition Marbot to Ralf Arnie Musik-edition in Hamburg. . . . The Berlin performance of "My Fair Lady," on Philips, is still the top LP here. . . . **Lawrence Greene**, attorney of Central Songs, visited Germany and Denmark.

The indie Abanola label hit the charts with two slops: "Let's Slop" and "Veedeboom Slop Slop," played by **Mike Roger and His Machine-Guns**. Both singles were also recorded by Polydor with **Tony Sheridan** and by Deutsche Vogue with **Shorty Miller**.

Felix Stahl, from Stockholm Musikproduktion, recorded in Hamburg seven instrumental titles with the **Hans Last** ork for release in U. S. A. Stahl also got the rights in Sweden for "Ich will 'nen Cowboy als Mann," winning title of German Song Festival, of which 250,000 copies, sung by **Gitte** on Electrola, have been sold.

HONG KONG

Six Year-Old Wins Talent Test

By **CARL MYATT**
27A Estoril Court

A little Filipina last week won what was certainly Hong Kong's



HANS LIEBER, general manager, **Teldec** of Germany, and **Arthur Waizenegger**, sales manager, **Teldec**, returned to Hamburg after their visit at the **RCA Victor** conclave in West Virginia.

biggest talent contest. The six-year-old **Teresa Carpio**, daughter of a local musician, danced and sang her way to the top prize of 1,500 Hong Kong dollars plus a recording contract with **Gerri Scott's Orbit Record Company**.

Teresa won this competition from 529 other entrants—a wonderful feat for such a youngster. This correspondent was one of several judges invited to judge the finals in which there were 27 singers and instrumental groups.

The standard in the finals was probably higher than it has ever been before, and refreshingly, there were few real imitators. The Presley influence, in particular, was conspicuous by its absence. The 1,500 capacity City Hall was jammed to the ceiling on the big day. Admission was free, but the organizers issued tickets on a first-come, first-served basis after over 5,000 applications for tickets had been received in a matter of a few days.

Orbit Records recently announced the acquisition of the agencies for the following records: **Pye**, **Blue Note**, **Oriole**, **Palette**, **Vee Jay**, **King**, **W & G** (Australia) and **Embassy** (England). The company is run by the husband and wife team of **Gerri Scott** and **Igo Fischer**, who are still active in their own careers as singers and musician. **Miss Scott** left Hong Kong for Singapore on Monday to take up a two-week engagement at the **Goodwood Park Hotel**. **Igo** fronts his own band at one of the local night clubs.

ITALY

RCA to Cover All of Italy

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

High-flying **RCA**, which has cornered about 50 per cent of the Italian disk market, is far from content to rest upon its laurels. Following a survey of record buying and selling habits, it discovered that only 1,000 of Italy's 8,200 cities and towns have sales outlets, and to overcome this it has begun a two-year program to put its product on sale in every one of the 7,200 towns which do not sell recorded music at present. In addition to finding shops to handle the product, the company is planning traveling stores which will play, display and sell records on set days in various towns traveling from community to community. . . . **Ricordi** has just issued two trade disks which run more than eight minutes each with the top recordings on CBS on one and of **Ricordi** on the other. A Hawaiian lei entitled "A Necklace of Hits" is the title of each and for further promotion each dealer has received a lei of plastic flowers to duplicate the cover design. More than a dozen names are featured on each record. . . . Latest gold-

ISRAEL

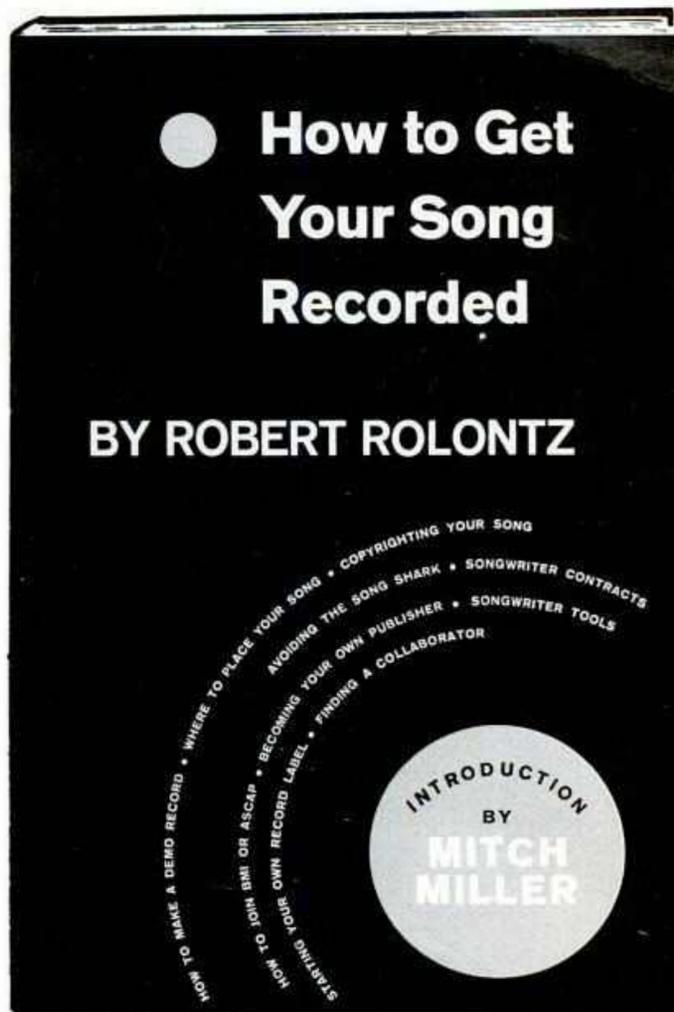
Hebrew Fidelio Scores in Israel

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

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parts in Hebrew and pronouncing it clearly enough for audiences to follow.

Jan Peerce, of the Metropolitan; Joy Clements, of Ohio; Paul Ukena, of Iowa, and Howard Fried, from New York, found it fun to accommodate conductor William Steinberg's demand that the opera be performed in the language familiar to the au-

dience, a demand he makes wherever the Pittsburgh conductor appears. Claiming that opera should be also understood, not only listened to, he got the international cast, including European stars Hilda Zadek and Dezso Ernster, of Vienna, to join the Hebrew singing cast and with the aid of their Israeli Colleagues and members of the Tel

Aviv Choir, they managed very well.

Claimed one reviewer: "It's a good thing Mr. Steinberg didn't realize half the audiences filling the huge halls in five performances would have preferred the original German, or the English version, for being newcomers Hebrew is as hard for them to follow. . . ."



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JAPAN

Cannonball Wax Cut in Japan

By J. FUKUNISHI
108 Kakinokizaka
Meguroku, Tokyo

Nippon Victor is going to release, under the logo of Riverside, a package of three stereo LP's of Cannonball Adderley's Sextet which were recorded at the combo's three concerts given in Tokyo, and an album, "Soul of Flamenco," by Carlos Montoya in conjunction with the third visit of this Spanish guitarist in September.

Nippon Columbia lists a package of two stereo LP's, "Thelonius Monk in Tokyo," which contain on-the-spot recordings of the group's performance at Sankei Concert Hall; Connie Francis' "If My Pillow Could Talk" (MGM); "Shoutin', Wailin', Hard Drivin' Pop Gospels," by Sweet Chariot Singers; a stereo sound-track album of "55 Days in Peking," with two singles from the same sound track, and "The Bitter and the Sweet," by Pete Seeger, in time for his arrival this autumn.

Nippon Victor is also putting out a stereo album cut by Toshiko-Mariano Quartet.

Jacques Kerner, export manager of Compagnie Phonographique Francaise (Barclay label), Paris, arrived in Tokyo July 17 to negotiate a license contract with a couple of major Japanese companies, and completed a deal with King Records, affiliate of London, and Telefunken July 19. Barclay's agreement with Asahi-Sonorama Company had expired about a month ago. . . . Nippon Gramophone's imported German-pressed albums: "Tchaikowsky — Piano Concerto No. 2" and "Beethoven—Complete Symphonies" (Von Karajan—Berlin Phil.) chalked up tremendous sales. On the heels of this unexpected success, the label decided to make the third import of operatic works in conjunction with the visits of Italian and German opera companies this autumn.

NORWAY

Sales Bloom In Summer Heat

By ESPEN ERIKSEN
c/o Verdens Gang, Oslo

Business has been blooming during the summer, and sales manager Arild Tegtmeyer of A/S Nera claims that July has been almost as good as the Christmas season. Although this is something of an exaggeration, it is true that this year's July has been better than many years past. Nera has been selling mainly RCA hit tunes, among them Elvis Presley's "Devil in Disguise," Jim Reeves' "Welcome to My World" and local thrush Gynet Molvig's "Ser du Jan sa hils fra meg."

Norsk Phonogram is also pleased with summer sales, especially those of the local quartet, Olkabilamo (the Salhus Quintette) with their rendition of "Singel Og Sand." The vocal group has recorded another tune, on Philips "Fiskarlaat" c/w "Ungkarlaat." . . . A record that the American tourists buy a lot is "Scandinavian Folk Melodies in American Style" sung by the Scandihoovians. The Viking EP record contains

four well-known Scandinavian folk tunes sung in a strange mixture of Norwegian and American. Export has been arranged for Sweden, Denmark and the US. The platter was the last produced by American a&r-man Jack Vaughn before he left Viking Music to go back to the USA.

Norsk Phonogram is also planning a campaign to promote the sales of jazz records in Norway, and starts with the LP "Cannonball Adderley Plays Bossa Nova" on the Riverside label for 25 Norwegian Kroner (ordinary price is 36). Jazz sales in Norway area near tragedy. . . . Two visitors from the Philips main organization in Holland arrived in Oslo on a Scandinavian tour, sales manager Tony van der Haar and the technical director, M. Lambeek.

URUGUAY

Club Clan Disks Solid Sellers

By ALBERTO MARAVI
Diorio La Manana
Casillo de Corroero 990,
Montevideo

The great success of the Club Clan has been evident through the great sales of records and television ratings. This club is composed of young Argentine singers who record for VIK, a subsidiary label of RCA Victor, and, who are the sensation on both sides of the River Plate. Adriano Celentano has used Club Clan to identify his record brand in Italy, and Ricardo Mejia, a director of RCA Argentina, used it in South America to pep up the interest of record buyers in the interpreters of the "new wave."

With the co-operation of Violeta Rivas, Palito Ortega, Jolly Land, Raul Lavie, Lalo Fransen, Johnny Tedesco, Chico Novarro, Cachita Galan, Perico Gomez and Nicky Jones, he mounted a TV show which he called the Club Clan, a program directed to the teen-age group. Scheduled on Saturdays on Channel 13 in Buenos Aires, it rapidly went up in audience rating and made possible the appearance of two LP's of the Club Clan series that rapidly reached high sales records, due to their success in TV. When the Club Clan videotape was shown in Montevideo, on Channel 4, this program was also shown in Buenos Aires, and now such songs as "El Camaleon," "Filosofito" (Chico Novarro), "Confesmonos" (Violet Rivas), "Camelia," "Bienvenido Amor," "No Es Nada" (Palito Ortega) "Ensenando Bossa Nova," "Mira Como Me Balanceo" (Jolly Land) and "La Media Medalia" (Lalo Fransen) have hit the market with impact in national rankings in Uruguay and Argentine. The hit of the Club Clan on records and TV has also made it possible to make a movie that will use the same stars. By the middle of August, a new LP, their third, will be released.

As we had already noted, musical production in Brazil could not restrict itself to Portugal, Uruguay and Argentina and its own consumption. The notable quality of their records, good repertory, high quality of artists, musicians, arrangers and directors indicated that sooner or later Brazil would find the way of making their market bigger. And that they would try by competing in the Latin American markets by exporting their hits in Spanish. The time has arrived.

PHILIPS SIGNS MISS CARROLL

CHICAGO—Cathy Carroll, 17-year-old thrush who recorded "Poor Little Puppet" for Warner Bros., was signed to an exclusive recording contract last week by Philips Records. Cathy will represent Coty, Inc., the cosmetic firm, as Miss Teen-Age America, visiting 100 key Top 40 stations throughout the country in a two and a half month tour beginning August 1. She will also star in a television spectacular America pageant in late October. Her first single is planned for August 1 to tie in with the Coty promotion.

EXCITING!
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Liberty Record
BROKEN
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New York 19, N. Y.

The O'Jays
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"JUST A LITTLE BIT"
b/w
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BV-3315
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Waves
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TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING AUGUST 24				Weeks
This Week	Last Week	Tune	Composer-Publisher	On Chart
1	1	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	8
2	8	HELLO MUDDUH, HELLO FADDUH!	By Sherman-Busch—Published by Curtain Call (BMI)	3
3	5	CANDY GIRL	By Santos—Published by Saturday-Gavadima (ASCAP)	5
4	2	BLOWIN' IN THE WIND	By Dylan—Published by Witmark (ASCAP)	6
5	11	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gottcher—Published by Blackwood (BMI)	3
6	6	JUDY'S TURN TO CRY	By Ross-Lewis—Published by Glamorous (ASCAP)	6
7	4	WIPE OUT	By Surfari—Published by Miraleste-Robin Hood (BMI)	8
8	3	(You're the) DEVIL IN DISGUISE	By Giant-Baum-Kaye—Published by Presley (BMI)	7
9	9	MORE	By Ortolani-Olivero—Published by Marks (BMI)	5
10	21	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)	3
11	17	DENISE	By Levenson—Published by Bright-Tunes (BMI)	5
12	7	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	9
13	13	MOCKINGBIRD	By C. & I. Foxx—Published by Saturn (BMI)	4
14	19	DANKE SCHOEN	By Kaempfert-Liene—Published by Roosevelt (BMI)	3
15	12	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	10
16	14	GREEN, GREEN	By McGuire-Sparks—Published by New Christy (BMI)	4
17	22	HEY GIRL	By King-Goffin—Published by Screen Gems-Columbia (BMI)	2
18	15	MEMPHIS	By Berry—Published by Arc (BMI)	10
19	27	THE MONKEY TIME	By Mayfield—Published by Curtom-Poliro (BMI)	2
20	10	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	10
21	30	SURFER GIRL	By Wilson—Published by Guild-Sea of Tunes (BMI)	2
22	—	HEAT WAVE	By Holland-Dozier-Holland—Published by Jobete (BMI)	1
23	—	PAINTED, TAINTED ROSE	By Sawyer-DeAngelis—Published by Damian (ASCAP)	1
24	25	TRUE LOVE NEVER RUNS SMOOTH	By David-Bacharach—Published by Arch (ASCAP)	4
25	—	FRANKIE AND JOHNNY	By Cooke—Published by Kags (BMI)	1
26	24	MY WHOLE WORLD IS FALLING DOWN	By Crutchfield-Anderson—Published by Champion-Moss Rose (BMI)	4
27	—	MAKE THE WORLD GO AWAY	By Cochran—Published by Pamper (BMI)	1
28	—	I (Who Have Nothing)	By Mogol-Donida-Lieber-Stoller—Published by Milky-Way-Trio-Cotillion (BMI)	1
29	—	TWIST IT UP	By Mann-Appell—Published by Kalmann-C.C. (ASCAP)	1
30	—	I WANT TO STAY HERE	By Goffin-King—Published by Screen Gems-Columbia (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. FINGERTIPS (Part II)** — Little Stevie Wonder, Tamla 54080.
- 2. HELLO MUDDUH, HELLO FADDUH!** — Allan Sherman, Warner Bros. 5378.
- 3. CANDY GIRL** — 4 Seasons, Vee Jay 539.
- 4. BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368; Jerry Jackson, Kapp 543.
- 5. MY BOYFRIEND'S BACK** — Angels, Smash 1834.
- 6. JUDY'S TURN TO CRY** — Lesley Gore, Mercury 72143.
- 7. WIPE OUT** — Safaris, Dot 16479.
- 8. (You're the) DEVIL IN DISGUISE** — Elvis Presley, RCA Victor 8188.
- 9. MORE** — Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
- 10. IF I HAD A SUMMER** — Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202.
- 11. DENISE** — Randy & the Rainbows, Rust 5059.
- 12. SO MUCH IN LOVE** — Tymes, Parkway 781.
- 13. MOCKINGBIRD** — Inez Foxx, Symbol 919.
- 14. DANKE SCHOEN** — Craig Douglas, London 9611; Bert Kaempfert, Decca 31498; Wayne Newton, Capitol 4989; Roger Williams, Kapp 545.
- 15. SURF CITY** — Jan & Dean, Liberty 55580.
- 16. GREEN, GREEN** — New Christy Minstrels, Columbia 42805.
- 17. HEY GIRL** — Freddy Scott, Colpix 692.
- 18. MEMPHIS** — Dan Dees, Vest 8022; Lonnie Mack, Fraternity 906.
- 19. THE MONKEY TIME** — Major Lance, Okeh 7175.
- 20. EASIER SAID THAN DONE** — Essex, Roulette 4494.
- 21. SURFER GIRL** — Beach Boys, Capitol 5009.
- 22. HEAT WAVE** — Martha & Vandellas, Gordy 7022.
- 23. PAINTED, TAINTED ROSE** — Al Martino, Capitol 5000.
- 24. TRUE LOVE NEVER RUNS SMOOTH** — Gene Pitney, Musicor 1032.
- 25. FRANKIE AND JOHNNY** — Sam Cooke, RCA Victor 8215.
- 26. MY WHOLE WORLD IS FALLING DOWN** — Brenda Lee, Decca 31510.
- 27. MAKE THE WORLD GO AWAY** — Ray Price, Columbia 42827; Timi Yuro, Liberty 55587.
- 28. I (Who Have Nothing)** — Ben E. King, Atco 6267; Joe Seniteri, Vesuvius 1075.
- 29. TWIST IT UP** — Chubby Checker, Parkway 879.
- 30. I WANT TO STAY HERE** — Steve & Eydie, Columbia 42815.

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All FA 2500 series (12") \$4.98
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CBS Network

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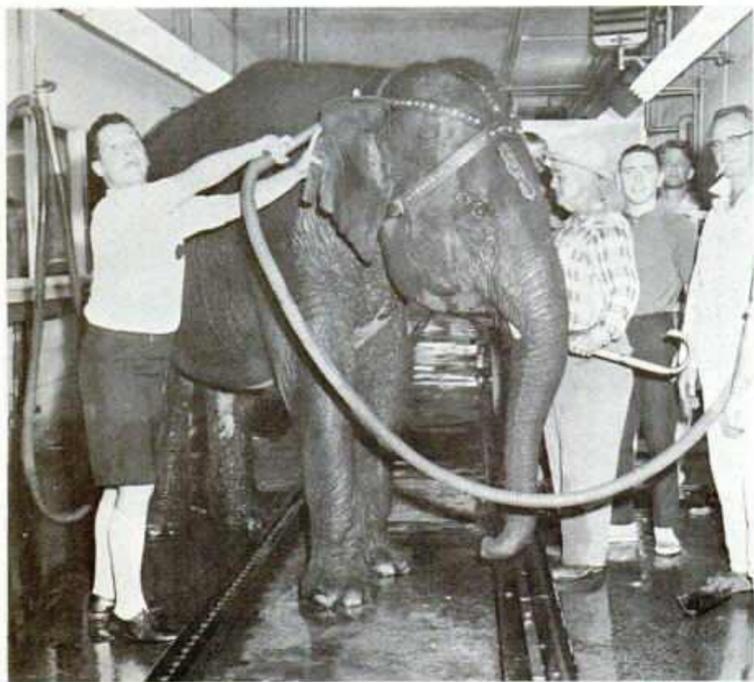
R4515

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Radio-TV PROGRAMMING

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



JUST ANOTHER ELEPHANT JOKE: CHUM's Al Boliska is doing his bit to make elephants secure and wanted again because of the current rage in elephant jokes. CHUM deejays asked all Toronto to send them, in return for the going bounty of \$1 and a peanut, all their elephunnies. Submissions are now pouring in and the station has set aside one day in which to air the 'best' of these jokes—and then destroy them forever in a public burning ceremony. Fellas, have you heard the one about the moose?

programming newsletter

By BILL GAVIN

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

"HOW TO BREAK INTO BROADCASTING" is the title of a recently published pamphlet written by Jim Hawthorne, vice-president and national program manager of the Crowell-Collier Broadcasting Corporation. Jim has written his pamphlet partly in self defense. A man in his position is inevitably pestered with applications for employment. Some few know how to go about it. Most applicants do not. The majority of job seekers in the broadcasting field, it would appear, have had little or no contact with it, except for hearing the end product on their radios.

Some people shouldn't even bother to apply. Basic minimums include a high school education—preferably college, willingness to move from one town to another, willingness to start at a small job for very small wages and, above all, intense and enduring desire. The main ingredient, says Jim, is hard work, above and beyond the call of a 40-hour week.

It often does not occur to the job applicant that his talent and experience do not automatically speak for themselves. They must be effectively presented. The careful preparation of a presentation is important. It indicates to the prospective employer the type of care and thoroughness that he can expect from the applicant in performing his assigned tasks.

Jim Hawthorne will not accept telephone applications, even if they come from highly qualified people. It is his feeling that a serious application deserves to be put in writing.

Audition tapes are essential accompaniments to all applications for air work. Some DJ's send air checks of their actual performance. Jim advises against it. The whole idea of a tape is to show how original and creative a DJ can be when freed of the restrictions of a particular station policy. The careful preparation of such an audition tape is critical. A perfunctory approach indicates a lack of interest on the part of the applicant and results in a lack of interest on the part of the employer.

A SPECIAL OPPORTUNITY, WHICH SOMETIMES is not accepted as such, comes when the tape is returned with the request to try it again and do it better. Too many applicants regard such a response as a form of polite rejection and are never heard from again. Actually, it means that the applicant has passed many of the tests already and is being considered as a good possibility, provided that he can come up with something distinctive.

Jim touches a point of show business psychology here which, in my own observation, has stood in the way of talent development. The "ham" in all of us wants applause—approval. Too often the man with talent prefers not to expose himself to continued objections or corrections. It wounds his own self esteem to find that others may



Lone Star Stations Sound Off on Program Vs. Sales

By O. R. ALLEN

DALLAS — A cross-section survey of the radio station, saturated Dallas-Fort Worth area proves an obvious point—record programming on local stations does influence record sales and juke box play. Not so obvious, though, is how stations program their music and their attitudes toward record sales.

A list of questions submitted to several stations throws some light on this problem and other problems as well.

KLIF, a Top 40-type station, was first to take up the gauntlet. Stan Richards, program director and disk jockey, did the answering.

Q: Do you attribute the musical taste in the Dallas area for rock and roll to your programming, or do you cater to the desire which is already there?

A: We try to program to fit the desire of the public. However, we do try, to some extent, to mold audience desire toward better quality. This, though, is something which cannot be forced. Here, as in most cities, music desire fluctuates with the seasons. As a general rule, summer is geared for the hard and harsh sounds. Toward the end of August, and progressively from then on, the mood for softer music becomes the thing.

Q: In your opinion can any rock and roll disk be made into a popular number or does it have to have a certain something which will cause it to catch on?

A: No record can be pushed off on the public. It must have a commercial appeal to go over, feeling which catches on. Some records which have been tried

in this area and in other areas have had a good sound but have failed because they just did not have anything which would appeal to a wide audience.

Q: Do you realize the effect that your programming has on local record sales.

A: Yes, we realize the effect. We would prefer that it didn't have this effect because it puts a terrific burden on the station in that it must be right 60 per cent of the time, because record shops depend on us when they buy. We also realize that some retail dealers use our Top 40 lists as buying guides. That's the way it is, and it can't be changed, due to the nature of the medium.

Q: What method do you use to select records which will be played?

A: We compiled a list of Top 15 retail dealers in singles in the Dallas area. We got their names from a list of local dealers supplied by the local records we try because of response received in other areas which our sister stations serve. We also consult the various music trade publications. In order to be as thorough as possible we use every means available which reflects public desire.

Q: What do you see in the future for folk and country and western types, and what do you think caused the sudden up-

surge in popularity of folk music?

A: Country and western has been on the rise since 1955. Although it was never dead, new general interest has grown out of its close kinship with rock and roll. The interest in folk music is due to the fact that it is the only thing really different which has been offered musically during the past three or four years.

Q: Is the general quality of music getting better?

A: I can't answer because tastes fluctuate according to seasons. Oh, of course, I could tell you that it is getting better and then tomorrow the worst possible conglomeration of sounds could catch on and become the top record.

Q: Do you agree that Dallas is the hardest rock and roll city in Texas?

A: No. Dallas has had one of the softest summer seasons in music sounds in a long time.

(Continued on page 50)

Hass Is Arts Co-Ordinator

DETROIT—Karl Hass, who holds the unique post of director of fine arts of WJR, has been named consultant by the Ford Foundation to co-ordinate the arts program of the Foundation in Berlin, taking over September 1. His position on the arts is similar to that of former Harvard President James B. Conant as consultant on education at Berlin.

Emphasis will be heavy on the performing arts, including music, opera, and drama, but will include plastic, graphic, and other art forms as well. The Foundation plans to make awards to outstanding composers, conductors, dramatists, writers and others to enable them to work in Berlin, to make this an international cultural center.

Hass, himself a concert pianist, will record his daily (six a week) one-hour program, "Adventures in Good Music," in Berlin, bringing European music directly to a large American audience daily. He will also continue his Sunday evening program Spectrum, covering all the arts on a similar basis. Both programs are rebroadcast worldwide over the U. S. Armed Forces Radio Network.

Church Spots Short & Sweet

PITTSBURGH—The idea of short commercial messages for religious groups, as opposed to the usual half-hour or hour offerings, seem to be gaining interest across the nation.

Jingles are being broadcast in the Midwest as paid commercials for the United Presbyterian Church of the United States. They were produced by Stan Freberg.

Fred E. Walker, KDKA radio's general manager is most pleased by this development as he predicted in a speech made nearly 10 years ago before the New Jersey Council of Churches that the days of the half-hour religious program were numbered.

To this, most broadcasters will say, Amen!

2 Stations Get a Break

WASHINGTON — The pre-vacationing FCC commissioners gave two embattled radio stations a breather last week: WABC, the ABC network's AM station in New York, will not have to go into action on a directional antenna that would limit its coverage until a final court decision on the network's battle to retain its clear channel unduplicated. KWK, the St. Louis station which lost its license because of alleged fraud in treasure hunts, will have a chance to argue for its life before the Commission September 9.

WABC had been given 30 days in which to file application for a directional antenna to protect its share-channel Station KOB, Albuquerque, N. M. The network's AM station has battled for 21 years to reverse the FCC's decision to let KOB share its channel. ABC went to court to protest competitive injury if it must operate with limited coverage, while CBS and NBC radio outlets in New York have unlimited clear-channel coverage.

KWK recently accused the FCC's Broadcast Bureau of conducting a persecution against owner Andrew M. Spheeris, although alleged violations by the fraudulent treasure hunts were committed under a previous management no longer with the station. KWK will argue that forfeiture is sufficient to make the punishment fit the crime in this case—not revocation.

Cold Shoulder— KSTP Tells Why

MINNEAPOLIS — KSTP radio here is telling people how to dress. Beginning this fall the station will air its "chill chart"—wind chill temperatures based on United States Navy field research and published charts which compute the effect of wind and temperature on people.

The wind-chill temperature essentially refers to how cold it "feels." For example, a wind-chill temperature of 40 below and calm, an individual would experience the same heat loss as if the temperature was 10 below with a 16-mile-per-hour wind. The stronger the wind, the colder you feel and the greater the heat loss.

If you are interested in obtaining copies of KSTP's wind-chill temperature charts, contact Leigh Kamman, the station's program director.

Mo. Radiomen Meet

JEFFERSON CITY, Mo. — The annual fall convention of the Missouri Broadcasters Association will be held at the Missouri Hotel here on October 3 and 4, according to Don Dailey, general manager of KGBX, Springfield, and president of MBA.

not share his high opinion of his ability. Such a hollow ego finds it difficult, if not impossible, to confess his need for further improvement. A realistic and humble appraisal of one's own talent as a growth potential rather than a summit of achievement is something Jim does not mention, but I'm sure he would agree.

Our author hammers repeatedly on his basic themes: intense desire and hard work. Any successful radio man would say, "Amen."

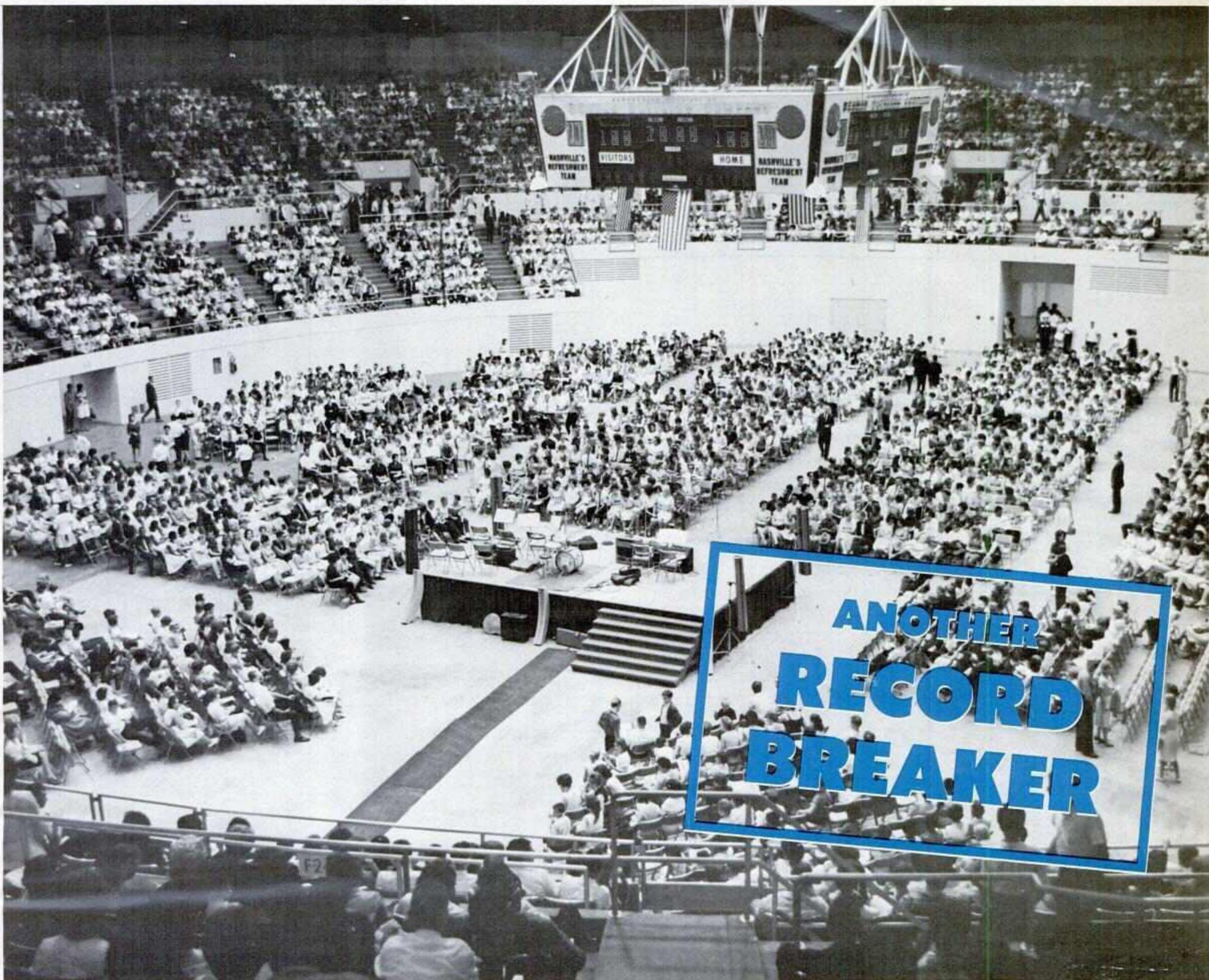


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Only Billboard has the
chart with 150
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Focus on the DeeJay Scene



DURING A RECENT POLE taken by WNBC's Big Wilson . . . actually the story is that when Big came to New York from KYW, Cleveland, his first home was his boat that he and his wife, Jody and son "J. J." sailed from Lake Erie. The Wilson's were at home on Long Island Sound, just off Cos Cob, Conn., except they missed a telephone. Wilson called New York Tel. and arranged for a pole to be placed on the shore and a phone hooked up to his boat. When the Wilson family later moved to City Island, Big heard he could give his private pole to the Rowing Club for the New York Institute for the Education of the Blind for use as dock piling. Big (in suit) didn't realize he'd have to help carry the thing too!

Lone Star Stations Sound Off

• *Continued from page 48*

Next station questioned was KVIL, a station which goes in for the quieter type music, the old favorites and occasionally something semi-classical on its AM outlet. Dillard Carrera, program director, did the answering.

Q: How does the number of listeners to your station compare with those of the two Top 40 stations?

A: Our audience is not the same as the two Top 40 stations here. In a survey we found that our audience is older and more mature, belonging to the higher income and education bracket. For instance, the Southern Methodist University student newspaper asked its readers which station they listened to while studying, and KVIL came out on top.

Q: What method do you use in making record selections?

A: We subscribe to the major surveys and use the record ratings found in trade magazines. Here at KVIL the music director and myself sit down once each week and go over these surveys and ratings and pick those records which fit our format. We do not let public demand dictate; that is, we don't program from what is selling best in singles. We are not concerned with those sales. For instance, when listeners call here wanting information they usually want information on albums, not singles. The single trade is made up of teen-agers, who, naturally, are not in a financial position to afford LP albums.

Back to the rock and roll, Top 40 type station, Tom Murphy, operations manager at KBOX, was next questioned.

Q: Do you attribute the musical taste in the Dallas area for rock and roll to your programming, or do you cater to a desire which is already there?

A: There is a desire with or without the radio station. I don't like to talk about rock and roll in that the connotation is not today the same as it was say six or eight years ago. Music we play now appeals equally to adults and to the teen-agers. I feel that our audience is made up of a good number of both groups.

Q: In your opinion, can any rock and roll disk be made into a popular number, or does it have to have a certain something which will cause it to catch on.

A: A song or record must have something. Continued repetition of a number will not sell

it. It must be good to begin with. Records are like any product. If it's not good it won't sell.

A: Do you realize the effect that your programming has on the local record sales?

A: Yes. Radio is the medium through which the record industry is aired. When the public hears something which it likes it will buy it. If you waited for the juke boxes to carry the disks the industry would be slow indeed.

Q: What method do you use in your selection of records played?

A: We use a combination of every possible means to program. Say, for example, 25 per cent based on national sales, 25 per cent on local sales, 25 per cent on listener requests by telephone and cards and 25 per cent on our own opinion after a joint meeting of the program manager, the station manager and the disk jockeys. More records come in each week than could ever be played on the air. We listen to these and compare and pick a few.

Q: Is the general quality of music getting better?

A: Yes. The general national trend in music is toward better music. I must repeat that the definition of rock and roll must be understood as different from the definition which prevailed 10 years ago. Today it

does not refer to that music with a definite beat but with very little or no artistry. Now the music represents real talent, and real artists work on good tunes. The music business has become competitive and good tunes plus talent is now strongly influencing the market.

You have a standing invitation to join

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Jerry Simon

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NEW YORK — The new Eighth Edition Catalog of Background Music has been recently released by Thomas J. Valentino, Inc. The Major Mood Music Library includes bridges, fanfares, openings, tags, and production numbers.

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**LEAVE THIS PHONE
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OFFICE OR HOME**

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

Paging service throughout the Convention Hall
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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

INGREDIENTS IN A RECIPE FOR SOUL—Ray Charles (ABC-Paramount ABC 465, ABCS 465) "O! Man River" (T. B. Harms, ASCAP) (5:35)

GOODNIGHT MY LOVE—The Fleetwoods (Dolton BST 8025, BLP 8025) "Sure Is Lonesome Downtown" (Cedarwood, BMI) (2:27)

TEEN SCENE—Chet Atkins (RCA Victor LPM 2719, LSP 2719) "Sweetie Baby" (BMI) (2:19)

1963—THE YEAR'S MOST POPULAR THEMES—Enoch Light & His Ork (Command RS 854, RS 354) "Days of Wine and Roses"

HOOTENANNY WITH THE HIGHWAYMEN—(United Artists UAL 3294, UAS 6294) "Roll On, Columbia, Roll On" (Lilow, BMI) (2:37)

CLEOPATRA AN ALL THAT JAZZ—Al Caiola and the Nile River Boys (United Artists UA 6299) "Anthony and Cleopatra Theme" (Robbins, ASCAP)

JAZZ

TWO HOURS WITH THELONIOUS (2-12)—Thelonious Monk (Riverside 460/461, 9460/61) "Getting Sentimental Over You" (8:32)

SILVER'S SERENADE—Horace Silver Quintet (Blue Note 4131) "Silver's Serenade"

COUNTRY

THE WAYS OF LIFE—Hank Locklin (RCA Victor LPM 2680, LSP 2680) "Slowly" (BMI) (1:59)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	9
2	2	MORE, Kai Winding, Verve 10295	8
3	5	DANKE SCHOEN, Wayne Newton, Capitol 4989	7
4	3	GREEN, GREEN, New Christy Minstrels, Columbia 42805	9
5	7	TRUE LOVE NEVER RUNS SMOOTH, Gene Pitney, Musicor 1032	8
6	13	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	5
7	15	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	5
8	11	MAKE THE WORLD GO AWAY, Timi Yuro, Liberty 55587	6
9	8	MY WHOLE WORLD IS FALLING DOWN, Brenda Lee, Decca 31510	8
10	14	I (Who Have Nothing), Ben T. King, Atco 6267	9
11	—	BLUE VELVET, Bobby Vinton, Epic 9614	3
12	18	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	6
13	4	ABILENE, George Hamilton IV, RCA Victor 8181	10
14	6	HOPELESS, Andy Williams, Columbia 42784	9
15	10	DETROIT CITY, Bobby Bare, RCA Victor 8183	11
16	9	I WONDER, Brenda Lee, Decca 31510	7
17	—	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tilloston, Cadence 1437	3
18	—	DESERT PETE, Kingston Trio, Capitol 5005	4
19	—	HEY THERE LONELY BOY, Ruby & Romanics, Kapp 544	3
20	—	8 X 10, Bill Anderson, Decca 31521	1

YESTERYEAR'S HITS

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

POP—5 YEARS AGO August 25, 1958

- Bird Dog, Everly Brothers, Cadence
- Little Star, Elegants, Apt.
- Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca
- Just a Dream, Jimmy Clanton, Ace
- Poor Little Fool, Ricky Nelson, Imperial
- Patricia, Prez Prado, RCA Victor
- My True Love, Jack Scott, Carlton
- Splish Splash, Bobby Darin, Atco
- Rebel-Rouser, Duane Eddy, Jamie
- When, Kalin Twins, Decca

POP—10 YEARS AGO August 22, 1953

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

RHYTHM & BLUES—5 Years Ago—August 18, 1958

- Just a Dream, Jimmy Clanton, Ace
 Little Star, Elegants, Apt
 Patricia, Prez Prado, RCA Victor
 Poor Little Fool, Ricky Nelson, Imperial
 My True Love, Jack Scott, Carlton

- Splish Splash, Bobby Darin, Atco
 Bird Dog, Everly Brothers, Cadence
 Western Movies, Olympics, Demon
 Rebel-Rouser, Duane Eddy, Jamie
 Willie and the Hand Jive, Johnny Otis Show, Capitol

WABC Tags Winther

NEW YORK—Donn E. Winther, former assistant sales manager of WBZ-TV, Boston, has been appointed advertising and promotion manager of WABC

radio. Winther, who began his career in 1950 in the production department of WCAU AM-TV, Philadelphia, is the winner of the NBC Promotion Competition in 1961 and for two consecutive years was recipient of the Billboard promotion awards.

VOX

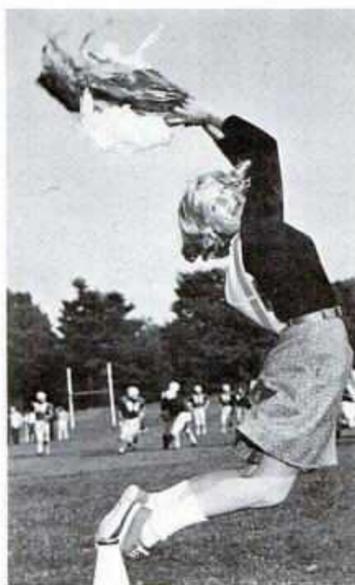
By GILL FAGGEN

AT YOUR SERVICE: The General Federation of Women's Clubs has cited WTMJ-TV (Milwaukee) and the station's women's commentator, Beulah Donohue, for "responsibility and service" to the community.

Thomas Y. Gorman, general manager of WEEI (CBS-Boston) has received a personal letter from **Vice Admiral E. W. Grenfall**, commander Submarine Force, United States Fleet, commending the station for its efforts in raising almost \$7,000 for the USS Thresher Memorial Fund.

KPHO-TV (Phoenix) was awarded for the second straight year the National Safety Council's Public Service Award for exceptional service to safety during the past year.

WIOD (Miami, Fla.) recipient of special award from Variety Children's Hospital... WRFM (N.Y.C.) cited by U. S. Treasury Department for patriotic service in connection with the savings bonds program... KYW radio (Cleveland) received American Bar Association Silver Gavel Award, August 15 as a part of ABA's 86th annual meeting. Award was given for series "A Look at the Law," produced and narrated by **Hary Morgan** on Program PM... the ABA also presented a Certificate of Merit to WLW (Cincinnati) for its educational series "Government Under Law."



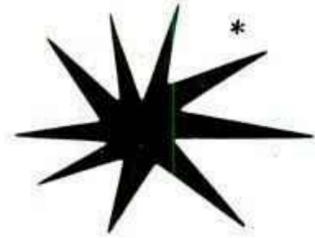
THREE CHEERS for model **Joan Zeller** who has been named WEEI Cheerleader of the Year and will represent the station throughout the 1963 season of Boston Patriots and Boston College football.

New York record promo man, **Jerry Ross** of Portem Distributors had the perfect squelch for WINS deejay **Jack Lacey** when asked what he was doing all alone at 5:30 p.m. in the station's lobby. "I'm waiting for the format to change," said Ross hopefully.

CHUM's morning man **Al Boliska** came up with a cute idea to tie in with **Allen Sherman's** latest, "Hello Muddah, Hello Faddah." He appealed to parents to send in any letters they had received from their children at camp. The response was immediate, providing a ready source of humorous human interest material for the air.

HELP FIRE! 18,000 LP's and 45's were lost in the recent fire at KAML (Kenedy, Texas). The recently rebuilt station will hold an open house September 24. The boys have painted the control and studio rooms baby blue and will refer to their music as "Music from the Blue Room of 990."

SESAC



SALUTES NARA on its Sixth Annual Convention

Be Sure to Visit The SESAC Hospitality Suite

Billy Taylor

Sy Oliver



SESAC RECORDINGS STARS will be on hand to greet you

Ambassador Hotel
Los Angeles, Calif.

Aug. 22nd-25th

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*trademark

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The Palm Beach VII
DPS-17

\$19.95

Suggested List Price

**IMMEDIATE
DELIVERY!**

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- * FIRST \$19.95 PHONOGRAPH WITH A **FRONT MOUNTED SPEAKER**
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**AND NOW IN ADDITION TO
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- * FIRST AGAIN WITH
FRONT MOUNTED CONTROL
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THE DAWSON
DP-480

A PHONOGRAPH-RADIO
COMBINATION FOR ONLY
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Suggested List Price

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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

ARE WE ON THE VERGE of some really important developments in tape recording? From this corner, it looks possible—even probable. There are several portents which seem to indicate that the tape field is about to undergo a revolution which is technological as well as economic.



There's no need to recall the steady growth of tape recording in the past several years, nor to state that this year will break all records in the recorder field and that next year is bound to be bigger. Each year sees new manufacturers enter the field. This year, for example, Magnavox, Westinghouse, Arvin, Symphonic and Estey, among others, became active in tape recorder sales. An

increasing volume of imported tape instruments is coming into the country—varying from \$20 toys to \$1,000 professional precision recorders.

Despite its growth, however, the tape recorder market today is still in the "specialty" category. Nevertheless, enough astute manufacturing and merchandising leaders are now in the field to indicate a conviction that it eventually can become an important mass market. And it's a safe assumption that more laboratories are working on more developments in the recording field than at any time in the past.

The tape recorder, at this moment, has limited appeal as a consumer product, compared—for example—with the phonograph or the snapshot camera. As a real mass-market product, it still has some significant limitations. One may involve the much-debated problem of convenience in loading and playing—open-reel vs. tape cartridge. We don't believe this is the most important limitation, and we'll leave this problem for later.

Watch That Cost

The real limiting factor in tape may well be cost. By this, we mean "systems cost"—not only the cost of the machine, but more significantly, cost of the tape itself.

Tape could get its most important push into the mass-product field with the solution of this cost problem—to the point where tape's cost is comparable with (or lower than) the actual price of LP records.

As tape recorder popularity continues to increase and tape usage goes up, there are bound to be some gradual price reductions on tape—both raw and recorded—as well as further improvements such as the new triple-play tape.

The real opportunities for significant reduction in operating costs probably lie within the tape instrument itself. One of the most important may well be the development of new tape heads which permit high fidelity operation at slow speeds. Tape played at 1 7/8 inches per second, for example, is only one-fourth as expensive as tape at 7 1/2 inches, per unit of recording time. This type of cost reduction, and increase in playing time per reel, has really significant implications.

Two tape machines are already on the market which claim high fidelity at 1 7/8 inches per second, as result of new head design. The first was the 3M-Revere cartridge machine, which uses tape only one-seventh of an inch wide. The latest is the Roberts "Crossfield" recorder, which records at 1 7/8 inches per second on standard tape with a claimed frequency response of 40 to 13,000 cycles plus or minus 3 db.

Both of these machines are relatively expensive, but their mere existence gives solid evidence of the direction in which tape is moving. New generations of tape-saving machines, at lower prices, are inevitable.

There are other problems which must be solved, of course, if tape is to find its way into every U. S. household—such as the economics of commercial reproduction of pre-recorded tape.

Even though pre-recorded tape sales will continue to increase, it's fairly obvious that tape won't become a substitute for records in the near future. Tape and disks can co-exist, just as the Polaroid camera co-exists with conventional cameras in many families. Music play is just one of the uses for recorders. The recording feature will probably always be the most important selling-point, and it's never been properly exploited or dramatized.

A Coming Battle

The question of open-reel vs. cartridge tape will reach new significance in the next year or two if Minnesota Mining's tape cartridge changer achieves popularity. Inevitably, as tape recording becomes more popular with the average American consumer, automation and fool-proof operation will increase in appeal. Although cartridge systems should contribute to the increase in popularity of tape, we don't believe they will be the most important factor.

Snapshot photography, for example, grew from a hobby to an everyday family avocation—despite the fact that the camera user had to move the empty spool from one side of the camera to the other and thread the film by hand. Only this year Kodak introduced its simplified automatic cartridge-loading snapshot film. On a smaller

SHACK BURSTS WALLS:

Leased Depts. & Racks Add to Portnoy Empire

By REN GREVATT

NEW YORK—The names of Eddie Portnoy and his well-known 125th Street store known as Record Shack are familiar ones among the jazz and blues cognoscenti here. What's less familiar is the changing face of Record Shack, which ceased being a single retail outlet five years ago, and has since built up its annual volume from \$350,000 to \$2,500,000 a year through a series of leased departments, additional owned stores and a one-stop and rack operation. The firm as presently constituted might well prove a model of expansion and diversification for the well-financed indie dealer in many territories.

The new headquarters for Record Shack on upper Second Avenue here has just been opened and a glimpse of the operation last week indicated the most modern kind of warehousing set-up already in full sway despite obvious growing pains occasioned by the move. A depth supply of albums has been laid in, a semi-automatic poly-bagging machine has been added, and the "house" carpenter, who turns out many types of custom-made display rack and browser installations for the firm's various retail outlets, has put together a huge stocking bin up front for storage of an endless number of current and oldie pop singles.

Singles Are Vital

Singles, both old and new, Portnoy feels, are a vital part of the business. "Singles are an attraction to any record store and they must be stocked in depth," he said last week. "And it's of great importance to have not only the 'Hot 100' but the oldies. The oldies can account for anywhere from one-third to 40 per cent of the total singles business."

Despite the healthy expansion of Record Shack, Portnoy still thinks basically in "mom and pop store" terms and only champions this form of retailing. "I don't agree with the philosophy that they've had it," he said. "I think much of the future of our business lies in their hands, and they can make it even in the face of the competition."

"To be successful, the 'moms and pops' should stock singles in depth, have full line and catalog LP spread and should make it a point to know their product. Then, they should also pay close attention to the ethnic nature of their neighborhood in terms of catering to the specialty needs of those customers. It's, in a way, a captive audience and they can make money servicing that audience. I feel the indie 'mom and pop stores' are so important for catalog purposes, that every manufacturer should help and encourage them in any way possible."

"The difference between a 'mom and pop store' and a rack outlet," Portnoy continued, "is

that the average rack may catch the impulse buyer but it does not and cannot, by its nature, build any kind of steady trade.

"Then you have the leased department set-up. This can be either very much like a rack, in which it sells on the basis of

existing traffic generated by the nature of its location, or it can be a traffic builder in and of itself," he continued.

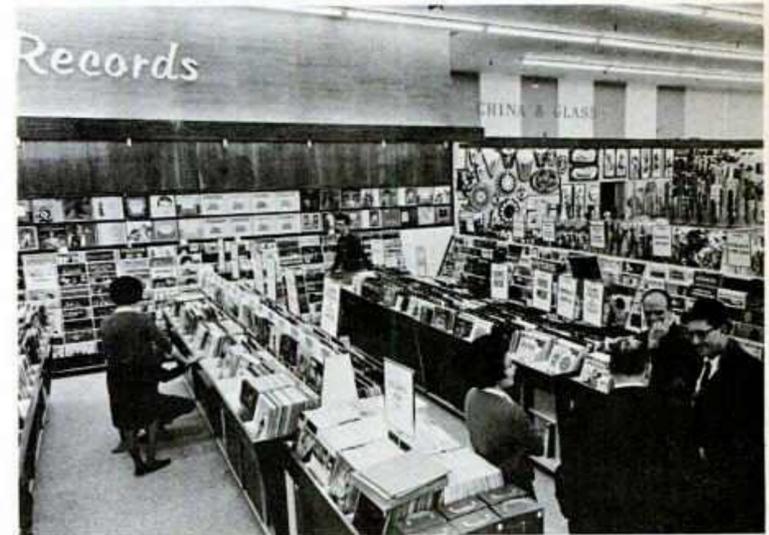
Leased Dept. Ideal

"Our own thinking is that the leased department, properly run, (Continued on page 54)

Record Shack's New Outlet



Record Shack, Inc., expanding leased department, rack and one-stop operator, opened a new department last week at Floyd's Discount Center, Central Park Avenue, Yonkers, N. Y. Shown are two views of the store. Top photo shows depth of product stocked, along with attractive rack liabilities and carrying cases in foreground. At right are various traders who turned out for the opening, including Atlantic's Bob Altshuler (with quizzical face-cupped-in-hand look). Bottom shows another group of visitors, standing by the separate check-out area for the department, which, according to Record Shack head Ed Portnoy, is an important facet of the leased department. Altshuler is again shown here (at left) giving his views on the record scene to a customer.



3-M Revere Tapes Now Fair Traded

ST. PAUL—The 3-M Revere tape cartridge line, which now includes four separate versions of the basic unit, and which is getting the benefit of a major consumer advertising campaign this fall, will henceforth be fair-traded.

According to an announcement from headquarters here, the company has requested all its recorder and cartridge dealers to sign a fair trade contract "which obligates them to sell

the listed recorders at not less than the specified prices." The agreements are being sought only in those States where they are legal, the firm said.

A statement asserted: "In order to protect the integrity and high regard for our trademarks and brand names, we believe it is desirable to avail ourselves of the benefits of the acts of Congress and of many States commonly referred to as Fair Trade Acts."

The previously announced national ad campaign will start in mid-October and will be geared to middle and upper income groups, with color and black and white ads planned in Life, Sports Illustrated, the New Yorker and Sunset, according to Robert E. Culligan, sales promotion manager for 3-M's Revere-Wollensak division. Local newspaper advertising in such major markets as New York, Chicago and Los Angeles is also planned.

scale, the popularity of home movies has in no way been dependent on the self-threading projector.

In addition to substantial reductions in tape costs, there are several other areas in which tape recorders could be made more appealing to the average American consumer. Among the improvements which occur to us are these: (1) A "locator" feature, which can almost instantaneously reel the tape to any pre-indexed selection, possibly operating like the tabular key on a typewriter. (2) Complete elimination or substantial speeding-up of rewinding. (3) A simple, low-cost, built-in timer for recording from the radio or television when nobody's home. (4) Easy-to-use accessories for automatic telephone and doorbell answering.



**3 SINGLES
3 "HITS"**

**LINE DRIVE HIT
ON ALL THE TRADE CHARTS**

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WEDDING
BARBARA LYNN**

#JAMIE 1260

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Atlanta! Miami!

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BOOMING
SMASH**

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TEAR DROP #3014

Sunny & The Sunglows

**"A
TEXAS
LEAGUER"**

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Nashville! Baltimore!

**DOWN ON
BENDING KNEES**

GOLDEN EAGLE #101

JOHNNY COPELAND



**JAMIE/GUYDEN
DISTRIBUTING CO.
PHILADELPHIA, PENNA.**

**Latest Ampex
Lineup: F-44
For 1200 Sets**



AMPEX MODEL F-4460, one of four variations of the firm's new F-44 series. Above portable recorder-playback may be removed from the luggage case for use in custom installations. Price is \$595.

REDWOOD CITY, Calif.—Ampex Corporation has announced the new F-44 series of four-track stereo recorder-playback units, to replace the 1200 series, which has been in existence since 1961.

There are four variations of the basic F-44 unit, including: model F-4450, unmounted for custom installations or in an optional walnut cabinet (at \$549.50 and \$579.45 with walnut base); model F-4452, unmounted for use in component systems (at \$549.50); model F-4460, a portable for on-the-spot stereo recording (at \$595) and model F-4470, for on-the-spot recording, monitoring and playback. Another new item is model 2044, a portable, self-contained single channel amplifier and speaker system, for use with the F-44 recorder series, with AM-FM tuners, or as a portable PA system. (\$179.50).

New features of the F-44 series include new hysteresis-synchronous motor; separate record level meters, sound-on-sound recording, self shut-off device and narrower channel widths and metal shielding to eliminate cross-talk.

**Roberts Selects
St. Louis as New
Tape Test Area**

ST. LOUIS — Roberts Electronics has selected this city as its initial test marketing site for its new Crossfield Model 770 tape recorder, recently shown at the Music Show in Chicago. The Crossfield unit incorporates a new development which, the company says, makes possible high fidelity tape playback at a speed of 1 7/8 i.p.s.

Edward O. Praeger, vice-president of Roberts and sales manager Albert Barsimanto, addressed a dealer meeting here Friday (16) at the Salem House Restaurant, to kick off the local in-depth campaign, which will be handled by Carmine Vignola, regional sales chief.

Extensive consumer promotion starts September 15, interestingly enough, in the same market selected last year for initial test marketing of the 3-M Revere cartridge tape player. According to Roberts, the unit has been scheduled for St. Louis introduction "to demonstrate the superiority and versatility of a reel-to-reel machine over other tape recording devices."

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$151 and \$200

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	5/25/63 Issue	2/23/63 Issue		
1	1	1	Magnavox	34.3
2	5	3	Zenith	9.3
2	—	9	Masterwork	9.3
4	8	—	General Electric	8.4
5	2	7	RCA Victor	5.1
6	3	—	Curtis-Mathis	4.7
6	7	—	K.L.H.	4.7
8	—	—	Delmonico	3.7
9	—	2	Voice of Music (V-M)....	3.5
			Others	17.0

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

5/25/63 Issue: Webcor (4); Philco (6); Motorola (9).

2/23/63 Issue: Phonola (4); Motorola (5); Symphonic (6); Webcor (7); Admiral (9).

**Leased Depts. & Racks
Add to Portnoy Empire**

• Continued from page 53

with its own clerks, its own check-outs and merchandise that it owns itself, is the ideal, because it comes closest to the indie store concept. We feel that any rack doing at least \$50,000 a year in gross volume should be a leased department. If it can account for an average of \$1,000 a week in sales, with all the inherent disadvantages of the rack type of operation, this figure can be doubled by turning it into a leased department or a concession set-up. Then, too, a leased department has another advantage in that if the store where it's located should get into financial trouble, the record department, with its own register and check-out is independent of the rest of the store and not subject to the freezing of funds which goes with going under."

With respect to budget merchandise, Portnoy feels this has no place in the smaller indie store. "It does have a place in the larger leased department, with, say, a minimum of 1,000 square feet of space," he asserted. "Up to 10 per cent of the space can be devoted to budget product. The merchandising is different, however, in that you're selling pictures on the cover and titles of material rather than artists or hits. The product has to be moved around frequently from one location to another, so there's always something fresh to catch the eye," he concluded.

While Portnoy admits that discounters have helped stimulate buyers, he feels that those whose existence does not depend on records have helped to destroy the value concept of records. He says, "I think it is wrong for records to be sold below their wholesale cost just to get traffic into a department

store kind of operation. The price spread should never be allowed to get out of hand and if the proposed Quality Stabilization bill now before Congress can help, I'm for it. I'm in favor of promotional selling and merchandising and sensible discounting by people who make their living on records, but I'm opposed to it by those for whom records are just a come-on for other merchandise," he said.

The Record Shack operation now has the disk concession in six Floyd Bennett shopping center areas in Long Island and Westchester County. There are also five owned stores, and approximately 30 rack outlets on the drawing boards. Expansion plans call for opening additional locations in areas further distant from the city. Portnoy, by the way, has from time to time been identified as a producer of disks and he has recently activated the Porwin label, which right now he has a single out by the Clovers. With the glow of a man who really loves the record business, he played for a reporter a new teen-styled instrumental single. "It's not out yet but I think it'll be a smash," he said.

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DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #5

*Record Source International, A Division of Billboard.

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

MISCELLANEOUS

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MISCELLANEOUS

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Very Reasonable Rental.

Contact

KENNETH LAUB
of Collins Tuttle & Co.
261 Madison Ave.
New York 16, N. Y.
Telephone: MUrrayhill 2-4020

when answering ads . . .

Say You Saw It in Billboard

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, N. Y., 10036 1520 N. Gower St. Hollywood, Calif., 90028 188 W. Randolph St. Chicago, Ill., 60601

EMPLOYMENT SECTION

HELP WANTED

MECHANIC WANTED — FIRST-CLASS Phonograph Mechanic, mostly Wurlitzer machines, also Seeburg and Rock-Ola. Top pay for Florida. Permanent job for good, experienced man. 20 Record Phonograph Co., 205 Washington St., Tampa, Fla.

CREDIT MANAGER

Excellent Opportunity
In rapid-growth record company with top national reputation.
Five years minimum credit and collection experience required.
Age to 40—salary open.
Call: HO 4-8109
Los Angeles, Calif.

The Company that REALLY goes after more business CAN get more business . . .

by consistent advertisements in Billboard's

Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

WANT RECORDS—45'S, SURPLUS returns, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: Greenleaf 6-7778. au31

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

TOP NATION-WIDE PROMOTION/PUBLICITY

NATIONAL DISTRIBUTION SET UP AT NO COST

15 years' record experience
Personnel known coast to coast

No tapes, please—dubs/records only



NATIONAL ENTERTAINMENT CORPORATION

1375 N. Biscayne Point Rd.
Miami Beach, Florida

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.

8 Singers (male-female), 10 Instruments—Vocal Groups. Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)

Large Sound Studios—Top Technicians, Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.

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

WURLITZER TEN TOP TUNES FEATURE

150%

BOOSTS EARNINGS



Stephen Buonome of
Bel-Aire Amusement
Distributors of
Schenectady, N. Y. hears
Jack DeNovio, owner of
Jack's Corner Restaurant
express his praise of
the Wurlitzer Ten Top
Tunes feature.

Let the figure speak for itself. 150% increase in earnings when a Wurlitzer 2700 with the Ten Top Tunes feature replaced another phonograph. Get this same landslide of half-dollars headed your way. Spice up your slow locations with new Wurlitzer Phonographs. Watch the "Ten Top Tunes" feature send your earnings soaring to sensational highs. No other single phonograph feature has done so much for so many operators since the introduction of half-dollar play, by Wurlitzer.

WURLITZER 2700

THE YEAR'S BIG MONEY-MAKER

THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, NEW YORK

Dist. Assn. to Hold Open House, Elect Officers During MOA

CHICAGO — The National Coin Machine Distributors Association will hold a membership meeting followed by an open-house session for all distributors, September 6, the last day of the Music Operators of America convention at the Morrison Hotel here.

The group is also slated to hold a meeting of officers and

directors Saturday, September 7, the day following. Presiding will be the association's new officers and directors, who will be elected by mail within the next few weeks.

The initial membership meeting will be held Friday (6) morning with the open house session scheduled for the afternoon. Discussion at the open house session will center around current distribution and wholesaling problems.

The membership is also ex-

pected to approve a series of by-law changes which have been submitted to them by mail. NCMDA's current slate of officers includes: W. S. (Sy) Redd, Brighton, Mass., president; Irvin F. Blumenfeld, Baltimore, executive vice-president; Lou Wolcher, San Francisco, vice-president; Ron Rood, Orlando, Fla., vice-president; Jack Bess, Richmond, Va., secretary; and Joe Kline, Chicago, treasurer. O. L. (Bob) Slifer is executive director of the group.

Bally Releases Three-in-Line

CHICAGO—"A flipper-type novelty game with in-line play appeal" was the way Bill O'Donnell, Bally president, described "Three-In-Line," the firm's new four-player pinball game.

Three-In-Line can be adjusted for three or five ball play. Specials are also available. Lighting three spots in line rings up an "out hole" bonus. Lighting all nine spots also scores extra games.

O'Donnell said that U. S. and European tests proved that the game was the strongest profit producer in the novelty class that the industry had seen in years.

PHILLY OPS ALL THE WAY ON MOA MEET

PHILADELPHIA — Operators here are going all out to assure top attendance for Music Operators of America's September 4-6 convention in Chicago's Morrison Hotel. A special mailing urging attendance and outlining the special forums and speakers was sent out last week by Joseph Silverman, an official of the Philadelphia association, and chairman of MOA's forum committee. Silverman calls particular attention to the MOA convention forum for association personnel, Thursday, September 5, at 2:30 p.m.

Trade Lauds VDAI for Position on Tariff Hikes

By OMER ANDERSON

BRUSSELS — The statement by Verband der Deutschen Automatenindustrie E.V. (VDAI) opposing tariff hikes (published in the August 10 issue of Billboard) has had strong impact on the European trade.

A Common Market official called the VDAI statement "a real act of courage and dedication in the light of the tremendous emotions aroused by the dispute over tariffs on farm products."

Trade Impressed

Perhaps even more impressed is the European coin machine trade generally. Belgium is not only host to the European Common Market but also the crossroads of the trans-Atlantic coin machine industry. It is, therefore, dedicated to free trade.

The European trade is focusing particularly on this section of the VDAI statement: "In the entire German coin machine industry, there is not the slightest resentment against American imports."

"On the contrary, all West German coin machine firms — manufacturers, importers and wholesalers—desire a close two-way co-operation between West Germany and the United States, co-operation which can only be beneficial to both partners."

VDAI declared, furthermore, in the statement published in the August 10 issue of Billboard "In the sense of close human and economic contacts between the U. S. and West Germany, West German coin machine

firms do condemn any unilateral measures against trade relations between the two countries and do desire, on the contrary, the keeping of these ties."

Tariff experts here are speculating that Bonn may be able to make valuable use of the VDAI statement to rebut Washington's charges of German trade discrimination. The VDAI statement is judged by the experts here to be "remarkable, if not unique," for the explicitness of its language in rejecting all trade barriers and advocating free trade.

Common Market tariff tech-
(Continued on page 64)

Kansas Ruling Bars Payoffs

TOPEKA, Kan. — For the first time in Kansas, certain pinball machines were ruled gambling devices and therefore illegal in a decision handed down here. The ruling applied only to pinball machines in which there was evidence players were paid for games won. It has no effect on machines used for amusement only.

The judge was Marion Beatty, second division, Shawnee County District Court. The case was centered upon seven bingo-type pinball machines seized last fall in six taverns and one bowling alley.

Petition Court

Earlier this year the county attorney, Robert M. Brown, and

the sheriff, Vernon Robinson, petitioned the court to declare them gambling devices and order them destroyed.

The court did both.

Judge Beatty, in his ruling, states:

"The statute (Section 21-915 G.S. 1949) bans certain kinds of gambling devices known in Blackstone's time (Blackstone was the most famous of English jurists), but unknown to the present generation including 'ABC, Faro Bank, EO, Equity, Keno and Wheel of Fortune,' but also includes 'gambling table or gambling device adapted, devised and designed for the purpose of playing any game of chance for money or property.'

"These pinball machines have been declared illegal under similar statutes in some other States even in the absence of evidence of payoff; however, they have not been heretofore so held in Kansas (see 89 ALR Section 815).

Federal Stamp

"In the cases at hand there was evidence that the proprietors in all cases paid off the free games in money and each proprietor involved possessed a federal gambling stamp.

"The machines are so manufactured and equipped that payoff in money in lieu of games is most convenient. These machines include devices for increasing the winning odds for additional coins inserted.

"This is some further evidence that they are adapted, devised and designed for payoff by the proprietor for patrons seldom have time to play off a large number of games. For example, one of the policemen investigating the machines won 96 free games, enough free games to keep him busy approximately five hours. In lieu thereof he was paid off \$4.80.

"All these facts combined require a finding that the machines are 'adapted, devised and designed' for playing a game of chance for money or property.

"Persons playing these machines know these facts and it is not necessary for judges to be less informed than the public generally. Common knowledge and common sense is an important factor in the law and when applied here leads to (the) conclusion that these machines are gambling devices and are subject to destruction . . ."

Court Costs

Court costs were taxed to Melody Music Company, 415 Kansas, Topeka, owner of five of the machines. Owner of the other two did not appear in court.

Melody Music was represented
(Continued on page 65)



JOE BARTON (right) accepts Rowe AC Services' top distributor award for Bush International, Miami, from Jack Dunwoody, Southeastern regional vice-president, and George Klersey (far left), Eastern region phonograph sales manager. Bush took first place in Rowe AC's accelerated sales contest in region three. In receiving the trophy, Barton said: "A salesman can be no stronger than the organization that he has behind him. This award is the direct result of all the people in our organization giving their utmost to make our customers happy with our products."

Western Distributors See New Rock-Ola Phono Line

SAN FRANCISCO — Rock-Ola distributors from the Western States met here at the Mark Hopkins Hotel for the showing of 1964 line which included the Rhapsody II and Capri II phonographs and Caravelle cigaret vendor.

The showing was the third with the first two being held in New York and New Orleans. A similar showing is slated for Chicago.

The show was conducted by E. G. Doris, Rock-Ola executive vice-president, with Lester Rieck, sales manager; Hugh Gorman, sales co-ordinator; George Hinner, advertising director, and Jack Barabash, service engineer, on hand for the event.

The session opened with a coffee hour in the Empire Room with Doris outlining the meeting and later unveiling the phonographs and cigaret machines. Hinner talked on the advertising program and Rieck outlined plans for the introduction of the machines to the

trade at the forenoon session.

Following a coffee break, Sam Abbott of the Billboard Hollywood office, led the discussion on the Music Operators Stereo Service in which Rock-Ola is participating. Barabash spoke on servicing.

Lunch was held in the adjoining Argonaut Room and followed by individual conferences with distributors. A cocktail hour preceded a dinner in the main dining room.

Among those attending were Budge and John Wright, Western Distributors, Portland, Ore.; W. R. Patton Sr., and W. R. (Bud) Patton Jr., Patton Music, Modesto, Calif.; Paul A. Laymon, Los Angeles; Ben Murillo, Overland Music, Oakland; Virgil Kirby, Tucson; Harry Brinck, Butte and Michael Stanley, Seattle. Also present was Jack Harrington, Seattle, with Michael Stanley. Mrs. Donald Madden, Eureka, Calif., Mrs. Paul Laymon and Mrs. Edward Burke, Sunnyvale, also attended.

Coin Machine

OPERATING

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

COIN SHORTAGE TERMED CRITICAL TO INDUSTRY

CHICAGO—Bob Slifer, executive director of the National Coin Machine Distributors Association, this week called on representatives of the Music Operators of America, National Automatic Merchandising Association, National Vendors Association and other trade groups together with trade papers to meet and discuss the coin shortage.

Slifer feels that the current coin shortage is one of the most critical in our history and that unless additional mint facilities are built, the situation will not improve.

He cited a recent letter to NCMDA from F. W. Tate, acting director of the Bureau of the Mint. Tate said in part:

"This much is certain—it takes coins to operate all vending and coin machines. If the industry itself is going to survive in the next few years until additional mint facilities are built, a continuing campaign and orderly program for more frequent emptying of coin containers in all coin machines could have a significant, helpful effect.

"How this can be achieved is as challenging a question to us at the mint as I am sure it must be to your association. The solution possibly lies in having an organization, such as your own, do a sales job of encouraging the coin machine community to work through their own banking system at local State and federal levels."

Tate said that the American Bankers Association is encouraging coin machine operators to make more frequent collections.

Slifer is attempting to organize an all-industry committee to push for the needed additional mint facilities. He wants to hear from local associations and individual operators.

Arnold, Boorstein, Ptacek on MOA Programming Panel

CHICAGO — Eddy Arnold, popular Country and Western recording artist, will headline a panel of music experts slated to discuss juke box programming at Music Operators of America's September 4-6 convention at the Morrison Hotel here.

Other panelists include Lou Boorstein, Leslie Distributors, New York, one of the nation's largest one stop operators, and A. L. Ptacek Jr., Bird Music Company, Manhattan, Kans., well-known juke box operator and a veteran of MOA.

Arnold has reportedly sold

over 37,000,000 records since he began recording for RCA Victor in 1945. His all-time best sellers include "That's How Much I Love You," "Anytime," "Bouquet of Roses" and his theme song, "Cattle Call."

Besides recording, Arnold appears regularly on television shows and in clubs. He has recently appeared on the "Du Pont," "Perry Como" and "Tonight" shows, and once starred in his own television show which was syndicated to 200 U. S. and Canadian stations.

Recent club appearances include the new Copa in Atlanta and the Continental in Houston. Arnold is also an active businessman and a community leader in his Nashville home.



EDDY ARNOLD

Stereo Single, Little LP Draw Interest

NEW YORK — Bernie Boorstein, sales manager of Leslie Distributors, local one-stop, reports that the last two weeks have seen a heightened interest on the part of music machine operators for stereo single and little LP product.

According to Boorstein, the only limiting factor in the sales of 33 product is the fact that most machines in the area are capable of playing 45 only.

Boorstein said that in the rare instances when a single is available on both 45 and 33, the operator will invariably select the 45 because he can use it on any machine on his route.

Operators, Boorstein explained, are buying programming, not speeds. Even stereo, he added, is secondary to the artist and tune.

Prime reason for the heavy buying of 33 stereos, Boorstein explained, is that adult programming not normally available on the 45 monaural single is programmed.

3 Tenn. Distributors To Participate in Stereo Program

MEMPHIS—Three Memphis distributors will participate in the Music Operators Singles Service (MOSS) program to distribute to operators 33 singles not obtainable through record shops.

They are:

Southern Amusement Distributing Company, AMI distributor. General Manager is Charles V. McDowell.

S & M Sales Company, Inc., Rock-Ola distributor. General manager is Alan Dixon.

Or-Matt Amusement Company, Wurlitzer distributor in West Tennessee. Edward H. Newell is owner. Newell is a district agent for Standard Automatic Music Company of Little Rock, which has the Mid-South territory.



Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

- GLORIA LYNNE—Gloria Blue.....Everest
- SAM COOKE—Mr. Soul, Vol. 1.....RCA Victor

Pop Instrumental

- SAMMY KAYE—Come Dance With Me.....Decca

Jazz/Rhythm & Blues

- HANK BALLARD—The 1963 Sound.....King

Folk

- THE KINGSTON TRIO #16.....Capitol

Specialty

- THE MONKIFF BROTHERS—Who Stole the Keeshka.....Everest

SEEBURG ARTIST OF THE WEEK

MARTY ROBBINS—Devil Woman
Columbia (Country Vocal)

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

MUSIC OPERATORS STEREO SERVICE

MY ROMANCE

RSI • JACK JONES • STEREO

THEY DIDN'T BELIEVE ME

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

STARDUST

RSI • BOSTON POPS/ARTHUR FIEDLER • STEREO

THE GLOW WORM

From RCA Album "Stardust"

BILLY GOAT HILL

RSI • THE KINGSTON TRIO • STEREO

TAKE HER OUT OF PITY

From Capitol Album "The Best of the Kingston Trio"

CHEROKEE

RSI • CATERINA VALENTE • STEREO

SUMMERTIME LOVE

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

ALLEY CAT

RSI • DAVID CARROLL AND HIS ORK • STEREO

FLY ME TO THE MOON

From Mercury Album "Today's Top Hits"

SILVER SPOTLIGHT SERIES

Designed Exclusively for

JUKE BOX PROGRAMMING



ITALIAN OPS TO AUDITION DISKS

ROME—The DisCorriere, a new semi-monthly record publication directed toward juke-box operators, is now organizing Juke Box Clubs in various centers of the country where operators will be able to hear new records before their release. Choice of records and their presentations will be left to the record companies. One such club is planned for each provincial capital of the country. The publication is a controlled circulation paper distributed without charge to all juke box operators.

Tenn. Ops Dig Rich, Wood

MEMPHIS — Two singles just released are getting top action from operators in Memphis and the Mid-South.

They are: "She Loved Everybody But Me," with Charlie Rich on Groove, and "Do Darlin'," with Bobby Wood on the Joy label. Wood, who left recently for six months in the Army, has the best of several singles in this one, according to Frank Berretta, manager of Poplar Tunes Record Shop, a one-stop.

Rich and Wood have in com-

mon that they are both from the Mid-South (Rich from Benton, Ark., Wood from New Albany, Miss.) and both got their start in Memphis; and both are pianists, composers and singers.

Berretta said the two disks, both released August 5, are breaking fast. The operators interviewed, Edward H. Newell, Drew J. Canale, Parker Henderson, Jack Embry, all said the two singles were the best new ones they had put on their boxes last week.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CANDY GIRL

4 SEASONS, VEE JAY 539

MARLENA

WIPE OUT

SURFARIS, DOT 16479

SURFER JOE

SURFER GIRL

BEACH BOYS, CAPITOL 5009

LITTLE DEUCE COUPE

MY WHOLE WORLD IS FALLING DOWN

BRENDA LEE, DECCA 31510

I WONDER

HOPELESS

ANDY WILLIAMS, COLUMBIA 42795

MORE

SOMETHING OLD, SOMETHING NEW

PAUL & PAULA, PHILIPS 40130

FLIPPED OVER YOU

WHEN I'M WALKIN' (Let Me Walk)

FATS DOMINO, ABC-PARAMOUNT 10475

I'VE GOT A RIGHT TO CRY

EUROPEAN NEWS BRIEFS

Kaestner Re-Elected

HAMBURG — Heinz Kaestner of Kassel has been re-elected president of the German Coin Machine Wholesalers' Association (DAGV), along with other members of his staff.

Distributors report that business is holding up well, despite the tapering of the German coin machine boom. However, the DAGV is warning members that the cost-price squeeze is increasing and that profit margins have been sliced razor-thin.

There is considerable apprehension in the trade, moreover, as to the effect of the prospective added-value tax, for which a draft bill is now before the German Parliament.

German Payouts

BONN — West Germany is marking a decade of payout machine operation. Parliament approved the legislation for the so-called Groschenspiel on August 18, 1953, and the payout law since has come to be acclaimed as a model for the world trade.

Maximum play is restricted to one Deutschmark or 25 cents, but most machines are set for 10-pfennig coins. In contrast to the attitude of operators in other countries, German phonograph operators in the majority favor payouts, and many, if not a majority, operate payouts as well as phonographs.

Unlike British operators, the Germans find no contradiction

between payout and phonograph operation. The majority argue, on the contrary, that payout operation strengthens the operator's financial base and, in effect, makes him more effective in phonograph operation.

Cinebox Support

ROME—European trade representatives are studying the almost unprecedented support being given Cinebox, the Italian film phonograph, by Italy's tobacco monopoly.

The tobacco monopoly has sold advertising rights on cigaret packs to Cinebox, the first time a phonograph has landed on a tobacco wrapper.

Every Italian cigaret package now plugs Cinebox, and play has spurred appreciably across Italy in the wake of the new advertising campaign. The advertising has proved of enormous value. *(Continued on page 65)*

Williams' Unit Drop Targets Earn a Bonus



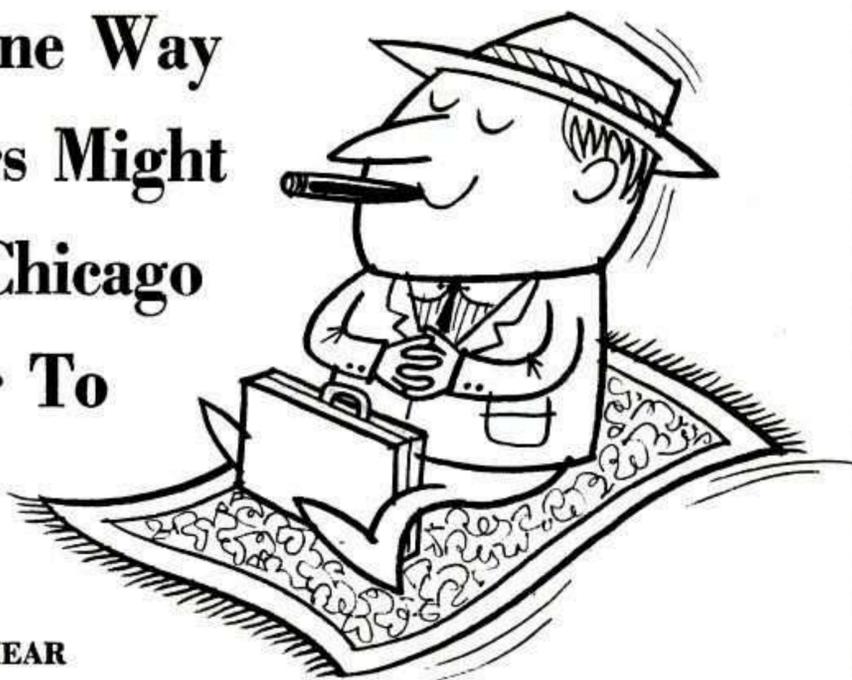
EL TORO

CHICAGO — El Toro, Williams' new two-player pinball game, features a pair of drop targets that score 10 times the real value when lighted. Players can also earn extra balls.

The drop targets are raised by three top rollovers—each of which scores 50 points when hit. Two additional targets score 10 points and light yellow and green jet pumpers for 10 points and target for extra balls.

El Toro also has a match feature and such items as: two rebound kickers, plastikote finish playfield, locked cash box, slug rejector and twin chutes.

Here's One Way Operators Might Get To Chicago In Order To See



THE LATEST MODELS AND HEAR THE LATEST RECORDS

Exhibitors Include

- AUTOMATIC PHONOGRAPHS
- RECORD COMPANIES
- AMUSEMENT GAMES
- POOL TABLES
- KIDDIE RIDES
- CIGARETTE VENDING MACHINES
- PHONOGRAPH NEEDLE MANUFACTURERS
- COIN MACHINE SUPPLIES
- BACKGROUND MUSIC

Attend Forums Dealing With

- PROGRAMMING OF MUSIC
- ROUTE ADMINISTRATION
- FINANCIAL PROBLEMS

See and Hear

well known Record Personalities at the

FRIDAY NIGHT, SEPTEMBER 6, BANQUET

Plan to Attend the 1963 13th Annual

M.O.A. CONVENTION & SHOW

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

Sponsored by:

MUSIC OPERATORS OF AMERICA

228 N. La Salle Street

Chicago 1, Ill.

FOR SALE Games & Bowlers

- Keeney Sportsmen... \$ 95.00
- Bally Spinner... 145.00
- United Chief Shuffle... 85.00
- Bally Official Jumbo... 195.00
- Bally Congress Shuffle... 75.00
- C.C. Championship Shuffle... 65.00
- C.C. Advance Pool... 25.00
- Gottlieb Miss Annabelle... 185.00
- Gottlieb Texan... 265.00
- Keeney Hi-Straight... 125.00
- Midway Rifle Gallery... 195.00
- C.C. Ray Gun... 395.00
- Hi Diver... 145.00
- Black Jack... 195.00
- Roto Pool... 165.00
- Continental, 2 pl... 95.00
- C.C. Pro Hockey... 295.00
- Jungle... \$165.00

Phonos—Wall Boxes

- Wurlitzer 2400, 2404, 2410... \$545.00
- Wurlitzer 2500, 2504, 2510... 645.00
- Wurlitzer 2300... 445.00
- Seeburg 200 Sel. WB... 49.50
- Seeburg KD... 295.00
- AMI 120 WB... 20.00
- Wurlitzer 5210 WB... 59.50
- Wurlitzer 5207 WB... 37.50
- Seeburg 3W1 WB... 18.50
- AMI Lyric 100... 395.00
- AMI E 120... 85.00
- AMI G 120... 195.00
- AMI Bar Brackets... 2.70

Call, Write or Cable. Cable: LEWJO. Distr. for Smokeshops & Gottlieb.

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel.: MEIrose 5-1593 Tel.: AX 1-6969

SHUFFLE ALLEYS

- Mystic
 - Banner
 - Chief
 - Royal
 - Mars
 - League
 - Mercury
 - Rainbow
 - Speedy
 - Super
 - Bonus
 - Super
 - Frame
 - Starlite
- \$75.00** each

- Atlas... \$210
- ABC... 125
- Clipper... 150
- Congress... 145
- Club DeLuxe... 275
- Cyclone... 250
- Comet Target... 125
- Eagle... 225
- Flash... 275
- Four Way... 425
- Five Way... 525
- Gold Medal... 125
- Handicap... 125
- Holiday... 125
- Jupiter... 145
- Lightning... 150
- Lucky... 195
- Niagara... 225
- Pro-Shuffle... 475
- Regulation... 125
- Red Pin... 245
- Rocket... 100
- Speed Bowler... 150
- Score-a-Line... 125
- Six Game... 425
- Sure Fire... 375
- Six Star... 195
- Shuffle Target... 100
- Star Shuffle... 225
- Top Notch... 125

BOWLERS

- ABC Lane 11'... \$125
- ABC Tournament 14'... 175
- ABC Champ 14'... 225
- Bonus 14'... 295
- Bowling Alley 14'... 125
- Challenger 11' & 14'... 450
- Classic 16'... 250
- Duplex 13' & 16'... 425
- Duchess... 575
- Falcon... 550
- Five Star 13'... 675
- Frolic 16'... 745
- Jumbo 13'... 275
- King Bowler 16'... 425
- Lucky 11'... 275
- Playtime 16'... 350
- Princess 14'... 675
- Pan American 14'... 450
- Queen Bowler 16'... 495
- Royal 13' & 16'... 250
- Simplex... 375
- Savoy 16'... 550
- Tropic 13'... 895

CLEVELAND COIN

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



M. S. GISSER Sales Manager

BULK VENDING

Pa. Per-Machine Tax Defeated

CHICAGO—A bill termed the "vending industry's most dangerous legislative threat" by the National Automatic Merchandising Association, was defeated in Pennsylvania last week. According to Thomas B. Hun-

gerford, NAMA executive director, the bill (H.B. 1593) which passed the Pennsylvania House July 26 "would have been the first step toward vending's complete destruction in that State with ominous overtones in other States."

Killed by the Senate Rules Committee last week, the bill would have set a \$50 annual tax on all coin-operated machines selling more than 5-cent items in first-class school districts.

Major Cities

A first class school district in Pennsylvania has 1,500,000 or more population. Hungerford said that the vending industry in such major cities as Pittsburgh and Philadelphia would have been wiped out over night.

He explained that H.B. 1593, introduced July 2 in the Penn-

sylvania House, was meant to raise funds for schools, but was considered dead by vending industry observers.

However, three weeks later, the bill was revived with "unprecedented speed," passed by the House in a single day without a hearing and was sent to the Senate, said Hungerford.

Quick Action

He noted that NAMA and the Pennsylvania Automatic Merchandising Council (NAMA affiliate) organized a program in less than 48 hours, "that turned what appeared to be serious defeat into a solid victory."

"Without the facilities and 27-year know-how of NAMA and on-spot work of PAMC, the outcome might have been vastly different," said Hungerford.



A DISPLAY CARD used in the new Victor Vending Corporation quarter capsule vender is examined by Logan Distributing Company president, Jack Nelson (right), and Billboard's Nick Biro. Typical merchandise available in the quarter capsules includes scatter pins, bracelets, necklaces, cigaret lighters, cuff links, tie-bars, rings and money clips. The artificial flower held by Biro is a hot capsule item.

Electric Money Maker
Famous ACME
ELECTRIC
MACHINE

Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
 2 and up 23.50
 Floor Stand 5.00

ORDER TODAY
 1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH
 Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

S. L. London Holds School On Seeburg Coffee Unit

MILWAUKEE — Operators from all parts of Wisconsin attended the recent Seeburg service school at the S. L. London Vending Company here. The session was devoted to Seeburg's Bally coffee machine.

Seeburg factory vending sales engineers, Freeman Woodhall, Emmet Engels and Fred Gato were in charge of the session. Also on hand was Robert Dunlap, Seeburg district vice-president.

Attending were: Gary Nehring, Clem Jones and Fay Jones, Zaug's Vending, Appleton; Dick Pavlic and Victor C. Pavlic, Pavlic Vending Service, Brookfield; Al Moselle, Al Moselle Wholesale Distributors, Germantown; Bob Arnold, Dick Heck, Ronald DeWitt and William Bulters, Owen Vending, Janesville; George Moore, Cup Vendors, Inc., Janesville; Russell Vincent and Kenneth L. Zeutzues, Konop Vending, Green Bay; H. E. Sprain, William Riordan and Frank Bina, Bina Candy

Sales; Leroy Staudt, George's Coin Service, Mantiowoc; Robert R. Rathman and Jens Nielsen, Quality Beverage, Manitowoc; W. J. Boushley, R. E. Murray, N. Jensen and Jim L. Fischer, Nelson Vending, Menasha; Art Jones, M. & W. Vending, Marinette; Charles R. Acker, Falls Vending (Division Kendou, Inc.); Tom Wrintan Jr., Davies Automatic Sales, Racine, and L. Thompson and Richard Watson, Watson's Vending, Sheboygan.

From Milwaukee were: Edward F. Schmidt, Elsie Pfizenmaier, Philip J. Lecus, E. Quiroz, Gerald Lind and Pete Kuhn, Geiger Automatic Sales; Al Haskell, Sweetheart Cup Corporation; Jerome Zarzynski, Lee Bertram, Ed Billyard, Paul DiSalvo and Stanley Kass, Skylark Vending; Jack Spear and Erwin Samp, Samp Automatic Sales; Harvey Matt and Dennis Matt, Audey-Matt Vending; James Thompson; Dan Karolzak, Dan Dee Vending; Gordon Lewandowski, G. L. Vending; Mike Jelak and Charles Rogutich, 20th Century Vending; W. Pries, Pries Beverage Vendors; Heinz Weber, Stacy Ven-Drink; Ben N. Santoro; Gerald Vinduhoif, Ronald Ehli, John Maly, Marvin Buxaud and Ronald H. Adler, Refreshment Service; Paul Fundrick, AMC; Clarence Wessinger, Mark Spencer, Dick Julien and Randall Wittig, Automatic Merchandising Corpora-

N. Y. Bulk Operators Move To Police Vending Trade

NEW YORK—Increased efforts will be made by the New York Bulk Vendors Association to police the industry in the metropolitan area and to discourage blue-sky operations and unethical practices.

NYBVA members met at the Fraternal Club House here Monday night (12) to discuss current problems.

Sid Mollengarten said that a few operators were using 10-cent charm items in their display cases, but stocking the machine with 5-cent capsules.

He said that though only a handful are guilty of this practice, the entire operating industry will bear the blame in the event of a crackdown.

Oddly enough, these deceptive practices don't create more revenue for the operator, according to Roger Folz, NYBVA president. Folz pointed out that children are extremely shrewd buyers and it is almost impossible to fool them more than once.

Mollengarten added that the machines which carry 10-cent items on the display card and vend 5-cent items generally don't empty very fast and the operator would make more money if he offered an honest value.

tion; Clarence Riesmeyer, Russell Vending; Arthur Wisth, Wisth Vending Company; Peter Pitch, Pitch Specialty Company; Tom Cocking and Florian Nowak, Automagic Vendors.

Regarding the mixing of a few dime items in a nickel capsule mix, Moe Mandell reminded the operators that charm items must be of equal value.

Aaron Sternfield, Billboard coin machine editor, spoke briefly on blue-sky promotions. He told operators to notify newspapers in which advertisements of this type appear and inform the advertising managers about misrepresentations.

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HEADQUARTERS

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Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

PARKWAY MACHINE CORP.
 715 ENSOR ST. BALTIMORE 2, MD.

KING RING MIX

A 10c Capsule Mix of the most beautiful rings in the world.

Only \$36.00 per M.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission St., Pittsburgh 3, Pa.
 World's Largest Selection of Miniature Charms

5c ATLAS MASTER Jumbo Charm Vendor



BOB GUGGENHEIM (necktie and glasses) and Mrs. Guggenheim enjoy a dinner with Hong Kong suppliers. The New York charm manufacturer visited Japan, Hong Kong and Taiwan for new charm items. He farmed out 10 items for manufacture and an importing another 10 items for capsule vending. The dinner scene above took place on a barge in Hong Kong's harbor. The Guggenheims took a sampan to get there.

WIGGLY
Frightning Bugs NEW FOR 5c CAPSULE VENDING
 Only \$22.50 per M in Capsules

AT YOUR NEAREST WAREHOUSE OR DIRECT FROM ...

ARL GUGGENHEIM, Inc.
 159-07 Archer Ave., P.O. Box 510
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The Best in Scare-Em's
 from \$24 per M capsuled and up
 Live displays available.

PAUL A. PRICE CO., INC.
 5 Skillman Street ★ Roslyn, N. Y.
 Phone: 516 MA 1-5500

Atlas Names Joe Klykun



JOSEPH KLYKUN

CHICAGO—Joseph Klykun, a 12-year vending machine veteran, has been named sales manager of Atlas Music Company's vending division here. Klykun has a sales and engineering background and was sales engineer for the former ABT Manufacturing Company. Most recently he was regional sales manager for Rowe AC Services' bill changer division.

Atlas was recently repurchased from Rowe AC Services by its former owner, Eddie Ginsburg, and continues to handle the full Rowe AC juke box, background music and vending line.

Klykun said that Atlas is planning a number of vending schools for operators in the immediate future. He invited operators to join him at the Rowe AC booth during the forthcoming National Automatic Merchandising Association convention here.

NYBVA Members

NEW YORK—Stan Goldstein and Cy Hecht were voted into membership of the New York Bulk Vendors Association here Monday (12).



EASTERN DISTRIBUTORS, INC.'S Coffee vending seminar held recently in Philadelphia, showing some of the 60 owners and managers of 26 Seeburg vending operations in the Pennsylvania-Delaware-New Jersey area. Charles J. Grebinger, assistant field research director for the Coffee Brewing Institute, conducted the session.

NVA Counsel Blasts Blue Sky Operations

By NICK BIRO

CHICAGO — Don Mitchell, National Vendors Association legal counsel, issued a strong blast last week against blue sky operations, urging members of his group to "help the industry police itself against these injustices."

Mitchell's warning followed disclosure in Billboard (August 17) that the name of Nick Kenny, popular Broadway columnist, and the Asthmatic Children's Foundation, a respected philanthropic group, were used to promote a blue sky vending venture in New York.

Mitchell said that NVA had long worked with Better Business Bureaus and other civic groups to prevent the spread of this sort of practice.

Not Legitimate Members

He noted it was the sort of thing that could give people the wrong idea about the bulk vending business despite the fact that the blue sky promoters were not legitimate bulk industry members.

Mitchell said that if operators who enter the bulk vending business were to join NVA immediately, this sort of thing could be prevented.

The NVA legal counsel said that neither he nor NVA were previously aware of the "New York situation," but that he was not unfamiliar with what had happened.

He emphasized, however, that the people involved were not NVA members and that the bulk vending industry should not be held responsible for the actions of a few "fast-buck promoters."

The New York situation referred to by Mitchell involved Hygienic Vendors of Long Island City, which had been advertising in New York newspapers to put investors in the vending business.

Several local operators who checked out the ads found that the firm was offering to sell a

four-unit Beaver installation, on location, for \$250. Market price for the equipment is around \$100.

In getting the locations, Hygienic told management that 10 per cent of the profits went to the Asthmatic Children's Foundation and threw in Nick Kenny's name to make the deal more binding.

Kenny and an associate told Billboard they had agreed to the use of the name because they felt the charitable contribution would do much to help asthmatic children, but the associate noted he had since had second thoughts about the arrangement.

Mitchell urged operators throughout the country to help NVA police this sort of practice by continually checking local papers and reporting any irregularities to the association.

He said NVA would take prompt action against any blue sky operations.

No. England Counties Go For Cinebox

LONDON—Cinebox, Italian cinema-juke box, is catching on in the British northern counties. This is reported by Filmbox Equipment Ltd., sole United Kingdom distributor of the unit.

A Cinebox unit recently installed in the King's Head Hotel, County Durham, is collecting substantial coin, the firm reports. Other tavernkeepers, noting the interest of pub customers, have inquired about installations.

Cinebox was installed in the Italia Coffee Bar, Middlesbrough, Durham, last week. This was under 14-day trial arrangements.

Unlike many cases of applications to install juke boxes, local police made no objections about Cinebox.

Burglars Hit Memphis Op

MEMPHIS — Burglars broke into Or-Matt Music Company last week, broke open a safe and escaped with \$487 in cash, owner Edward H Newell reported.

The thieves also carted off another safe, broke it open on a remote country road, but it had no money in it. Newell kept papers in it.

The burglars also stole a typewriter valued at \$100, a \$75 check-writing machine and broke open a drink machine. Newell said the safes were valued at about \$200 each.

The burglars gained entrance by breaking through a back window and steel grill, Newell said. They got into the safe by knocking off the handle and using an electric drill.

Newell said he had burglary insurance to cover the loss.

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-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

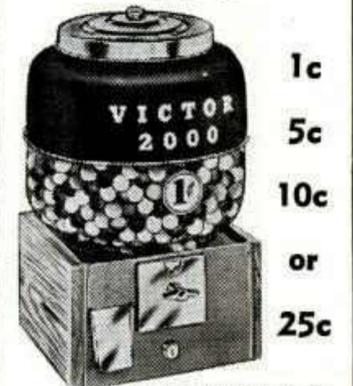
MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.49
Pistachio Nuts, Jumbo Queen, White	.42
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.44
Cashew, Butts	.41
Peanuts, Jumbo	.48
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bo Ball Gum.	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR 2000



Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Items 100-Count Gum mixed with Rocket Charms at 5c per play.

Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W 36th St. New York 18, N. Y.
LOngacre 4-6467

Say You Saw It in Billboard

USED VENDING MACHINES

N.W. Model 49, 1¢ or 5¢	\$ 9.95
N.W. Tab Gum	15.00
N.W. 5¢ Package Gum	17.50
Mills 1¢ Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1¢	8.50
Victor Baby Grand, 5¢ capsule	7.50
Victor Vendoramas	12.50
Victor 10¢ Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack	Per Lbs.
Cashews, 450 ct.	30	.62
Mixed Nuts	30	.55
Spanish Peanuts	30	.33
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.30
Boston Baked Beans	30	.30
Licorice Lozenges	30	.30
Confection Mix	30	.30
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.30
Candy Corn	30	.25
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainbo Tabby-Lets 520	30	.32
Maltettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and asstd. colors	18	.34

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. WRITE FOR CATALOG.

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520 Second Avenue, North Birmingham, Alabama
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A NEW CHARM ITEM WITH LOTS OF FUN-VALUE...

Goofy Teeth

PINK GUMS, WITH 2 GOLD TEETH
\$10.00 PER THOUSAND
F.O.B. Jamaica, N. Y.
in your nearest Eppy Warehouse

EPPY CHARMERS INC.

91-15 144th Place, Jamaica 35, N. Y.

VENDING HEADQUARTERS for VICTOR

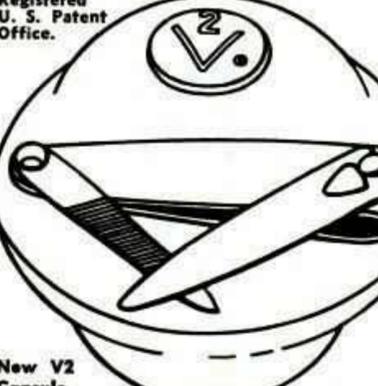
THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity... Holds 2,000 Balls 100-Count Gum... or 600 10c Capsules... Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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OPERATORS REPORT FABULOUS EARNINGS FOR

VENDORAMA® V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®

VICTOR VENDING CORP.
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New V2 Capsule shown actual size.

SEND FOR COMPLETE LISTS

Vending Machines	Shuffle Alleys
Music	Pool Tables
Amusements	Rides
Pin Games	Bowlers
Assorted Arcade Equip.	
Penny Weighing Scales	
Records of All Types	
Parts and Supplies	

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DAVID ROSEN

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PHONE CENTER 2-7903

Wurlitzer Issues Financial Report

NORTH TONAWANDA, N. Y.—The Wurlitzer Corporation this week reported that first quarter sales of juke boxes, pianos and organs were 10.6 per cent higher than a year ago, while defense orders dropped 81.7 per cent in the same period. Total sales were down 4.1 per cent in the quarter.

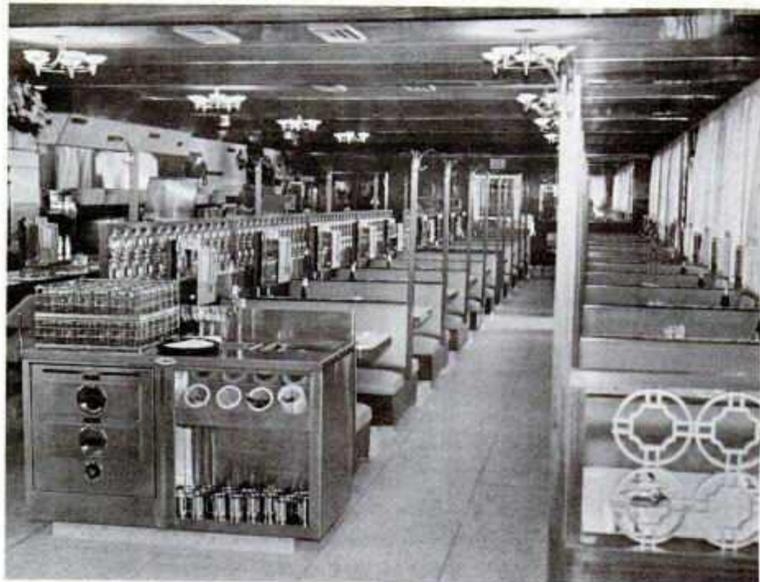
Net earnings for the quarter were \$4,960 on \$6,547,899 equal to 1 cent per share on 897,128 shares of common stock, compared with a net loss of \$129,956 or 15 cents per share on 891,264 shares for the same period last year.

R. C. Roling, president, noted that all indications were that Wurlitzer's fall and winter business would be better than last year. He said that at the recent music industry convention in Chicago, Wurlitzer orders for pianos and organs were more than double those booked at the convention a year ago.

Greco Bros. Get Big One



FRANK GRECO, left, and Tom Greco, right, pose with George Zidro and George Kakoullis, owners of the Park Diner, Kingston, N. Y.



HERE'S WHY THE GRECO BROTHERS, Glasco, N. Y., operators are smiling—30 Rock-Ola 160-selection wall boxes and 16 ceiling speakers on one location.



THE 125-FOOT-LONG DINER seats 150 persons and should be one of the busiest stops in the Hudson Valley area.

N.W. Ohio Ops, 26-Strong, Head For MOA Parley

CHICAGO—A delegation of 26 operators and wives will represent the Northwestern Ohio Music Operators at the annual Music Operators of America convention to be held here September 4-6.

Maynard Hopkins, president of the Ohio Association, and Bill Hullinger, secretary-treasurer will head the group. Both men are also MOA vice-presidents.

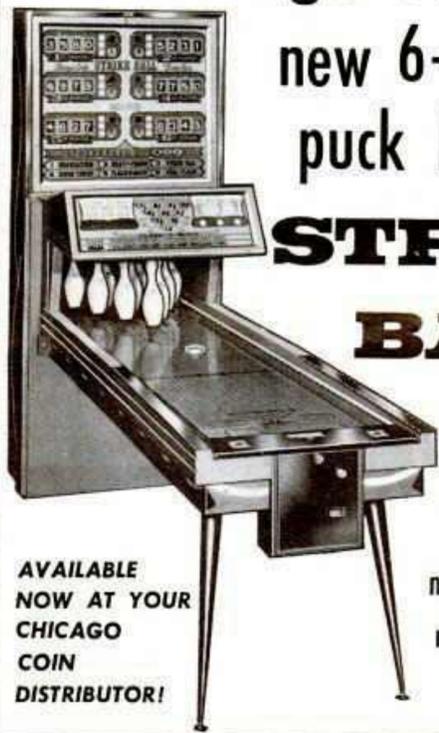
The Ohio contingent decided to come en masse following the group's annual summer outing held at the Breakers Hotel, Sandusky, Ohio, last week.

More than 50 operators and wives turned out for a day at the "Midwestern Disneyland" site. A cocktail party preceded dinner in the Anchor Room.

Hullinger noted the group was looking forward to the Chicago meeting and was particularly interested in both the MOA and following National Automatic Merchandising Association conclave.

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Get it fast.
Get it often. Get Billboard.

NEW YORK—Ben Chicofsky, office manager of the Music Operators of New York, Tuesday (13) watched his niece, Susan Lynn, on the ABC television network show, "Talent Scout." Miss Lynn, a 16-year-old schoolgirl from Far Rockaway, N. Y., has already made a couple of singles on Dual Records. She sang on the television show after being introduced by Mamie Van Doren.

BUY **Bally** FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

Play Really Swings with GOTTIEB'S NEW 2-PLAYER **SWING ALONG**
Novel Swinging Targets Add Brand-New Hi-Fi Sound to Scoring!
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OLYMPIC — PREVIEW — FASHION SHOW — SUNSET — ALOHA — LANCERS — FOTO FINISH — FLYING CIRCUS — LIBERTY BELLE — BIG CASINO — OKLAHOMA — SHOW BOAT — TROPIC ISLE — COVER GIRL — GAUCHO — RACK-A-BALL
Highest Prices Paid!

WEEKLY SPECIAL Completely Reconditioned Gottlieb **SWEET SIOUX** 4-Player \$250

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electric scoreboard
FOR SHUFFLEBOARDS
Natural Finish Hardwood Cabinet
● Two-faced ● Fits any shuffleboard ● Scores 15-21 and/or 50 points ● Large metal ABT coin rejector box ● Coin-operated
● 10c 1 player or 10c 2 player by simple plug switchover ● Aluminum button scoring blocks ● Chrome tube supports
IMMEDIATE DELIVERY . . . \$169.50
Terms: 1/3 dep., Bal. COD or S.D.
MARVEL MANUFACTURING CO.
2845 W. Fullerton Ave., Chicago 47, Ill. Phone: DI 2-2424



FACULTY FOR ROWE AC SERVICES' SCHOOL at J. H. Lynch Company, New Orleans, includes Hans Von Reydt, regional sales manager; John Hickman, John Pentacost; Jim Abato, director of service engineering; Vinnie Franchetti, Bill Dorn and Ellis Royal. The sessions, held June 24-28, were well attended by New Orleans operators.



BILL DORN, instructor at Rowe AC Services' service school held at J. H. Lynch, Inc., New Orleans, demonstrates the fine points of servicing a Rowe cold drink vender.

Report From Britain

BBC - TV demonstrated a penny-operated Edison cylinder phonograph on "Hiss Versus Hi-Fi" program, fortnight ago. . . . Vending Automats, Ltd., has opened a new factory in Llandudno, Wales, and continues Coin-Amusement machine service training and trading. . . . George Coughtrey, head of the Coughtrey Automatic Supplies, Ltd., Nottingham, has extended his showrooms in that city. . . . Jim Crompton, head of Rams-gate coin-amusement factory, is in a London hospital recovering from surgery.

Peter Simper & Company, Ltd., has added eight minivans

to the firm's service fleet. . . . John Hardy, head of Bordon Motors, Hampshire, is specializing in vehicle sales and service to juke box and coin amusement operators.

Ronald Heaton, former principal of Cromford Automatic Company, Manchester, has been arrested on a warrant issued in 1960, accused of false pretenses. . . . Utility gas explosion at Hastings seafront recently damaged the premises of coin amusement operator J. W. Evans, of Bexhill. London traders and manufacturers volunteered all assistance to help him resume business, he reports.

CROWN Imperial 6-POCKET POOL TABLES

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DEPENDABLE . . .
FUNCTIONAL BEAUTY

. . . your assurance of
Operating Security.

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COINMEN IN THE NEWS

MILWAUKEE MENTIONS

Carl Betz left his post as route foreman for P. & P. Distributing Company to join the S. L. London Distributing Company. Betz was with P. & P. for seven and a half years. . . . Two new back shop men have joined the Hastings Distributing Company staff. They are Wing Schneider and trainee Tom Wiebker. . . . The

next meeting of the Milwaukee Phonograph Operators Association will be held in October, according to President Sam Hastings. "We expect most of our members will attend the MOA convention in Chicago during September," said Hastings.

Cigaret vending sales have been booming of late, reports Doug Opitz. The reason: Newly

imposed State taxes make vending prices more attractive to the consumer. . . . Charles Opitz is back in the coin machine business. He's working for his brother Doug. **BENN OLLMAN**



VIVA EL TORO! OLE' FUN!



- 2** PLAYER REPLAY GAME WITH EXTRA BALL FEATURE
- 2** DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

*** NEW**
SIMPLE
FINGER-TIP
CONTROLLED
PLAYFIELD
LATCH

See Us at the
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BOOTHS 29-33

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in announcing another*

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THE NEW latchlock playfield - NOW standard on all Williams flipper games.

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- is easily accessible
- operates at fingertip pressure
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just lift/turn/and raise playfield

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BUY THE BEST - BUY WILLIAMS



YOU HAVE NEVER SEEN GAMES SO CLEAN!!!!!!

BOWLERS & SHUFFLE ALLEYS

4—Unit. 13' Playtime B.A. Ea. \$275.00	1 Unit. 16' Dixie B.A. \$475.00
4—Unit. 16' Playtime B.A. Ea. 275.00	1 CC 4' Section—Classic 45.00
11—Unit. 16' Duplex B.A. Ea. 315.00	1 Unit. Deluxe Lightning S.A. 85.00
5—Unit. 13' Duplex B.A. Ea. 315.00	1 Unit. Deluxe Shuffle Targette. 75.00
5—CC 16' Duchess Bowlers. Ea. 475.00	1 Unit. Deluxe Team S.A. 75.00
10—CC 16' Princess Bowlers. Ea. 625.00	1 Unit. 11th Frame S.A. 75.00
5—CC 16' Gold Crown Bowlers. Ea. 700.00	1 4' Section Unit. Five Star B.A. 45.00
5—CC 16' Royal Crown Bowlers. Ea. 775.00	1 CC Holiday S.A. 75.00
1—CC Queen Bowler 16' 350.00	2 Unit. Hi Score B.A. Ea. 75.00
2—Unit. 16' League B.A. Ea. 395.00	1 Unit. Handicap S.A. 75.00
5—Unit. 16' Holiday B.A. Er. 700.00	10 Unit. 16' Jumbo B.A. Ea. 250.00
5—Unit. 16' Frolics B.A. Ea. 600.00	1 Unit. Lightning S.A. 72.00
5—Unit. 16' Team Mate B.A. Ea. 400.00	1 Unit. Niagara S.A. 75.00
1—Bally All Star Deluxe Bowler 75.00	1 Bally Official Jumbo S.A. 225.00
1 Unit. 13' Advance B.A. 375.00	1 Unit. Pixie Bowling Alley 100.00
1 Bally ABC Super Deluxe S.A. 100.00	2 4' Sections for Princess. Ea. 45.00
1 Bally ABC Bowlers S.A. 75.00	9 Unit. 16' Royal B.A. Ea. 175.00
1 Bally 4' Section 35.00	1 Unit. 13' Royal B.A. Ea. 175.00
4 Unit. 16' Bonus B.A. Ea. 275.00	4 CC Rocket Shuffle Alleys. Ea. 50.00
2—CC Bowling League. Ea. 75.00	2 CC Rebound Shuffle Alleys. Ea. 25.00
1 Bally Deluxe Club Bowler S.A. 150.00	2 Unit. Six Star S.A. Ea. 115.00
1 Unit. Banner Shuffle Alley 75.00	2 CC Six Game Shuffle Alleys. Ea. 325.00
2 Bally Bank Ball. Ea. 150.00	1 Unit. Shuffle Baseball 275.00
1 Unit. Chief Shuffle Alley 50.00	1 Unit. Shooting Star S.A. 75.00
1 Bally ABC Champion B.A. 150.00	2 Unit. Sunny Shuffle Alley. Ea. 300.00
1 Unit. Capitol Shuffle Alley 85.00	1 Midway Ski Fun 75.00
1 CC Championship S.A. 75.00	2 Unit. Shooting Star S.A. Ea. 75.00
1 Bally Congress Shuffle Alley 100.00	1 22' Shuffle Alley 150.00
1 CC Criss Cross Shuffle Alley 50.00	1 4' Section Unit. Team Mate 45.00
	2 CC Variety Roll-down. Ea. 395.00

FIVE BALLS

2 Flipper Parades \$225.00	Wms. Skill Ball \$150.00
1 Bally Cross Country 300.00	1 Steeple Chase 75.00
1 Wms. Hollywood 250.00	1 Sweet Add A Line 75.00
1 Gottlieb Seven Seas 210.00	3 Wms. Vagabond. Ea. 275.00

ARCADE & VENDING

1 DuGrenier Cigarette Machine \$ 75.00	1 V-18 18 col. Smokeshop Cigarette Machine \$175.00
1 Fawn 9 col. Cigarette Machine 50.00	2 V-36 Smokeshop Cigarette Machines. Ea. 225.00
4 National 9 col. Cigarette Machines. Ea. 70.00	2 Football. Ea. 235.00
4 Rowe 8 col. Cigarette Machines. Ea. 40.00	1 Hole in One 685.00
1 Auto Shoot Gun 295.00	1 Genco Motorama 75.00
1 Automatic Bowler 75.00	4 Seeburg 22 col. Cigarette Machines. Ea. 140.00
1 Big Innings 125.00	1 V-27 Smokeshop Cigarette Machine 185.00
2 Big Hit. Ea. 200.00	2 9 col. Smokeshop Cigarette Machines. Ea. 75.00
1 CC Bulls Eye Big League. 100.00	1 Gypsy Fortune Teller 75.00
1 Wms. Crane 75.00	2 Kiddie Kolor with tape. Ea. 150.00
1 Wms. Cross Fire Gun 150.00	3 Pro Golf. Ea. 750.00
1 Chipper Vendor Potato Chip 75.00	1 Midway Pistol Gallery 150.00
2 Continental Corvair Cigarette Machines. Ea. 175.00	2 Bally Skill Pool 75.00
4 8 col. Cigarette Machines. Eastern. Ea. 25.00	1 Midway Shooting Gallery 150.00
1 22 col. Eastern Cigarette Machine 100.00	1 Midway Target Gallery 200.00
1 Lehigh 12 col. Cigarette Machine 50.00	3 Bally Table Hockey 150.00
2 Rowe 20 col. Cigarette Machines. Ea. 150.00	1 Bally Sharpshooter 200.00
32 Rowe 11 col. Cigarette Machines. Ea. 65.00	1 Bally Spinner 175.00
	1 Space Ship Kiddie Ride 495.00
	1 Titan Gun 225.00
	1 Whirlybird 650.00

POOL TABLES

3 Fischer 3x6 Six Pocket Pool Tables Slate. Ea. \$225.00
1 3 1/2 x 7 Pool Table Slate 400.00
2 Valley Bumper Pool Table 225.00
1 Wms. 3x6 Pool Table 225.00
1 Fischer 3x6 Slate Top Pool Table 225.00
1 CC Bumper Golf Pool Table 100.00
1 Valley 6 Pocket Pool Table 225.00
1 Fischer Royal 90 Slate Top Pool Table 400.00

PHONOGRAPHS

1 G-200 AMI Phonograph \$175.00
1 K-200-e AMI Phonograph 595.00
1 K-100-A AMI Phonograph 550.00
1 HA-100-C Seeburg Phonograph 150.00
1 M-100-C Seeburg Phonograph 150.00
1 K-200 AMI Phonograph (half-back) 695.00
1 Rock-Ola 160 Rhapsody Phono. 925.00
1 HK-200 Seeburg Hideaway 250.00
10 3W1 Seeburg Wall Boxes. Ea. 24.50

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AND . . . a complimentary copy of Billboard's
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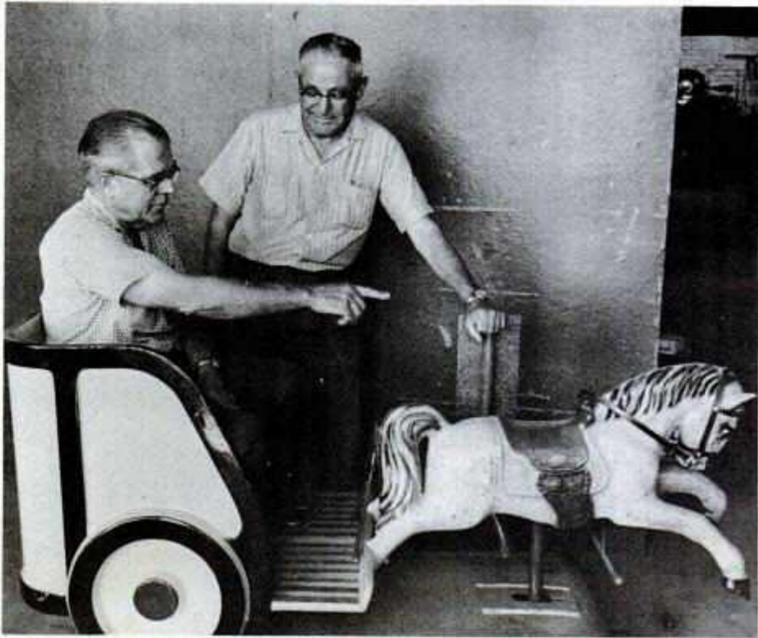
**PHONO CHARITY GIFTS
DRAW HEARTY APPLAUSE**

SALT LAKE CITY—It isn't unusual for a phonograph distributor to donate elderly phonographs to charitable institutions. However, when an operator does so he can depend upon plenty of favorable publicity, according to Ray Samuelson, of Ray's Music Company, Salt Lake City.

The veteran operator, with more than 35 years of phonograph and amusement experience behind him, has twice donated first-class phonographs to the local Veterans Administration Hospital, spaced about two years apart.

In each case, this public-spirited donation has brought much newspaper attention, and, of course, letters of thanks from federal executives and administrators in the hospital program.

Samuelson, who uses the slogan "Ray's Music Works" to call attention to his phonograph operations, particularly appreciates letters written to his headquarters by patients of the VA, who depend upon the free-play juke box for entertainment in their day rooms and recreation rooms during long periods of convalescence.



PAUL W. HAWKINS, kiddie ride designer and builder, points out features of a prototype of a new device to Sam Rosenthal, Phoenix, Ariz., operator, at the Hawkins shop in Tucson, Ariz.

Photo by Sam Abbott

ELECTRONICS



Train for a bright future as a leading electronic specialist in the modern Navy



Trade Lauds VDAI

Continued from page 57

nicians regard the VDAI stand as a model for Common Market industry generally. There is particular admiration among the experts for that paragraph in the statement reading, "There is no such 'monopoly position' (of U. S. equipment). German and American equipment stand in fair technical and price competition against each other, insofar as their different technical conception permits them to compete generally against each other.

"German manufacturers and importers are of the view that the German industry is thoroughly in the position to produce coin machines capable of competing against American machines. This has already been proved by the fact that there is, indeed, the export of German phonographs to the U. S."

The European trade generally regards the statement as strengthening the position of leadership assumed by the German coin machine trade on the Continent since the war.

In Milan a trade executive said, "We can only admire such a statement as an act of far-sighted trade diplomacy. It will enhance the prestige and influence of the German trade on the world market, and it will help the European trade generally to build a bridge across the Atlantic and avoid the miserable recriminations of the 'chicken war.'"

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POOL TABLES
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Playtime Bowler, 16 Ft. \$400.00
Jumbo Bowler, 16 Ft. 325.00
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Bally Strike 149.50
C.C. Citation Shuffle Alley, Like new 675.00
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All above equipment is reconditioned and in A-1 condition.
Mills Panoram \$375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned 200.00
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Write for Our Price List on Full Line of Coin-Operated Machines.



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BIG 3 FOR '63!
BIG IN STYLE!
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160
Rhapsody 160 With Full Dimensional Stereo Model 408 DeLuxe Stereo Monaural Phonograph

NEW **ROCK-OLA** EXCLUSIVE **FULL DIMENSIONAL STEREO** SOUND

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

EUROPEAN NEWS BRIEFS

Continued from page 59

ue to operations, and is boosting Cinebox sales accordingly.

European trade observers are studying Cinebox's tobacco pack coup from the aspect of greater industry co-operation with operators to boost their joint interests.

Austrian Bowling

VIENNA—Bowling is booming in Austria, and Australian

phonograph distributors believe the bowler boom will help lift the entire coin machine trade from the doldrums.

One of the biggest boosters of the bowling boom is John Merrill, the Wurlitzer distributor for Austria. Merrill has the Austrian franchise for the German-made Vollmer bowling game.

Merrill reports that the demand for bowlers is so big in Austria that he is installing an average of 10 locations per month.

More and more Austrian locations are being equipped for bowling, and trade optimists predict that bowling centers eventually will vie with the coffee houses as leisure-time headquarters of the Viennese.

French Bow Pinball

PARIS—The French firm of Rally S.A. is offering a new European-styled pinball, Toro.

The French game has a two-

player format, automatic counter, and a plastic housing with stainless steel. The pinball is being promoted heavily in West Germany and Italy as well as in France, where pinballs have tremendous vogue.

Rally S.A., based at Nice, is emerging as the leading French producer of games. The Riviera firm is designing a full line of new games for sale in the European Common Market.

Danish Legislation

COPENHAGEN—Denmark's trade organization, Dansk Automat Brance, is pressing a drive for uniform trade legislation, specifically with respect to licensing, taxation and royalties.

Regulation at present is in the hands of local government areas, with the result that licensing requirements and fees vary widely over different parts of the country.

The variance in regulation and taxation has an inhibiting effect upon development of the Danish trade as a whole, according to Dansk Automat Brance.

Austrian Exports

VIENNA—The Austrian firm Automatic, producer of the new juke box Musikbar, is developing a promising export market in Eastern Europe.

Musikbar is being exported to Yugoslavia, to Hungary, to Bulgaria, and to Roumania. It is also finding favor in Greece and a few units have been sent to Turkey.

It is primarily designed for high-class restaurant placement. The cabinet is designed as furniture. Selector units, together with coin box, are installed at tables. Music is selected by a telephone dialing device.

Kansas Ruling

Continued from page 57

in court by Ernest Rice, Topeka attorney.

The judge, in his opinion, states, "Counsel for the defendant argues that pinball machines which reward players with 'free games' are for amusement only and that they do not meet the definition as set out in the statute and argues further that the

fact that the proprietor of some establishments may pay patrons in money for free games does not make the machine a gambling device.

"Counsel argues further that some persons will gamble on anything but that this should not make all devices which they might use subject to seizure and destruction, and he gives as an example the fact that persons could gamble on the rotation of the blades of an electric fan."

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LATEST CATALOG
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ROCKET SHIP \$145.00
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GONDOLIER	175.00
WHIRLWIND	165.00
SUPER CIRCUS	125.00

WILLIAMS, Single

BOBO	\$175.00
CROSSWORD	165.00
DARTS	165.00
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RENO	65.00
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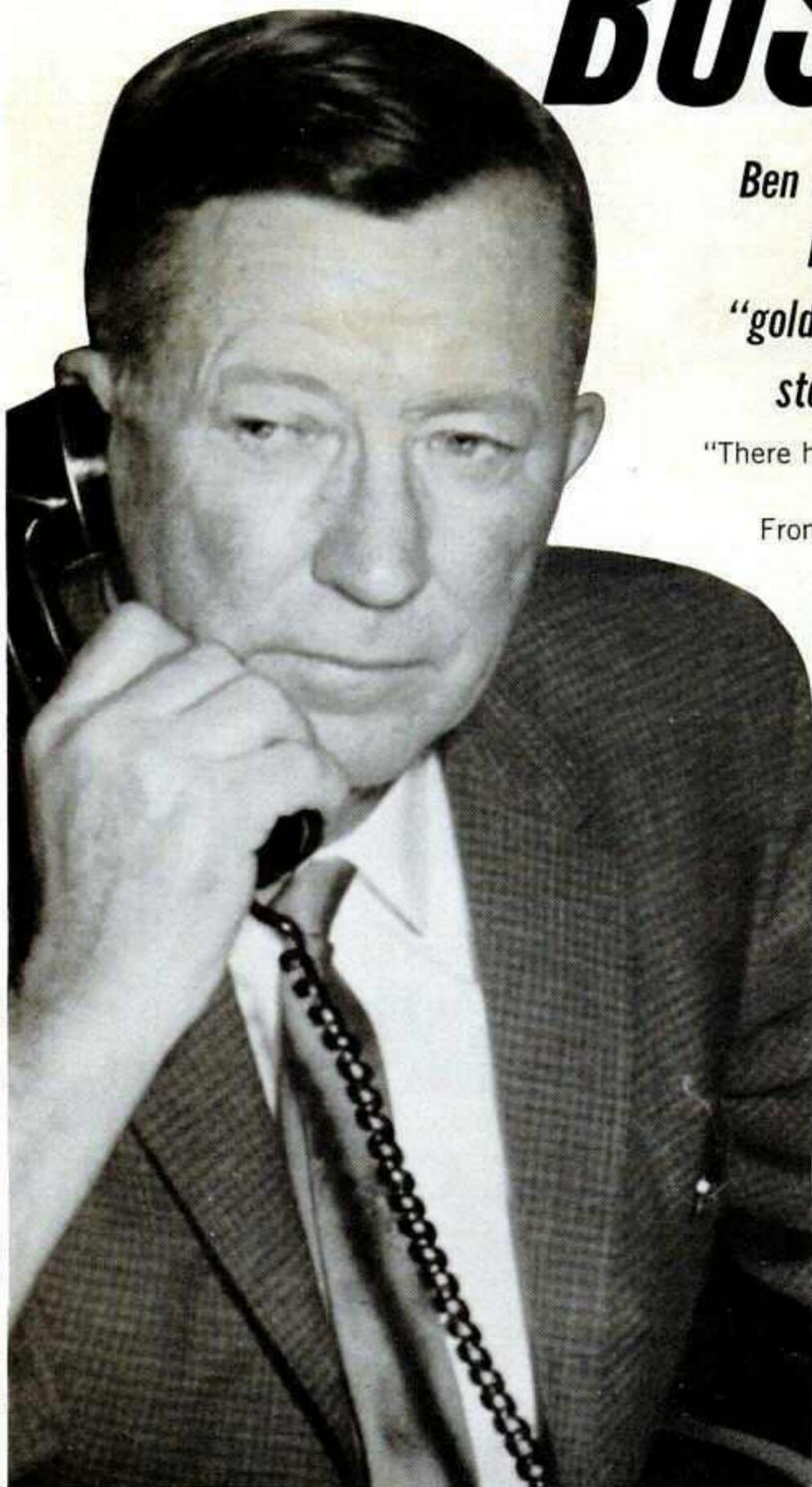
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SEEBURG LP CONSOLE AND CONSOLETTES BOOST TEXAS OPERATOR'S BUSINESS 40%



Ben McDonald (Star Vending Co.), leading Ft. Worth-Dallas music operator, says modern drive-ins are "gold mines." He is using new Seeburg equipment to step up location gross earnings as much as 315%.

"There has never been a coin music system that has caused so much excitement in my locations," says McDonald. From the 12 Seeburg LP Consoles and 173 Stereo Consolettes now installed, McDonald has gained a 40% jump in his business. Individual location phonograph gross earnings have increased as much as 315%.

"In top-income drive-ins and cocktail lounges," reports McDonald, "today's Seeburg beats them all. Gross earnings go up. Much more favorable commission arrangements are possible, because more customers play Seeburg equipment—and more of them keep on returning to the locations to enjoy Seeburg's great stereo. No matter what kind of music is most profitable in a given location, Seeburg can provide all they want of it.

Without the LP Console and the Consolettes," McDonald says, "we would have been out of the business within 2 years. Now—concentrating on top drive-ins and cocktail lounges—we are in it big."

BEN McDONALD, Ft. Worth, leading Texas operator for 29 years, founder of Star Coin Machine Co. In the late 1950s, when son C. W. "Pete" McDonald went into full-line vending, the firm name was changed to Star Vending Company.

SEEBURG

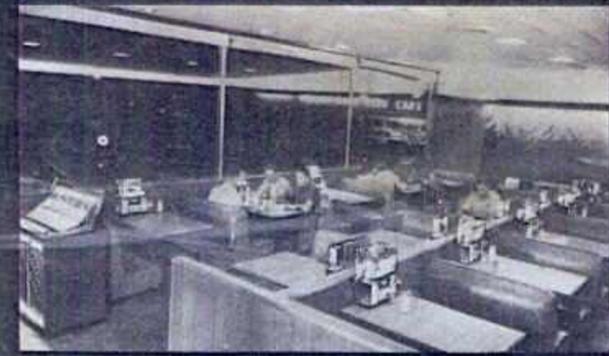
Music for Profitable Public Entertainment



LONE STAR DRIVE-INS' 12-location chain in the Ft. Worth-Dallas area now has 4 equipped with new Seeburg music and 4 more contracted for. Gross earnings are already up 25%.



OF THE 5 CLOVER DRIVE-IN restaurants in the Dallas-Ft. Worth area, 3 now have the new Seeburg music and the other 2 are contracted for. Gross phonograph earnings have already climbed 48%.



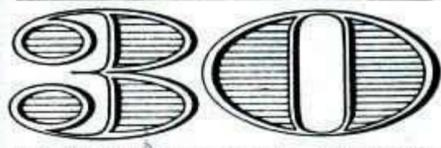
MUSIC EARNINGS UP 315%—Jack's Drive-In, Ft. Worth, has shown a gross phonograph earnings increase of 315% since Seeburg Stereo Consolettes and an LP Console were installed.



WYATT LEABURN (left), Clover Drive-In manager, and Ben McDonald with a Seeburg LP Console. Seeburg's album programming in stereo, says Leaburn, "beats them all in earning power."



SEEBURG TOP-EARNING



LITTLE LP STEREO ALBUMS

These Seeburg Little LP 33 1/3 Stereo Albums are currently earning top grosses in Seeburg locations coast to coast.

POP VOCAL / INSTRUMENTAL

- BRENDA LEE**
All Alone Am I, Vol. I DECCA
- ANDY WILLIAMS**
Moon River COLUMBIA
- TONY BENNETT**
Tony Bennett at Carnegie Hall COLUMBIA
- RUSS MORGAN**
Music in the Morgan Manner EVEREST
- TONY BENNETT**
I Wanna Be Around COLUMBIA
- EARL GRANT**
Midnight Sun DECCA
- ARTHUR SMITH**
Arthur (Guitar) Smith and Voices ABC-PARAMOUNT
- BRENDA LEE**
Sincerely DECCA
- ELLA FITZGERALD**
Ella Swings Gently with Nelson VERVE
- JIMMY PRUETT**
Good Time Piano! CAPITOL

JAZZ / RHYTHM & BLUES

- RAY CHARLES**
Modern Sounds in Country and Western Music, Vol. I ABC-PARAMOUNT
- PETE FOUNTAIN**
Plenty of Pete CORAL
- GRADY MARTIN**
Swinging Down the River DECCA
- JIMMY REED**
Just Jimmy Reed VEE-JAY
- STAN GETZ/CHARLIE BYRD**
Jazz Samba VERVE
- COUNT BASIE**
On My Way and Shoutin' Again! VERVE
- RAY CHARLES**
Modern Sounds in Country and Western Music, Vol. II ABC-PARAMOUNT
- PETE FOUNTAIN**
Pete Fountain's Music from Dixie CORAL
- DINAH WASHINGTON**
Sings Fats Waller MERCURY
- MEL TORME**
My Kind of Music VERVE

FOLK / COUNTRY & WESTERN

- WEBB PIERCE**
Cross Country DECCA
- KITTY WELLS**
Kitty's Choice DECCA
- VARIOUS ARTISTS**
The Honest-to-Goodness Country Music Hits RCA VICTOR
- EDDY ARNOLD**
Let's Make Memories Tonight RCA VICTOR
- JIM REEVES**
A Touch of Velvet RCA VICTOR
- MARTY ROBBINS**
Devil Woman COLUMBIA
- ERNEST TUBB**
Golden Favorites DECCA
- FLOYD CRAMER**
I Remember Hank Williams RCA VICTOR
- RAY PRICE**
San Antonio Rose COLUMBIA
- RED FOLEY**
The Red Foley Show DECCA



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Billboard PHOTO GALLERY OF Newsmakers

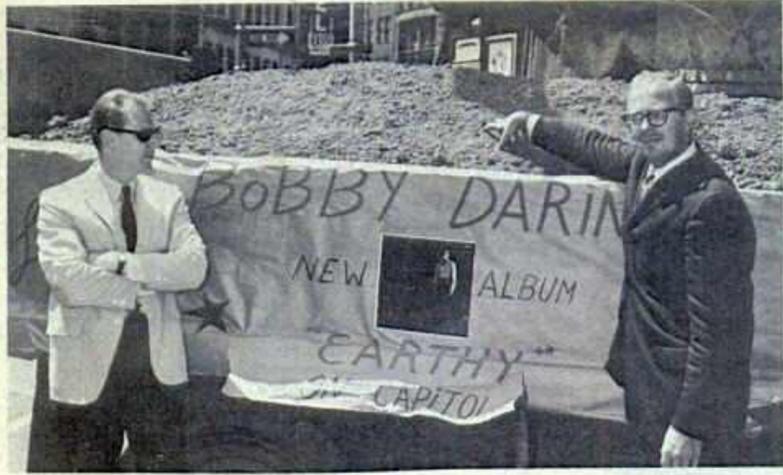


INTERNATIONAL IMPACT: George Wooler (center), chairman and managing director of Pye, plays host to the Cherry Blossom Girls, who dropped in to check up on Elvis Presley's latest releases. Joining in the tea klatch are Ross Pulham and Fred Noad of Pye.



CLEO PAYS OFF IN GOLD: Composer Alex North (left) is presented with a gold disk by Richard Zanuck, head of 20th Century-Fox studio, for his score to "Cleopatra."

LIGHTS! CAMERA! ACTION! Ready to assume the role of Eliza Doolittle, Audrey Hepburn is in costume as the Warner Bros.' film, "My Fair Lady," gets under way.



CLEANING UP IN PITTSBURGH: Roger Karshner, of Capitol Records (left), and Jerry Spin, KQV program director, participated in a dirt-truck drive plugging Bobby Darin's latest Capitol LP, "Earthy."



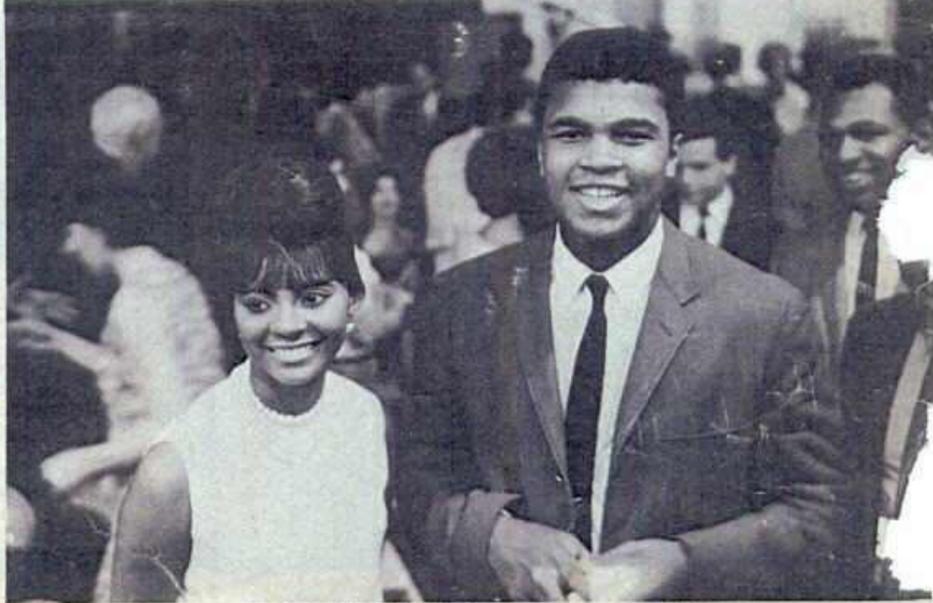
MILES IN ANTIBES: Miles Davis and wife Frances chat with CBS Records co-ordinator Stanley West (center) during the International Jazz Festival at Antibes.



IN APPRECIATION for being the first deejay to expose Ned Miller's "From a Jack to a King," Russ Rebel (right) of KRKO, Everett, Wash., is presented with a gold disk of the Everrett record, by Jerry Denman, who manages the Independent Record Sales Division of the Craig Corporation.



NEWCOMER TO PHILIPS: Gisela Marell has just been recorded by Philips singing German versions of two U. S. hits, "He Thinks I Still Care" and "Keep Away From Other Girls."



FEAT OF CLAY: Leslie Uggams was on hand to congratulate Cassius Clay following his Columbia Records recording session at the firm's New York studio on his first LP, "I Am the Greatest."