

# Annual Music Merchants Survey - 1963 Edition

JULY 27, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

published in conjunction with 62d Annual

## NAMM CONVENTION

Chicago, July 21-25

See page 15

# Columbia Unveils New Pricing Policy

## THE MUSIC SHOW

# Wheeling, Dealing, Competing Loom as Highlights of Year

By DAVE LACHENBRUCH

CHICAGO—This year's music show is bound to be the biggest ever, from the standpoint of the home entertainment business. It also seems certain to be the biggest ever from the standpoint of wheeling and dealing.



The Music Show climaxes a year marked by the most intensive competition ever seen in the phonograph, tape recorder and radio businesses—not to mention the television business. Prices have been whittled away steadily all year. Can they go down even further?

There's an undercurrent of feeling that the Music Show will see more cuts and more special deals than any in history. And this will occur during the best sales year in the history of the phonograph and tape recorder industries. Yes, business is excellent, but competition was never more severe.

Is there a shakeout coming in the phonograph business? It's extremely probable. The good sales of stereo are attracting new firms into the business almost weekly—just as in the early days of television. In 1952, there was nearly 100 American TV manufacturers. Today there are 40—and that's stretching it. Among the major

(Continued on page 15)

# Year-Round Dealer Price Key to Plan

By SAM CHASE

SAN JUAN, P. R.—Columbia Records finally took the wraps off its long-awaited price stabilization program at the firm's three-day convention in this city's Americana Hotel. The basic points of the Columbia price stabilization plan included a year-round price to dealers of \$2.25 for \$3.98 LP's, and \$2.81 for \$4.98 list LP's, plus the end of twice-a-year "buy-in" deals. The firm's new price and 10 per cent exchange policy will both remain in effect throughout the year without any special discount allowance or sales incentive.

Columbia's plan has been awaited with much anticipation by many in the industry as a possible guide to a general stabilization of prices. The net effect of this move is seen by Columbia as possibly opening the way to what Bill Gallagher, marketing vice-president, called an "age of reason" in the record industry.

Coming on the 15th anniversary of Columbia's introduction of the long-playing record, the plan, while undramatic on its face, is intended to offer some intriguing alternatives to present sales practices prevalent in the industry.

First, it is devised as a means of enabling retailers to buy realistically and to concern themselves with ordering only product that will sell. It is geared to help dealers avoid getting into a credit bind by over-buying "program" product because of temporary price advantages. Thus, it would point the way to avoiding what Jack Loetz, general manager of Columbia Record Distributors, termed today's greatest single risk in the business—stagnant or "orbiting" inventory.

Second, by eliminating the factor of price, it is Columbia's hope to refocus the attention of dealers on quality of product rather than the size of the deal. Echoing the words spoken recently by Dave Miller at the ARMADA distributor convention in Miami Beach, Fla., Gallagher recalled wistfully the day when retailers and juke box operators evaluated the salability of each piece of merchandise by its sound rather than by the inducements being offered to buy it. He voiced the hope that the Columbia move would encourage the revival of that practice.

Columbia distributor salesman, said Gallagher, no longer could be regarded as "bargaining agents" by retailers. In turn, Ken Glancy, sales vicepres, told the salesman that they now would truly have to become salesman again. He said that

(Continued on page 6)

# Big News Has Trade Talking

NEW YORK—The Columbia moves toward stabilizing the chaotic price situation in the disk business have already stirred much talk in the trade and they are expected to stir even more in the weeks to come.

Many traders are forecasting considerable future benefits in the concept of eliminating special deals. The Columbia move was seen as a forward step toward price stabilization—in that it would tend to eliminate massive buying at special periods of the year. These big buying periods, inherent in the special deal programs, have accounted for many of the credit problems in the industry, traders say.

From another point of view, that of the manufacturer specifically the move tends to eliminate the possibility of heavy indebtedness building up with the bigger retail customers. With regular monthly releases of album product, rather than twice a year massive releases and smaller releases other times, ordering could conceivably take on a buy-as-you-need character, with the manufacturer having the opportunity to stay on top of the delinquent accounts on a monthly basis. Before a big receivable builds up, an account could be put on notice or on a c.o.d. basis.

# Kintner Adds Some Thoughts: Real Cure Is Fair Prices

By MILDRED HALL

WASHINGTON—Attorney Earl Kintner's diagnosis of the record industry as "shot through with illegalities" was shock treatment to ARMADA conventioners at Miami Beach — but last week the special counsel to the independent

distributors and retailers association outlined a follow-up therapy that could remove much of the industry's nervous jangle and confusion.

The best medicine, Kintner told Billboard's reporter, is Knowledge. The cure for the ills of unfair practices lies in first knowing the laws that govern competition in the record industry, as in all industry, and second the mutual agreement on voluntary compliance with fair practice guides.

Otherwise, the record industry, up to now largely uninvestigated, and uninhibited, may find itself taking a painful government cure, Kintner said. This could take the shape of new and stringent regulation, or a series of Federal Trade Commission complaints, costly lawsuits, and fines for violating orders.

The FTC already has an enormous number of complaints about unfair practices in the industry. The Roosevelt Small Business Subcommittee hearings later this summer will put even more facts on the public record, and this committee aims at legislation, Kintner points out. If the symptoms uncovered are severe, and the patient continues to show no signs of trying to help himself—the government almost certainly will act.



EARL KINTNER

The first step Kintner, a former chairman of the FTC, suggests to alleviate the ills of ignorance, is for everyone in the industry to take the trouble to learn how federal laws work to provide fair and equal treatment in prices, in promotional allowances, and functional discounts. There are laws to prevent destroying a competitor either wilfully or inadvertently, by business practices not safe

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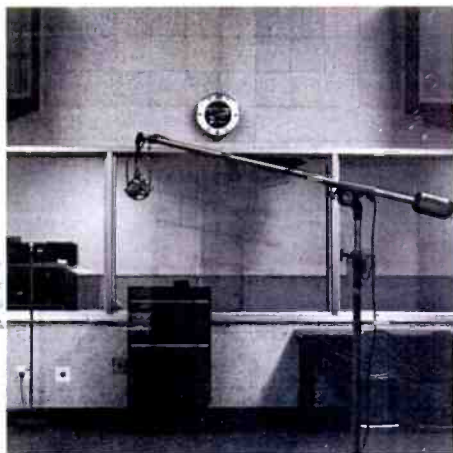
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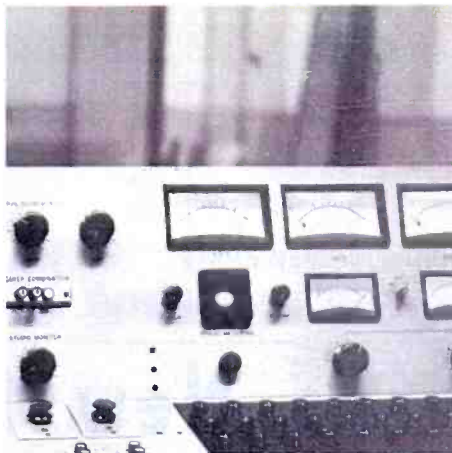
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# WHAT'S NEW AT RCA CUSTOM?



## STUDIOS

(newly redesigned, rebuilt, refurbished, re-equipped in New York, Chicago, Nashville, Hollywood)



## CONSOLES

(new, ultra-modern, multi-channel consoles can provide up to 16 mike input positions)



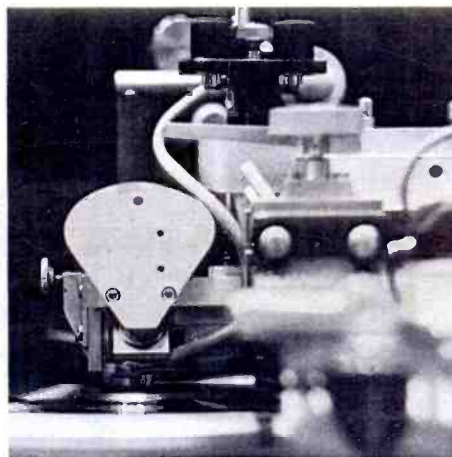
## ENGINEERS

(only experts with many year's experience in recorded sound are at the controls)



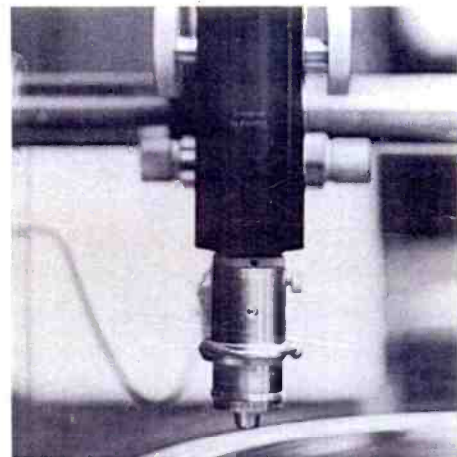
## TAPE MASTERING

(new, top-secret RCA-designed equipment offers the absolute ultimate in flexibility)



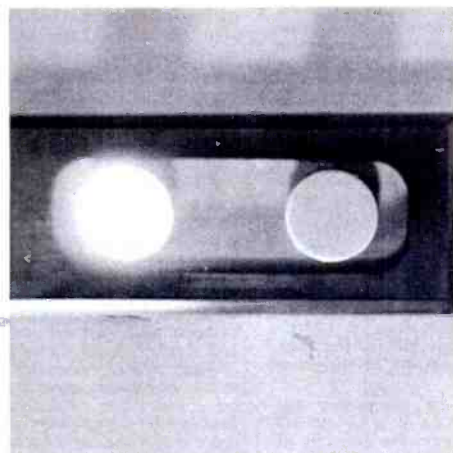
## LACQUER CUTTING

(new "thinking" device speeds lacquer cutting and cuts overall recording costs)



## INSPECTION

(a team of experts checks the surface of every lacquer, microscopically inspects every groove)



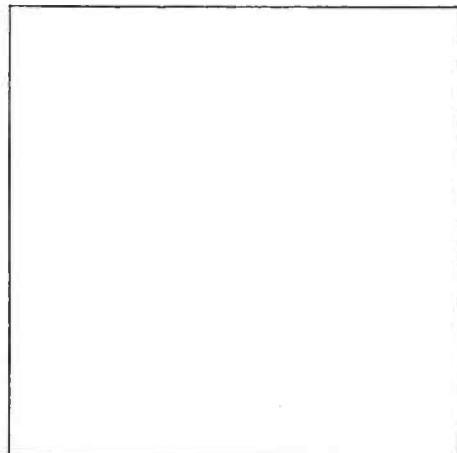
## COMPARISON

(RCA-designed consoles make instantaneous A-B comparison between tape source and lacquers)



## SERVICE

(new completely personalized service caters to every artist's individual needs)



## SOUND

(new! new! new! nothing can show it . . . you've got to hear it to believe its startling presence)

# JUST ABOUT EVERYTHING!

Come see and hear for yourself what's happened at RCA Custom Studios. Talk about comfort—our new physical facilities provide the utmost and they're as acoustically-correct as modern sound technology can make them. Our new and improved electronic equipment—the most ad-

vanced to be found anywhere—was developed in cooperation with the top sound engineers in the country. The resulting recorded sound is absolutely the most brilliant, and has the most dynamic startling presence you've ever heard. But why just take our word for it? Come see

and hear for yourself the next time you need recording facilities, master lacquers, fast tape-duplicating—anything in recorded sound. Call: **RCA CUSTOM RECORD SALES**  
NEW YORK MU 9-7200; CHICAGO WH 4-3215;  
NASHVILLE AL 5-5781; HOLLYWOOD OL 4-1660

# Beef Over Reader's Digest One Stake at FTC Hearing

By REN GREVATT

NEW YORK—A history of continuing growth of sales at retail during the tenure of the Columbia Record Club was outlined last week in testimony by William P. Gallagher, vice-president of marketing for Columbia Records, during the final stages of hearings here on a Federal Trade Commission complaint against certain operating procedures of the club. Also heard during the week in extensive testimony was Peter Max, a consulting economist with National Economics Research Associates, engaged by Columbia to conduct a study about the firm's product performance.

Though Gallagher and Max were the only witnesses during the week, their testimony shared the spotlight with an argument by Columbia counsel, Asa Sokolow, with respect to the contested introduction into the record of sales figures for the Reader's Digest mail-order record package operation.

## Books Called In

Columbia attorneys have subpoenaed books and records from RCA Victor, the Book of the Month Club, Time, Inc., and the Digest. All but the Digest have agreed to furnish the requested information.

Following the filing by Digest attorneys of a "motion to quash" the subpoena, Sokolow explained the Columbia position that "all phonograph records on the market (no matter how sold or distributed) when antitrust is concerned."

Even if mail-order could be singled out as a market itself, he said, it would not be proper to single out club sales as against one-shot mail-order package operations.

In attempting to show that Columbia's club is not necessarily the monopoly in the business it has been painted to be, Sokolow said: "We have reason to believe that the Reader's Digest is the largest single factor in the mail-order field."

Sokolow also questioned the nature of the relationship between RCA Victor and the Digest in the package business. Is the Digest simply a custom pressing customer of Victor, Sokolow wanted to know, or is it in essence a joint venture, making it an even bigger factor in the over-all picture?

Hearing examiner Donald Moore reserved decision on the motion, but in answer to Sokolow's stated hope to wind the case up "late next week," Moore promised an early decision.

## Mathis Cited

During the final two days of three full days on the stand, Gallagher confirmed considerable earlier testimony to the effect that club offers have had no adverse effect on retail sales and that in many cases have actually stimulated increases in store sales. Taking as an example Johnny Mathis' "Johnny's Greatest Hits" album, Gallagher said the set has been on the record club's giveaway list for four years and is still a big retail seller.

On another point, Gallagher testified that Columbia has not ignored dealers, but to the contrary, the firm spent \$472,000 on dealer point-of-sale promotion and display material last year alone.

Gallagher was questioned closely and at length by Commission counsel, Mort Needelman, on a broad range of topics relating to the general subject of marketing. Gallagher said it was true that certain distributors and rack jobbers are credit problems, but he explained that this was due primarily to "the tremendous growth" of the industry in recent years.

"Sub-distributors have completely challenged the existing distribution structure," he said.

*Continued on page 8*

# Decca Bringing Out 34 Albums in Fall

NEW YORK—Decca Records is introducing 34 new albums in its fall promotion. There are 29 pop LP's on the parent label and its Coral subsid, and five in the classical field. The company will offer its usual dealer incentive on new product and catalog for the length of the program, which runs through September 13.

## Solomon Buys Counterpoint

HOLLYWOOD — Bernie Solomon, head of Everest Records, last week extended his long-hair disk holdings with the outright purchase of Counterpoint Records. The label, which in earlier days went under the name of Esoteric Records, has an LP catalog of more than 70 classical works.

Solomon will run Counterpoint as a separate entity, and has set it up as a corporate structure apart from the Everest operation. Indications are that Counterpoint will not go through Everest's existing distributors. The line will adhere to a premium price structure of \$4.98 (mono) and \$5.98 (stereo).

Solomon told Billboard that he will kick off the Counterpoint line with a 14-LP release, with most of the albums providing debut releases of various works not previously available in the U. S.

Acquisition of the Counterpoint line was concluded last week by Solomon in New York City in a purchasing agreement made with A. Eichler of the Eichler Record Corporation.

# Victor Opens W. Va. Session

WHITE SULPHUR SPRINGS, W. Va.—RCA Victor opened its 11th annual best buys program at the Greenbriar Hotel in this resort city this week (21) before a gathering of distributors and distributor salesmen, plus officials from RCA affiliates in Canada, Argentina, Mexico, Germany, France, Switzerland, Italy and Venezuela.

## SHERMAN SIDE RUNNING AWAY FOR WARNER'S

HOLLYWOOD — When Warner Bros. gets hot it really gets hot. On the heels of the firm's smash single with Peter, Paul and Mary, called "Blowin' in the Wind," the label issued an Allan Sherman single of "Dear Mudduh, Dear Fadduh." What happened? In two days the firm shipped 70,000 copies of the Sherman disk, which is already on its way to becoming a full-fledged smash. Some dealers report that customers are actually breaking down doors to get the disk.

## WB Succumbs In Boone Suit

HOLLYWOOD — Warner Bros. Pictures last week dropped its \$85,000 infringement action against Dot Records, Pat Boone, and Boone's Agoom Agoc. Suit was over Boone's recording of "Speedy Gonzales." It charged Dot and the singer with unauthorized simulation of the "voice" of Warner's copyrighted animated cartoon character.

According to Richard Hodge, Dot attorney: "The dismissal clearly indicates the Warner Bros. suit was without foundation, and that there was no claim for infringement."

As part of the dismissal, the picture company has assumed payment of expenses incurred by Dot, Wood and Boone in preparation of their defense. The dismissal was signed by Judge Albert Lee Stevens Jr., of the U. S. District Court of Southern California.

Boone's "Gonzales" was one of the label's biggest hits of last year, passing the 1,500,000 sales mark in foreign sales alone.



## MGM-Verve Candidates at Work & Play

MGM-VERVE'S ANNUAL CONVENTION held in New York last week had both its serious and pleasurable moments. One of serious meetings is shown in above photo when Morrie Price, MGM director of marketing gave the fall program pitch. Seated next to Price, with microphone, are MGM Records president Arnold Maxin, Irv Stimler, head of album merchandising, and Tom White, director of administration. Lighter side is captured in the picture at right, when MGM-Verve-DGG-Ava-Charter-Vesuvius-Parker Records convention adjourned to the New York Playboy Club. Bunnies Joy, Dee Dee and Mona (l. to r.) gave name tags to distributors Bud Daily of Houston, Bill Emerson of Dallas and Bill Burton of Oklahoma City (l. to r.).

## Sales Meet Awaits Kapp Talk Reaction

NEW YORK—Kapp Records will hold its next national distributor sales meeting Saturday, August 3. The meeting will be held at O'Hare Inn, Chicago. Trade interest in the meet has been heightened by the firm's President Dave Kapp, who made critical comments about special deals at the recent ARMADA meeting in Florida. Observers are interested to see what move the label makes in the way of providing special incentives, if any, for wholesalers and retailers.

All Kapp executives will be on hand for the event, which will be kicked off at a 4 p.m. cocktail party and dinner at 7 p.m. Individual distributor meetings will get under way at 8 p.m. Dave Kapp will open the meeting, Mickey Kapp will outline new LP product, Phil Skaff, vice-president in charge of sales, will introduce new singles, and national sales manager Al Cahn will discuss merchandising aids.

BILL GALLAGHER SAYS:

Not Overproduction, Just Underselling

NEW YORK—"The most important thing for all of you is product," Columbia vice-president of marketing Bill Gallagher told Epic's Eastern and Northern distributors here last week.

"There's too much product now created for cutout, too much that's in orbit. We are not going to worry about that kind of chaos, we'll simply give you distributors the merchandise you can sell."

Len Levy, general manager of Epic, then told his distributors, prior to introducing the product, of his visit to the recent Florida locales of conventions of one-stops and distributors.

"It was a troubled group I saw there," Levy said. "The swingers weren't swinging and the transshippers were re-evaluating their profit margins. You could feel the fear in the air,

the fear of Big Brother, the Government."

Backs Kapp

Levy then supported statements made at the ARMADA convention by guest speaker Dave Kapp, who exhorted his listeners to "sell product, not price, and to merchandise the product.

"If there is a demand for the records, they'll sell, and if you can't sell them, we'll try to help you," Levy went on, "But for God's sake, stop transshipping. Stay in your own back yard. It doesn't make me feel good to have a 2 per cent market come up with 20 per cent of the business."

Then, discussing Epic's revitalization since 1961, Levy predicted the biggest 10-week period in the label's history, during which \$1 million in album and tape sales are anticipated. With help from executive a.&r. producer Bob Morgan and national promotion manager Sol Rabinowitz, Levy went on to introduce a host of new product by Bobby Hackett, Ted Taylor, the Halifax Three, Andy Stewart, Buddy Greco, Bessie Griffin and the Gospel Pearls, Georgia Gibbs, Adam Wade, George Maharis and Max Morath. The Cleveland Orchestra is the highlight of several new classical sets.

15 Per Cent Deals

A special 15 per cent discount applies now to the entire catalog for the life of the program for qualified distributors, with dated billing of one-third each for each of three months following the month of purchase. The entire program remains in effect until September 27.

Consumer brochures numbering 100,000 have been printed for the promotion campaign on the release, and advertising will appear on a selected album basis in the coming weeks in the New York Sunday Times, Mademoiselle, Playboy and elsewhere. George Maharis will embark on a coast-to-coast promotion tour August 5, tied in with the Mademoiselle ad series on his disks.

Under the slogan, "Everybody" Continued on page 8

Hartstones Become Rackers in L. A.

HOLLYWOOD—The George and Lee Hartstone disk interests, with distributorships in Los Angeles, San Francisco, Boston and Cleveland, last week moved into the rack jobbing field in Los Angeles. The Hartstones formed Cal Raks, Inc., a firm to be devoted to record rack jobbing in California.

Phil Goldberg was named vice-president and general manager of Cal Raks. Goldberg currently is building his sales staff and expects to have Cal Raks in operation by August 1. The firm headquarters on W. Washington Boulevard. Goldberg for-

merly with with Monroe Goodman's Record Service racks here.

Hartstone told Billboard that Cal Raks will function as a separate entity from his Hart Distributors here, and the other Hartstone distributorships in San Francisco, Cleveland and Boston and for the most part, will not transship lines from its other distribution facilities. Last week, Hart here was named distributor for Warner Bros. Records (see separate story), and also handles the Liberty, London, and Kapp lines, among others.

Cap. Creative Job to Rady

HOLLYWOOD — Capitol President Allan Livingston last week appointed Si Rady as director of creative services, with headquarters in New York. Rady will be in charge of all Capitol creative activities in the East and will report directly to Livingston.

Rady's elevation comes three months following his joining Capitol. He entered Capitol's ranks last April when the firm bought Project Records, a disk production company Rady had formed and operated for Bing Crosby.

In the new job, Rady will be in charge of all East Coast artists and repertoire activities for Capitol, exploring and negotiating for Broadway show properties and original cast album contracts with talent agencies and personal managers, and discovery of new talent and contract negotiations with artists. Rady will also work with independent producers auditioning masters offered to Capitol.

While Rady will report to Livingston for his primary activities in the creative realm, scheduling of releases for disks or purchased by him will be handled by Voyle Gilmore in the singles realm, and by Capitol's album committee for LP releases.

According to Livingston, Rady's responsibilities will be separate from those of Brown Meggs, who continues as the label's Eastern operation director. Meggs will also remain in charge of Capitol's administrative and public relations activities in the East. Both Rady and Meggs headquarter at Capitol's New York executive offices.

Prior to joining Capitol, Rady helped form Ludix Records in conjunction with Luther Dixon, a firm which Capitol has maintained as a subsidiary operation for the production of singles.

One Deal at Riverside—Straight 10

NEW YORK—Riverside Records has initiated a new program to replace special industry discounts, deals incentives, etc. Effective immediately, the label is offering to its distributors a 10 per cent discount on all invoices paid before the end of the month following the billing date.

The new plan was explained by Herman Gimbel, director of Continued on page 8

MONUMENT IN JAZZ PICTURE

NASHVILLE — Monument Records entered the jazz album picture this week with the release of a first LP by a young Nashville pianist Tupper Sausy. The pianist also is co-owner of an advertising agency in this city. McDonald and Sausy.

Dave Brubeck wrote the liner for the album and is one of the pianist's boosters. Brubeck heard him for the first time at the School for Jazz, Lenox, Mass., where Sausy went for the four-week, intensified jazz courses some five years ago. He is 27.

Liberty Sales Parley in Hollywood Draws 260

HOLLYWOOD — More than 160 members of Liberty Records nationwide sales and promotional forces, including distributor and company-owned branch personnel, assembled here this past weekend to attend the label's first sales convention. The event climaxed the firm's "Follow the Sales Leader" contest staged earlier in the year by Liberty National Sales Manager Don Bohanan whereby those in the field who achieved their sales goals received the expense-paid trip to Hollywood.

Sessions opened Saturday morning with Liberty President Al Bennett welcoming the visitors.

Effective use of full-color slides, coupled with stereophonic tape, was employed by Bohanan in unveiling before the assembly Liberty's 30-LP fall program. Bohanan explained that the fall program's product will be issued in the form of a two-part release. This includes the Liberty, Premiere and the Dolton lines. The fall program is tagged "The Wonderful World of Liberty."

First section, Bohanan said, will hit the market as of Monday (22), and will consist of 10 LP's. Second part of the fall program will be kicked off as of September 1. Terms covering the first part of the program will be a 10 per cent discount, Bohanan revealed, coupled with a 100 per cent exchange and date billing, with each of three payments due by the 15th of November, December and January.

Product in the first part of the program includes albums featuring Kay Stevens, Eddie Heywood, Walter Brennan, Vikki Carr, Jackie De Shannon, Dave Pell, Si Zentner, Ernie Freeman, the Ventures and the Fleetwoods.

Liberty Advertising-Merchandising Manager Bill Neiman un-

veiled before the group the label's array of sales aids to back up the fall program's product. These will include window displays, floor pieces, easels and other in-store devices aimed to lure sales to Liberty's LP's.

Addresses by non-Liberty staff members spotlighted talks by Tom Noonan, Billboard's research director, and sales specialist, Tony Whan.

The Liberty convention wound up with a dinner at the Beverly Hilton Hotel, scene of the business sessions. Dinner was attended by more than 300 persons, including wives and guests of the visitors. A full array of the label's artists were present to entertain and meet the visitors.

According to the label's executives, the firm's first convention in its history proved to be a highly successful affair.

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Vol. 75 No. 30

Cosnat Gets GSA Pack

NEW YORK — The Cosnat Corporation has been tapped by the General Services Administration to supply records for all federal installations in the U. S.

The one-year pact involves supplying the G.S.A. with LP's on all labels, classical, popular and jazz as well as other types of music, for distribution to both military and civilian installations for use in hospitals, libraries, recreation halls, service clubs, etc.

The contract is expected to add an estimated \$2 million in annual sales for the company, which showed sales of \$8,877,115 during the year ended September 19, 1962, according to Jerry Blaine, president of Cosnat.

Chas. Feldman Dies

PITTSBURGH—Services were held on July 12 for Charles A. Feldman, 56, branch manager of Cosnat Records, who died July 9 during surgery at West Penn Hospital. The veteran Feldman had long been associated with the RCA Victor Record Division of Hamburg Brothers in Pittsburgh and had replaced Tim Tormey as Cosnat chief about a year ago. He leaves his wife, Dorothy, and a son and daughter by a previous marriage.



**COLUMBIA RECORDS  SHINE IN THE SINGLES FIELD!**

**Hopeless** 4-42784  
**Andy Williams**

**Ring of Fire** 4-42788  
**Johnny Cash**

**Green, Green** 4-42805  
**The New  
Christy Minstrels**

**Be Careful of Stones  
That You Throw** 4-42810  
**Dion**

**This Is All I Ask**  
4-42820  
**Tony Bennett**

**I Want to Stay Here**  
4-42815  
**Steve Lawrence and  
Eydie Gorme**

**Say Wonderful Things**  
**Patti Page** 4-42791

**Gone** 4-42812  
**The Rip Chords**

**COLUMBIA SINGLES SELL!**

# Columbia Unveils New Dealer Pricing Policy

• Continued from page 1

they now had "the opportunity to sell quality rather than price to an ever-increasing market.

As a further consequence, although emphasizing that Columbia could not control the prices at which its product is sold by retailers, Gallagher expressed the hope that as part of the hoped-for "age of reason," retailers would once more seek a realistic price from the consumer — a price at which a fair profit margin can be turned. The present \$3.98 list was defended by Gallagher as a fantastic bargain as against any other form of entertainment.

## Creates Confusion

The wholesaling policies generally in effect in the industry, Loetz stressed, were creating confusion in the minds of retailers who on the one hand were tempted by special deals that tend to overload them with inventory that may not sell, and on the other hand frightened dealers from buying because tomorrow might bring a better price on the same merchandise.

Gallagher indicated that the heaviest pressures against the Columbia move could come from the big volume dealers such as the large discount operations who take advantage of special programs of discounts to retailers to obtain substantial portion of their inventory. While he recognized "low margin" selling as an accepted part of the American retailing scene, he decried the fact that "the entire industry seems to be on a loss-leader basis now," which creates pressures for chaotic pricing upward from the dealer to wholesaler to manufacturer. A fair profit margin on each disk sold by dealers would tend to reduce this pressure, he said.

The huge increase in Columbia co-op advertising allocations available to retailers may be interpreted as having several significant aspects. While competitive labels are fighting each other in attempting to attract the distributor and retailer with discount offers, Columbia obviously hopes to sell right through the distrib and dealer to the consumer. Thus, even if dealers use up much of their budgets on deals dangled by other labels' fall programs, Columbia hopes to stir up so much "consumer motivation" via its quality emphasis and increased ad program that the dealer will be forced to reorder to keep pace with demand.

The LP policy move has no effect on Columbia's singles policies, which remain intact.

## 'Hope to Lead Industry To Reality'—Lieberson

SAN JUAN, P. R.—Opening the annual Columbia sales meeting on a theme of your future

is here, President Goddard Lieberson set the pattern for the policy announcements that were to follow by declaring that "What we intend to do will, we hope, lead the record business into reality. This was a year of confusion," he said. "We in the record industry are living in a sea of statistics, which we have to study carefully. Like bikinis, what they reveal is suggestive, but what they conceal is vital. The marketing and selling of records is a mess, and we are right in the middle along with everyone else. You salesmen will have to carry our message of anti-confusion," he declared.

With an attendance of well over 500 distributors and their salesmen, this is being called the largest sales meeting yet staged by a U. S. record manufacturer, and the largest ever held outside the continental United States.

## Release Dates Now Change

SAN JUAN, P. R.—Adoption of the new one-price policy for the entire year has required a change in the releasing policy of Columbia Records as well. Henceforth, there will not be two major program of releases a year, but rather a consistent series of monthly releases.

Instead of a full convention program featuring virtually every key artist in the catalog, the company has planned releases featuring key artists for almost every month throughout the year. It was noted that the peaks and valleys in seasonal sales is continually lessening, and that it is no longer unrealistic to release key album product in April and May. The convention was given full details of the releases for both August and September, and some mention was made of individual product scheduled for later release.

## 20th Fox's Fall Plans

NEW YORK—The 20th Century-Fox label is introducing its fall program for 1963. The plan, called "Mid '63 Jamboree," has five new albums in the plan. Deal has been set at 10 per cent plus an additional 5 per cent functional. Billing is 30-60-90 and the plan runs through August 31.

Included in the five-LP release are sets by Little Richard, the Tear Drops, Al Martino, Ricky Alan's instrumental set and the sound track from the new flick "Marilyn."

In line with his comments at the ARMADA convention, the label's chief, Norm Weiser, said that no allocations or quotas are being demanded of distributors.

## HOW NEW PLAN WORKS

SAN JUAN, P. R.—The new Columbia Records sales plan, put in its simplest terms, calls for a price to retailers of \$2.25 for merchandise with a suggested list price of \$3.98 and a retailer cost of \$2.81 for merchandise with a \$4.98 suggested list. There will now also be a straight 10 per cent quarterly exchange privilege on LP product.

Net effect of the move is to slightly increase the average LP cost to retailers, inasmuch as various Columbia programs had brought the cost of the average \$3.98 list LP to \$2.12. However, Columbia also is providing virtually a 100 per cent increase in the co-op advertising allocations available to the retailer.

The change kills all existing Columbia exchange programs, such as the so-called "bonus to sell" program in which retailers would get an additional 5 per cent credit on their invoices for waiving their 10 per cent exchange privileges. There will be no exceptions to this discount and exchange program which could be converted into any additional price advantage, although the label may provide additional merchandising inducements from time to time that are not of this nature.

The move also kills all special discount deals previously in effect, such as the monthly discount that had been offered on specific artists.

## EDITORIAL

# Columbia's Move

The new plan revealed at Columbia's sales meeting in San Juan is worthy of the most serious study by all levels of the record industry. It represents a serious attempt to face up to the increasingly difficult economic plight of the record industry.

No single company, no matter how powerful, can change the direction of the industry by itself. Columbia has no illusions about this. Rather, it has cast a realistic eye upon the profitless prosperity that Dave Kapp described so vividly in Miami Beach, Fla., and has taken steps to better its own position within this framework.

The Columbia plan, mild as it may seem to some who hoped for some fantastic panacea to materialize, is nevertheless quite daring in some basic respects. The company is gambling on the likelihood of foregoing immediate shipments based on the usual release deals, on the chance that it will gain a more even spread of sales through the year. The old record industry tradition of grabbing the bird in the hand thus is being ignored.

If this move eventually shifts the attention of dealers to Columbia's product rather than its pricing policies, then the label's gamble will have paid off. And if this leads dealers to a more selective approach to product generally, then the entire industry will be better off.

At this juncture, nobody can tell whether any other label will follow Columbia. Most companies, including the other majors, already have long since set their policies for the coming season, so it is unlikely that there will be any rapid reaction from them. But there is no doubt that everyone will be watching carefully to see how Columbia fares and what reception its product gets from dealers.

The chaotic pricing situation that exists at every stage of the industry will never be remedied without some steps, however tentative, being taken. It behooves everyone with serious concern for the welfare of the record industry to seek practical ways for it to break out of its present straitjacket. Columbia's approach may prove an important signpost toward a healthier business. If there is a better approach, it has yet to be aired.

## How Plan Will Apply to Rackers

SAN JUAN, P. R.—All functional discounts now being granted to rack jobbers and one-stops by Columbia Records will be "reauthenticated, as soon as possible," according to Bill

Gallagher, merchandising vice-president. A newly designed form must be filled out by all such accounts to provide evidence that it actually performs a sub-distribution function. The pur-

pose of the move is to assure retailers that they can cope with and buy at the same price as any rack-operated outlet.

Gallagher said that rack jobbers have an important role to play, and that he welcomes and encourages them, but they must stick to their allotted function. He said: "We are not helping the retailer if we give a rack jobber a functional discount, if that rack jobber is competing with the retailer down the street."

For racks or one-stops who are also in the retail business, the functional discount will be denied to the retail portion of their operation. Columbia will insist on a monthly accounting to show the separation of functions, and any firm refusing to supply it will be dropped as an account.

Gallagher mentioned, as a sidelight, that Columbia has completed a study of the functions both of rack jobbers and one-stops and has decided it cannot separate accurately the definitions of the two. Henceforth, therefore, it plans to group them together under the term "subdistributors."

## Epic Not Affected

SAN JUAN, P. R.—The new Columbia sales policy will not affect its sister label, Epic, at this time. Queried about the possibility that the one-price-all-year plan might also apply for Epic, Marketing Vice-President Bill Gallagher noted that Epic has already announced its fall plan in a series of regional meetings. The plan calls for a 15 per cent discount during the buying period of the fall program.

Gallagher pointed out that while Epic's competitive status is considerably different from that of Columbia, "we are going to watch the market place very carefully, and when conditions are right we will go. The plan is just as right for Epic as for Columbia, and Epic will be one of the first to move.

Although he would not elucidate further, Gallagher's statement was seen as indicating that if any of Epic's direct competitors moved toward adoption of the Columbia plan, Epic itself would jump in quickly.

## Al Sears Sues Scepter For 200G

NEW YORK—Serock Records and Sylvia Music, two firms owned by Al Sears, have filed law suits against Scepter Records, for a total of \$100,000 each.

The Serock suit, which was filed in the Supreme Court of New York July 16, concerns the contract between Scepter and Serock in which Scepter distributed Serock Records. In June Serock terminated the pact with Scepter claiming breach of contract. Scepter says it is still in force. Serock is seeking a judicial determination as to whether the contract was breached.

The Sylvia Music suit, filed in the Southern District Court of New York on July 16, is an action for alleged copyright infringement.

Sylvia Music claims that Scepter issued two Serock Records with the tunes "This Is My Prayer" and "As Long as You Need Me" both of which are published by Sylvia. Sylvia Music says they never issued a license for these tunes, which under the copyright act must be done the first time a song is recorded, and therefore Scepter's.

## U.A. Has New Kidisk Line

NEW YORK—United Artists has obtained distribution rights for the newly formed Peter Penguin line of children's recordings.

The Peter Penguin label will be presenting the unusual in children's recordings and packaging via colorful 8 by 10-inch

album covers which pop out to become decorator items for a child's room.

Henry La Pidus is exclusive producer for the project.

## YA CAN'T TELL MITCH WIDOUT A SCORECARD

SAN JUAN, P. R.—The release of the new "Hymn Sing Along With Mitch" LP as a September issue by Columbia indicates a new policy for Mitch Miller LP's in the future.

With so many albums featuring Mitch's group now on the market, there is some feeling that consumers are concerned about buying one they may already own. So thought now is being given about making each new LP so unique in material as to be unmistakable from the others. The hymn collection is the first along these lines.

# Just Released and all set to Build Traffic and Profits... NINE SENSATIONAL CHART-BOUND ALBUMS!



## KINGSTON TRIO!

Highlighted by their new hit single, "Desert Pete", this bright album is bound to move fast... and to spark new interest in the complete Trio catalog. (S)T 1935



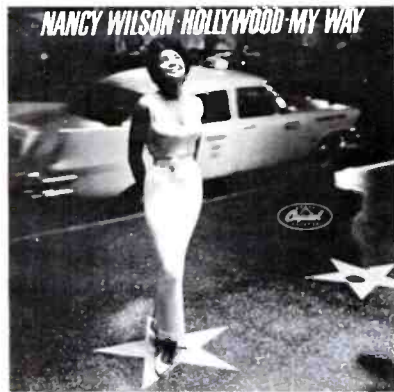
## GLEN GRAY!

Imagine "Our Day Will Come" played in the style of Tommy Dorsey's "Marie". Glen Gray plays twelve of today's hits in the style of the very best arrangements from yesterday's bands. (S)T 1938



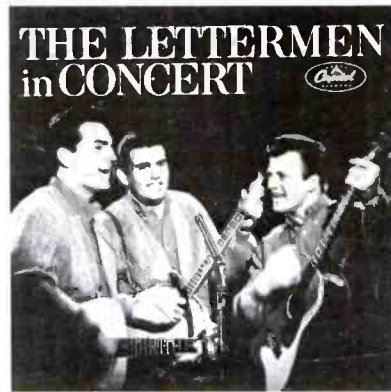
## BOBBY DARIN!

Something brand new... Bobby brings his tremendous singing talents to folk music. And his tremendous album selling talents to another best seller... "Earthy"! (S)T 1826



## NANCY WILSON!

The brightest of the new stars sings Hollywood's great music. With Nancy's sultry voice and a collection of really good songs, this is the perfect sequel to "Broadway My Way" (S)T 1934



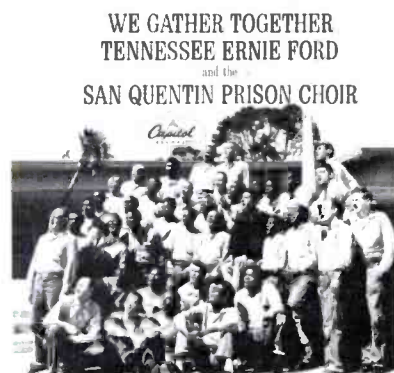
## THE LETTERMEN!

With their concerts the Lettermen have built a big ready-to-buy college following! And this album captures all the excitement in one of their best college performances. (S)T 1936



## CHART BUSTERS!

VOL. 2. Take a dozen of the biggest hit recordings of this year... put them all together in one great album... and you have "Chart Busters—Vol. 2"! (S)T 1945



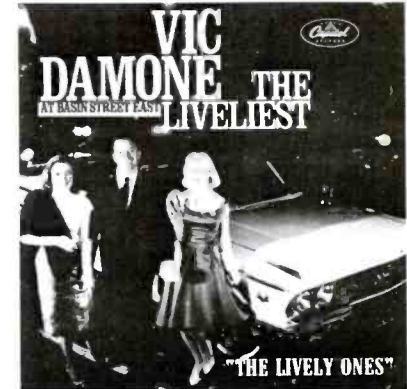
## TENNESSEE ERNIE!

This is an album for people who like Tennessee Ernie Ford, for people who like great singing, for people who like inspired choral music. In short, it's an album for almost everyone! (S)T 1937



## FRANK SINATRA!

Here are twelve of Frank's greatest recordings... in a classic album that's a must for every Sinatra fan. (D)T 1919



## VIC DAMONE!

The star of TV's fabulous summertime show, "The Lively Ones", performs live at Basin Street East. And the result is the kind of special singing and excitement that means "hit"! (S)T 1944

See your CRDC representative for details on the big promotion for these nine new albums. There's a complete collection of merchandising aids for your store, including a big, attention-getting 3-dimensional display.

### AND SEE YOUR CRDC REPRESENTATIVE FOR SPECIAL INTRODUCTORY TERMS ON ALL THESE ALBUMS!



This One



G3HP-C2W-W91B

# Kintner Adds Some Thoughts: Real Cure Is Fair Prices

• Continued from page 1

tioned by that law. (There are, of course, cases where competitors beat out a rival by keen but legal tactics.)

The second step is to learn how the laws apply to the record industry in particular, as they apply in general to all industry. This knowledge is most vital to the independent distributors and retailers—the segment represented largely by the American Record Merchants and Distributors Association, but encompassing all forms of retailing and distribution, rack to one-stop.

The best and least costly way to acquire this knowledge is by Trade Practice Conferences with the Federal Trade Commission—an approach to which Kintner is strongly committed. (As of this writing, the FTC has not yet decided on this.)

The ARMADA counsel gave a few examples of how the law can be put to use in record industry problems, starting with freebies (the free records that manufacturers give with sizable orders). Record distributors, hurt by manufacturers' giveaways, have tried to stop this practice by explaining to Internal Revenue Service that the freebies are eventually sold to consumers. IRS has no ruling to require manufacturers excise on goods given away. In their book, the freebies are just a way of lowering prices—and tax can be placed only on the manufacturers' selling price, not on records given away, or even on amount produced.

Kintner believes the Robin-

son-Patman anti-price discrimination act may provide a better answer. Under the law, the manufacturer must give equal promotional allowances to customers of equal functional standing. If a manufacturer claims he is giving away records as promotion or sales inducement, he must give them away on an equal basis to all of his customers in proportion, says Kintner.

This would be a deterrent to handing out vast quantities of free records for one or another particular line of distribution, he claims. If examples were explicitly spelled out in trade guides, he feels the deterrent would be even stronger. And the final recourse, complaint to the Federal Trade Commission followed by FTC orders to desist, remains open, with or without trade guides. Once ordered to stop a practice the transgressor faces fine of up to \$5,000 a day. (A recent Billboard story pegged this at \$10,000, and Kintner admits he may have inadvertently mentioned the higher figure during the Miami convention.)

### Sub-Distributing

There is also the question of sub-distribution—a kind of transshipping on the grand scale, by big chains or discounters which can fan out product to branches across the country. They reportedly price well below local distributors and/or retailers, who are buying at higher prices from the same manufacturer. In his opinion, Kintner was asked, is it legal

for a discount record house to come in on several levels of distribution in markets across the country, underselling regional independents?

Kintner noted that the big shipper may come in with deliberate intent to drive out competition. Or he may consider he is charging a fair price based on his volume of business and the big discount from manufacturer. In either case, if he intentionally or unintentionally operates so as to threaten to drive other distributors or retailers out of business, he violates the law, says Kintner.

If the Federal Trade Commission receives a complaint, it can trace the channels of distribution, and check points of competition between the big central buyer and the regular distributor in an area. If the FTC finds price discrepancy threatening restraint of competition, or its elimination, it can order the big shipper to stop the practice.

Concerning functional discounts, Kintner said, they are within the law when they are based on actual function of the buyer. If the buyer is a wholesale distributor, he is clearly entitled to wholesaler discount—but on the same basis with other distributors in his functional class, he said.

But if the distributor—whether a large chain buyer, a rack operation or one-stop—gets a functional discount on the basis of a wholesale distributing operation, but proceeds to sell retail at lower prices to his own or favored outlets, than to others he serves, the law is being broken, claimed Kintner.

In most industries, Kintner points out, manufacturers with multi-function distributors give one discount for the retail buys. The buyer must segregate his buys according to what category they will go to—and the manufacturer gives him discount accordingly.

In the record industry, there should be a level of discount for records sold for distribution, but if the distributor intends parcels of these records for his own retail outlets, there should be smaller retailer discount on that part of the product, Kintner said.

### Big Problems

The problem of cost-justification comes in here. The manufacturer is allowed discounts to buyers who save him money. But he must come up with the proof, and show he is not actually allowing a far steeper discount to one buyer than to another on either this basis or the functional discount, when both buyers are in the same category. (In a recent talk, FTC Chairman Paul R. Dixon pointed out that manufacturers pleading ignorance of the law, try to give special discounts because one is an "old" or "favored" customer, or because he pays fast, or is "loyal." These cut no ice under the law.)

Trade Conferences, Kintner said, would thresh out these and many other aspects, and in language the record industry could understand. He said the Trade Practice Conference, and the trade guidelines approach, adds no new rules, no new sanctions, and makes not one change in the existing laws set up to protect fair competition. The industry seeking a Trade Conference will not be any more or less liable than before—it will be forewarned. In fact,

## CERTIFY 11 IN 6 MONTHS

NEW YORK — The Record Industry Association of America (RIAA) certified 10 albums and one single record for gold awards during the first half of 1963.

The single record that sold over a million copies, according to the RIAA audit, was "Hey Paula" on the Mercury label. The LP's that sold a minimum of \$1 million in factory billings were: "West Side Story" (sound track), Columbia; "Glorious Sound of Christmas," Philadelphia Orchestra, Columbia; "1812 Overture," Minneapolis Symphony, Mercury; "Exodus" (sound track), RCA Victor; "Calypso," Harry Belafonte, RCA Victor; "G. I. Blues," Elvis Presley, RCA Victor; "Season's Greetings From Perry Como," RCA Victor; "Viva," Percy Faith, Columbia; "The Music Man" (sound track), Warner Bros.; "Time Out," Dave Brubeck, Columbia.

additional legislation that might be put on the book by Congress to eliminate an industry sore spot could be forestalled by the voluntary compliance route.

The Trade Conference's main function, Kintner points out, is to translate the legal language of the law into the lingo of the industry, so that it can easily be understood by every member. It helps further by giving actual examples of what is wrong or right in industry practices. Examples incorporated in the final guidelines agreed by FTC and an industry are based on puzzlers threshed out in the conferences.

Once trade guidelines are agreed on, they are issued in booklet form and go out to every member of the industry. It would be up to ARMADA and all trade associations to keep up a program of education through their conventions and meetings for best results with trade guides.

Kintner emphasized strongly that compliance with the guides is entirely voluntary. While it is hoped most members would pledge compliance, the guides also serve as a warning to those who remain outside the agreement, ending pleas of ignorance by anyone who makes, sells, ships, distributes or gives away records.

Kintner had a final reminder: "Understanding must precede compliance with the law. But unless enough of the independent segment of the record industry is interested in effecting a fair set of guidelines to live by—the procedure would be worthless."

## Riverside Deal

• Continued from page 4

LP Sales Corporation, national distrib for Riverside and its associated labels, and Bill Grauer and Orrin Klennews, the label's two top executives. Special emphasis was put on the fact that this plan was no quickie deal or gimmick. It will replace deals previously instituted by the disk firm. The plan will be used on a continuing basis. When questioned about additional discounts, the executive said they might be forthcoming, but they would be built upon this 10 per cent 30 days EOM which is now considered Riverside policy.

## Dot Moves Out In More Areas

HOLLYWOOD — Dot Records last week took two more key areas away from company-owned branches and sold their distribution franchises to well-established distributing companies. This marks the fourth market in as many weeks that Dot has converted a company-owned branch to a franchise arrangement.

The Newark territory, heretofore serviced by Dot's New York City company-owned branch, will be handled by Affiliated Record Distributors, recently formed subsidiary of Krich-New Jersey, Inc. Dot will be handled under the newly formed operation known as Dot Distributing of New Jersey.

In Philadelphia, a market formerly covered by Dot's own branch, the label bestowed its franchise upon Universal Record Distributors, who will handle the line under the newly formed firm, Dot Record Distributors of Philadelphia. Universal has taken over Dot's building and complete facilities previously occupied by the label's own branch.

## FTC Hearing

• Continued from page 3

"and the old marketing areas for independent distributors have broken down and those who have not entered the rack field are being strained."

Questioned on remarks by Kapp Records President Dave Kapp at the recent ARMADA convention, regarding "profitless prosperity," Gallagher said he felt this problem applies more to the area of independent manufacturers and distributors. In answer to another question, Gallagher said he disagreed with the point that many distributors are doing a large volume with little profit.

### Still Comes In

"It's generally still a profitable business for them," he said, "though their gross may be less since they are passing on a sizable amount to sub-distributor who is playing an important role."

In relation to the value of club advertising to the general business, Gallagher was asked the hypothetical question: "Does a discount ad by Korvette help Doubleday's sales?"

Gallagher's reply: "That is what we call bell-cow advertising, because the bigger fellow rings the bell and the smaller ones cash in, too. Certainly the Korvette ad would help."

Peter Max, the other witness heard during the week, testified in great detail about the performance at retail of numerous specific albums, as shown by chart activity on Billboard's best selling LP chart, in relation to club offers of the same album.

## Bill Gallagher

• Continued from page 4

Loves a Winner," Epic will also run an incentive plan for distributor salesmen and promotion men, entitling them to numerous types of merchandise prizes, when they have won certain qualifying prize points based on their sales performance. None can win, however, until the distributor for whom they work has attained 100 per cent of his album and tape sales quota.

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## THE KINGSTON TRIO #5005



and don't miss the trio's newest album,  
a mid-summer blockbuster on release today

UPSTAIRS AT THE DOWNSTAIRS

# Night Club 'Book' Show Tasty

RONNY GRAHAM MAY HAVE STARTED a trend with his new musical production "Money," which opened last week at New York's Upstairs at the Downstairs. Up to now the U. at the D. has been famed for its satirical night club revues produced either by Julius Monk or Graham. "Money" is a musical with a plot, with songs that spin along the plot, and a gifted cast of four who keep the comic situations moving at all times.

"Money" concerns a wealthy young man, almost a modern "Candide," spurred on to do something in the world by a girl he loves.

Pushed on by his love, the young man discovers that the working world, the professional world, and the institutional world is often dominated by grasping, greedy men and women. He fails in everything he attempts, and it all comes out right in the end, for his pushy young woman can accept him as a complete failure.

**THE STAR OF THE SHOW** is George Coe, who portrays an uncountable number of characters in the plot with the proper cunning, slyness and all-out skulduggery. David Rounds is the rich young man, and he handles the busy role with charm and the right amount of enthusiasm. The girl in the cast, the attractive and appealing Barbara Quaney, performs a difficult role with warmth and style, and sings well too. Jon Stone, as the biggest snook in the world, comes through with some mighty funny bits, especially when he drunkenly explains how he always loses—no matter what he does.

"Money" is actually a show where the parts add up to more than the whole. The most enjoyable parts are the skits that could have been staged as separate numbers in a revue. One is a take-off on doctors as businessmen, another is a satire on organizations and associations from the John Birchers to Left-wing kooks. Most hilarious of all is the take-off on philanthropic organizations and charities.

Dave Axelrod and Tom Whedon, who wrote the book and lyrics, and Sam Pottle, who wrote the music, deserve kudos for a very good job. The music is most effective, the lyrics are often a gas, and there are some very funny plot lines. To Ronny Graham goes credit for punchy, fast-paced direction. All in all a good show with a chance for a long run and a chance for a record album as well.

BOB ROLONTZ



## BITTER END

### The Big Three Come to Sing

EVERYBODY'S TRYING to get into the folk act these days, but few threesomes are equipped with the affluent qualifications of the Big Three, currently on stage at the Bitter End in Greenwich Village. Tim Rose, Cass Elliot and Jim Hendricks, who comprise the trio, and Bob Bowers, bass player and musical director for the group, make an excellent team. Their act is well paced. It shies away from any unnecessary business and they make it clear from the start that they are there to sing. And out comes a program which ranges from blues to bluegrass, all done with concentration and style.

Vocally, the group is exceptional. Each has a distinct, individual timbre, and when they harmonize, the sound is fresh, exciting and crisp.

STANDOUTS in their current act are "Makes a Long-time Man Feel Sad," "Young Girl's Lament," sensitively sung by the girl, Cass Elliot, and a commercial arrangement of "Oh Susanna," which they call "B-A-N-J-O." But the topper of them all is their hard-driving rendition of "Rider," with which they sign off their set. When the group sings together at full volume, as they do here, it is quite an experience—they nearly drive you out of your seat.

The Big Three is about to be heard from on records this month, when both a single and an album are released on the newly formed FM label. If the excitement they create in live performance is transferred onto disk, their future in the business is pretty secure.

BARRY KITTLESON

## TALENT ON TOUR

(Top record talent in top towns this week)

**EAST**  
 Buffs migrating to this year's Newport Folk Festival (26-27-28) are in for a sampling of the talents of: Bob Dylan; Peter, Paul and Mary; Theodore Bikel, Judy Collins, the Rooftop Singers, Pete Seeger, Joan Baez, John Lee Hooker, Ian and Sylvia, the Dillards, Dave van Ronk, New Lost City Ramblers, Jean Redpath, Sonny Terry, Raun McKinnon, Doc Watson and many, many more. . . . Tony Bennett plays the Frolics in Boston through Saturday. . . . Sue Kenny opens at the Hawaiian Cottage in Camden, N. J., on July 23. . . . Ronnie and the Hi-Lites will be appearing this weekend at Hy Lit's new teen club in Atlantic City. . . . Also in Atlantic City, Darnita Jo headlines the Club Harlem for two weeks as of July 25. . . . Ralph and Pattie are currently appearing at the Bolero Club, Wildwood, N. J. . . . Weekend jazz concert this week

at Basin Street East will feature the Duke Ellington ork and Lambert, Hendricks and Bayan. . . . Ella Fitzgerald and Stan Getz are both featured at the Carter Barron Amphitheater, Washington, D. C., through Sunday. . . . Count Basie, doing countless one-nighters, will play the Hillcrest Hall, Minersville, Pa. (23), the Pines Hotel, S. Fallsberg, N. Y. (25) and then goes into Freedmland on July 26 for five days.

**SOUTH**  
 Gene Pitney is continuing along the circuit, with one-stops this week at the Syria Mosque, Pittsburgh (22), Memorial Field House, Huntington, W. Va. (23); Poncedeleon Stadium, Atlanta (25), and Memorial Coliseum, Winston-Salem, N. C., on July 27.

**MIDWEST**  
 Amanda Ambrose completes a two-week engagement at Baker's Keyboard Lounge in Detroit this Sunday.

**WEST**  
 All sides of Shelley Berman will be on display at the Sahara Hotel, Las Vegas, from July 23 through August 19. . . . Margie Rayburn goes into the Hesperia Inn, Hesperia, Calif., on July 23 for two weeks.

## TV GUEST APPEARANCES BY RECORD TALENT

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

JULY 22-28

(All Times Eastern Daylight Saving)

### MONDAY 22—LES McCANN

Jazz pianist will be guest of Steve Allen on Westinghouse tape syndicated show. McCann records for Pacific Jazz.

### TUESDAY 23—LIZA MINNELLI, LESLEY GORE

Both young singers will be guests on the Keefe Brasselle show (CBS-TV, 10-11 p.m.). Liza will sing "One Summer Love" and "Just a Little Boy." Lesley will sing her smash hit, "It's My Party."

### TUESDAY 23—JAN AND DEAN

Duo will be guests of Steve Allen, and sing their hit record, "Surf City."

### THURSDAY 25—BENNY GOODMAN, JOANNIE SOMMERS, ADISS AND CROFUT, COUNT BASIE

All will be guests on the premiere showing of the Lively Ones (NBC-TV, 9:30-10 p.m.). Host is Vic Damone.

### SATURDAY 27—SMOTHERS BROTHERS, CHAD MITCHELL TRIO, JUDY HENSKE, SIMON SISTERS

Guests of Jack Linkletter tonight on Hootenanny (ABC-TV, 8:30-9 p.m.), will be seen in show taped at Rutgers University.

### SUNDAY 28—DIAMANN CARROL, STEVE LAWRENCE, PEGGY LEE, GORDON MacRAE, ROBERTA PETERS, CESARE SIEPI, PETER NERO, NANCY DUSSAULT, ARTHUR FIEDLER, ROBERT DE CORMIER CHORALE.

All will pay tribute to Richard Rodgers on Ed Sullivan show (CBS-TV, 8-9 p.m.), which was filmed at Carnegie Hall.

## ARTISTS' BIOGRAPHIES

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



INEZ FOXX  
(Sue)

### PERSONAL MANAGER:

Clarence Fuller. **BIRTHDAY:** September 9, 1942. **HOME TOWN:** Greensboro, N. C. **EDUCATION:** High school. **HOBBIES:** Modern dance and piano. **BACKGROUND:** In addition to singing in her church choir, Inez sang with the Gospel Tide Chorus in Greensboro, N. C. While singing with that

group, she was discovered by Clarence Fuller, who secured her first engagement at the A.B.C. Club in that city. More local club dates followed, and in 1959, Inez came to New York to audition for several recording companies. Her first single, "A Feeling," was released on Brunswick. Then she was signed to Sue Records, and her first single for them, "Mocking Bird," has proved to be a big hit. Inez is one of seven children. It won't seem surprising that the pretty Inez Foxx was voted Homecoming Queen of Dudley High School.

**LATEST SINGLE:** "Mocking Bird" takes a big jump for such a small bird on Billboard's Hot 100 this week from position 59 to 41.

## TALENT TOPICS

### HOUSTON

Recording satir Teresa Brewer opened a two-week engagement at the International Club accompanied by the Shep Fields orchestra. . . . Ted Boyer, a hypnotist, opened at the French Quarter. He recently completed a 100-week engagement in Las Vegas. Also on the bill: singer Nancy Ames, with the Don Cannon band. . . . The comedy team of McCall and Brill, with singer Hoyt Hudson, are still at the Tidelands Club. Jerry Colona will head his own revue into the Tidelands later.

### DALLAS

The Three Suns, recording artists, opened at the Gaylife Club, which has again been taken over by Guy Jones. . . . Patrice Wymore is currently at the Bon Vivant and will be followed by Tito Guizar opening an engagement on July 29. Mark Carroll Trio currently ap-

pearing at Nero's Nook at the Cabana Motel. Ruth Russell has been signed for another year, her second, at the Town Pump. The spot is owned by Jim Barragan, who will observe his ninth anniversary of operation.

### SAN FRANCISCO

The musical revue, "Parade," is playing nightly at the remodeled Purple Onion, now a cabaret theater. The revue comes from successful "Off Broadway" engagements in New York and Los Angeles. The cast includes Carole Cooke, Tucker Smith, Beverly Saunders and John Castello. . . . Barbara D'ane brings her unusual singing talents to the Folk Music Theater in San Jose for a short engagement, starting July 12. . . . Bob Hall and Cindy Lane have been entertaining at the Tin Pan Alley in Redwood City. . . . The Nob Hill Trio with Shelly at the piano bar are currently at Mariani's in Santa Clara.

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## LATIN AMERICAN MUSIC

# How to Spot Next Latin Craze? That's What A.&R. Men Ask

By SAM CHASE

NEW YORK—One day in the relatively near future, one or more disks featuring a previously unheralded Latin tempo will catch the ear of the American public and a new record binge will be kicked off in a big way, one which necessarily will have international ramifications. Brazil's bossa nova was only the most recent to catch on. What Latin rhythm will break out next? That's the question all perceptive a.&r. men are eagerly seeking to answer first. There are roughly about 300 basic Latin musical forms and to predict which one or combination may provide the inspiration for the next craze would be foolhardy. However, some of the leading experts in the field hold that at least four rhythms have outstanding raw potential to lend themselves to commercial treatment. These are the bongoson, the fado, the guarania and the bambuco. There are recorded specimens of each available, and radio outlets featuring Latin rhythms occasionally air them.

All that is needed is a really hot disk to kick off an excitement that grabs the general public.

The entry favored by Latin disk specialist Herman Diaz Jr., who has produced hits of this genre for RCA Victor for many years, is the bongoson. In fact, Diaz recently put together an LP featuring the Perez Prado ork ("Our Man in Latin America") which contains five bongoson tracks. Diaz calls the bongoson "a marriage of the twist with the Cuban son," and it has sufficient youthful bounce to kick off among teen-agers, given a strong single. The basic beat of the bongoson can be applied to virtually any Latin rhythm, as demonstrated on the Prado LP.

### People's Choice?

A sentimental favorite among many aficionados to achieve commercial recognition is the fado, which actually originated in Portugal but has achieved considerable popularity throughout Latin America, especially among Brazil's Portuguese-speaking population. Any day, some of the new wave tunesmiths of Rio may find an original approach to packaging the fado and a fresh mania could be born.

Traditionally, the fado is performed by a solo singer to the accompaniment of two guitars. Spanish and Portuguese. The word "fado" derives from the Latin word for fate, and the music is emotional and melodic, with overtones of both Moorish and Brazilian influences. In Sao

## NEWER FACES MAKING NOISE ON COAST

LOS ANGELES—A number of new names are beginning to create sales action, according to key Latin dealers checked in this market. They include Fernando Valdes, on RCA Victor; Sonia Lopez, on Columbia; Los Impalas, who records for Musart, and Magda Franco. Very hot lately is Ricardo Gonzalez, on the Aguila label. Both his recent single and his new LP have been selling well.

The market in this area has long been dominated by Mexican music and Mexican artists, according to local dealers, but lately Cuban music has been increasing a bit on the sales side.

## After the Bossa Was Over . . . ?



Paulo, the biggest city in Brazil, the Adega Lisboa Antiga restaurant is constantly crowded by fans of the form, who cheer the New World's leading exponents of the fado. Continental Records star Terezinha Alves and RCA Victor of Brazil artist Manuel Taveira.

Herman Diaz thinks highly of the potential of the fado, pointing out that it is danced in a beautiful, graceful and simple manner in which the men and women are somewhat provocatively apart from each other.

There are numerous Amalia Queen LP's available in the U. S., with the undisputed queen of fado singers, Amalia Rodrigues, heard on several Angel and Kapp LP's. In recent months, Mointor has become a major source of fado music, with some outstanding recordings featuring leading Lisbon artists including Fernanda Maria and Valentin Felix.

A new twist on the fado is featured by Miss Felix on "Petticoats of Portugal" (Monitor MFS 391). Here, for the first time, a singer is backed on an LP by an instrumental group rather than just the traditional two guitars, which are supplemented here by bass, drums, clarinet, sax and accordion. As played by the Conjunto Cantares de Portugal, these provide a basic rhythm suitable for dancing; the group's expressed purpose is to turn Portuguese folk music into more popular channels. Their international travels



have helped spread the potential of the fado. Also, the use of English lyrics on two tunes, the title song and "April in Portugal," may help widen its popularity.

Other labels which have featured fado releases include Capitol, Decca, Epic, London, Request, Seeco and Universe.

The guarania is given a real chance by two of South America's most knowledgeable music men, M. H. Brenner, who heads the Buenos Aires operation of the Fermata publishing-recording complex, and L. M. Morris, head of the Brazilian Odeon, a branch of EMI. The guarania is a relatively recent pop musical form developed in Paraguay and named for the leading Indian tribe of that nation. In an LP recorded in South America, titled "Soy el Amor," Neil Sedaka scored a great success on that Continent with a guarania track titled "Recuerdos de Iparacari."

### Orchestral Side

The same tune is featured in an orchestral version in an LP titled "Amor . . . Saudade . . . Guarania," released on the Bra-

## 20th Names Alpha

NEW YORK — The 20th Century-Fox label has named a new distributor in this city effective immediately. The new distributor is Alpha Distributors. Former 20th Century-Fox outlet was Portem.

## Gema, Old Cuban Label, Ready to Bust Pop Field

NEW YORK—Gema Records will make its first effort to break into the pop market with its new release featuring Charles Fox, the 22-year-old arranger. Gema Records was the top Cuban diskery for years, but relocated in the U. S. after Castro came to power. For the past four years the label, offices in New York and Miami, has been producing and selling primarily to the Latin market.

Charles Fox has been causing excitement both in the classical and pop fields of music. His composition "Movement for Orchestra" will be played by the New York Philharmonic and the American Symphony Orchestra.

He also has been arranging for Skitch Henderson and for Dizzy Gillespie. He has just completed the arrangements for Joe Quijano's single record of "Everything Latin, Yeah, Yeah," to be issued on Columbia. On the flip is a tune called "Sagoo" composed and arranged by Charles Fox.

Fox' first album for Gema is called "Just for Fun." It spotlights Fox and his Charanga orchestra playing charanga orchestrations which combine classical and jazz with the pachanga rhythms.

Fox is presently writing a concerto called "Burlesque for Harp and Orchestra" and is also working on a Broadway musical as well as a Latin revue for Las Vegas.

zilian Odeon's "Galeria de Ouro" de luxe LP series, which is packaged for export. Lush orchestrations suitable for dancing as well as listening as played by the Violinos de Ouro could spread the popularity of the guarania, which is featured on seven of the tracks on the LP.

Unique and prominent in the guarania is the use of the Paraguayan harp, which gives the music a highly distinctive sound. Among the disks available of this form in the U. S. in somewhat less sophisticated form are those featuring the Trio Los Paraguayos on Epic and Los Indios on Fontana. The former group in its initial Epic release (LN 3189) renders excellent small group versions of "Mi Dicha Leja" (My Silent Love) which also is heard on the Odeon disk as an instrumental, and of "Pajara Campana," both of which also have the potential for commercial treatment. Other labels with guaranias on LP are Montilla, Philips and Monitor.

### Underdog Touted

As for the bambuco, it is doubtless the least frequently heard of these rhythms, but is touted as having especially fine potential by Pru Devon, folklorist and expert on Latin American music who has two pro-

## BLANCA ROSA SALES UP AFTER DATE

NEW YORK — Blanca Rosa Gil's first New York appearance at the Liborio Restaurant here has helped spur her sales in this market. A number of dealers specializing in strictly Latin records have told Billboard her sales are big on records since she opened at the club.

Blanca Rosa Gil's first New York appearance received good reviews in the press. It indicates that the Liborio Restaurant has become something of a prime show place for new Latin acts.

## Coast Drug Chain Stays With Rack

HOLLYWOOD — Thrifty Drugs, the California 207-store drug chain, has shelved its plan to buy records direct, and will continue to utilize rack-jobbing services. Marty Gordon, the Thrifty Drugs executive in charge of the disk phase of the chain's operations, told Billboard: "We will not go to a direct buying policy in the foreseeable future, and we are content to continue to be serviced by a rack jobber."

The record sections at Thrifty are racked by Monroe Goodman's Record Services-Tip Top Music rack operations. Record Services is the Southern California wing of Goodman's rack firm, headed here by Larry Nunes. Tip Top Music is the Northern California division, headquartered in San Francisco.

grams weekly on WQXR here which feature Latin folk recordings. A melody native to Colombia, the bambuco is described by Miss Devon as featuring a nice lilt, and a sharply pointed rhythm featuring a "delicious syncopation" that lends itself especially well to dancing.

Its title derives from Bambuc, the African port from which slaves were shipped to Latin America. The dance, which uses a 3/4 or 6/8 rhythm, has the man pursuing his partner, who evades him.

Other Latin music that could come up big, according to Miss Devon, includes the cumbia, "perhaps the most beautiful of the pop music of the Coastal regions," and the porro, "which has an interesting African impulse."

The music mentioned here meets the qualification of being neither too exotic nor too athletic to attain wide popular acceptance. One of them may suddenly become the newest craze, or perhaps it will be some other form less widely heralded. But as surely as Sugar Loaf looks down over Copacabana Beach, one or another Latin American beat will sweep through North America and then across the Atlantic and Pacific Oceans. It has, regularly, in the past, and will continue to do so in the future.

# Texas Takes Big Spanish Share

NEW YORK—The lion's share (more than 25 per cent of schedule) of Spanish music is being programmed on 49 radio stations in 30 cities in the United States including 15 Mexican-licensed stations located in nine border cities.

Texas is far in the lead in the Spanish language and music broadcasting area with 20 stations in 11 cities. Included in the total are 11 stations located in six Mexican border cities, according to a report in the July 8 issue of the magazine Sponsor.

California ranks second with eight stations in six U. S. cities plus three Mexican border stations.

Florida takes third position with four stations—three in Miami and one in Tampa, serving the Spanish community. Arizona is riding neck-and-neck with Florida with three stations located in Phoenix and Tucson, plus XEHF in Nogales, Mexico.

New York and New Mexico are tied for fourth

place with each State having three stations programming Spanish music more than 25 per cent of their time on the air. The New Mexico stations are located in Albuquerque and Roswell. The other three stations are licensed in New York City.

Colorado's two Spanish music stations are in Denver and Pueblo-Colorado Springs. Philadelphia boasts its one Spanish music outlet, WTEL, while the District of Columbia features the only Spanish music FM-er, WFAN.

The Sponsor survey also revealed that 52 stations in 18 States program Spanish music on a sporadic basis, amounting to less than 25 per cent of their schedules.

The stations are located in Arizona, California, Colorado, Connecticut, Florida, Idaho, Illinois, Kansas, Michigan, New Jersey, New Mexico, Louisiana, New York, Ohio, Pennsylvania, Texas, Washington and Wyoming.



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Two roads are open to us. The first, becoming more heavily travelled each day, is covered with high pressure selling, low profit merchandising and over-saturated markets. The second, though seldom taken, is paved with fair profits and success. This road requires courage and conviction in establishing protected trading areas and providing sound market planning.

We think the choice between the two roads is clear. The first road, as many dealers are discovering, leads to chaos, while the second leads to a rewarding future for both dealers and manufacturers.

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ent enough—and never will be—to disregard the interests of its franchised dealers in favor of a superficially attractive blanket distribution setup.

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# Chicago Music Show Looms as Biggest Ever for the Industry

• *Continued from page 1*

firms which left the TV business were Arvin, Bendix, CBS, Crosley, Allen B. du Mont Laboratories (sold to Emerson), Hallicrafters, Hoffman, International Telephone & Telegraph, National Co., Pilot, Raytheon, Scott Radio, Sparton, Stewart-Warner, Stromberg-Carlson.

How many of the smaller phonograph and tape recorder brands will be able to weather the storm of fierce competition which is sweeping the home instrument business today?

**SOME NEW PRODUCTS** will draw attention at the Music Show. Minnesota Mining is now approaching Phase Two of its master plan for putting its cartridge tape-recorder system over the top. By fall, the portable, self-contained stereo recorder-player will be in nationwide distribution at \$450. The Music Show will see some lower priced units added to the line.

For the first time, 3M-Revere is offering the cartridge-changer as a playback-only unit—putting it in a field where it may eventually compete with the record-changer. Two playback units will be offered—one a portable with self-contained amplifier and the other a deck for playback through an external amplifier. At press time, prices hadn't yet been announced.

No manufacturer in the past has had spectacular success with a tape-player unit lacking the facilities for recording. But 3M-Revere can point to 15 hours' playing time, complete automatic operation, tape-cartridge units smaller than records.

At the same time, 3M-Revere will offer an audiophile version of the combined record-playback deck for use with external component systems.

**IN A RELATED DEVELOPMENT**, Ravenswood has become the first console-manufacturing customer of 3M-Revere for the tape changer, and will offer the unit as an optional accessory on consoles. If Ravenswood meets with success in this approach, you can expect other—and larger—console manufacturers to take some very serious looks at this new method of recording and playing back music.

It seems obvious that 3M feels that the automatic playback feature of its tape-cartridge system is far more significant than the recording feature, and as the repertory of pre-recorded tape cartridges builds up, you can expect less

and less emphasis to be placed on the system as a recording device, and more and more stress on its music-playing qualities.

Among other Music Show highlights are several brand-new Westinghouse products not previously announced—all showing imagination and daring.

The first is a miniature transistorized battery-operated tape recorder, designed to sell for less than \$40, a price just slightly above the range of imported "toys." This one appears to be anything but a toy. It has record-level meter, tape-speed adjustment, and the microphone contains a pause-edit control. It measures two and one-half inches high, about eight inches square and plays up to 80 hours on penlight batteries.

Another transistorized "first" from Westinghouse is a new monophonic portable phonograph with pull-down changer, which can be operated from house current or on self-contained flashlight batteries. Westinghouse also is introducing its first table model radio with FM stereo. It's a three-piece unit with separate speaker enclosures at about \$200.

**THE SOLID-STATE RACE** continues in the phonograph industry, and "transistorized" is practically the byword at the Music Show. At least ten makes of console and portable phonographs will show new models without electron tubes.

In the television field, attention will be focused on General Electric's 11-inch tinyvision series, priced from \$99.95 to \$149.95. This is the set which most of the TV industry didn't think was salable.

First returns are in, and it appears that GE's tinyvision is selling well—heavily back-ordered in some areas. This is strictly an "impulse-type" item—or, it should be—and GE insists it won't cut into the sales of conventional TV.

GE's competitors have scoffed at this claim. But they've carefully researched the initial reception given to the little set by the public—and it's now obvious that GE and Admiral (which plans to bring out an 11-inch set this summer) won't have the field to itself very long.

# Estey in Tape Recorder Field

**NEW YORK** — Estey Electronics, 118-year-old organ manufacturer, has entered the tape recorder field. A line of four initial models was introduced here last week at a special press showing. The models will also be exhibited at the Music Show in Chicago.

The company, which also produces the Magnetone line of amplifiers, acquired the assets of General Magnetics, an electronics firm, over a year ago. Through this firm, a research and development program was kicked off which resulted in the product displayed here last week. Full factory production of the units will start in two weeks, according to marketing vice-president Bill Souweine.

Souweine, noting that when tape recorders require repair, "it's usually the mechanism that's at fault," said the aim of the company was to come up with a "foolproof" assembly, something that would "really

## IN CHICAGO IS ACCORDIONIST

**CHICAGO**—Carol Ann Wrobel, pretty young accordionist here, will reign as Queen of the 1963 Music Show at the Palmer House. Sponsored by the National Association of Music Merchants, the show will run from Sunday (21) to Thursday (25).

The new music queen will wear a hand-made crown, set with more than 2,500 synthetic diamonds, 800 pearls and many larger colored stones. Don E. Noble, long-time exhibitor at the Music Show bought the crown in London, where it was first displayed during the coronation of Queen Elizabeth II.

stand up and take a beating." The result, he said, was a unit with only 14 moving parts, and one which has, as he put it, "undergone a beating by an

8-year-old child," as part of its testing.

High-end unit of the Estey series is Model 70, a professionally styled stereo recorder-playback with sound-on-sound which allows up to eight recordings to be placed on a single mono tape track. The vertically mounted unit with detachable winged speakers, carries a suggested list of \$339.95.

Next in line is Model 50, which offers sound with sound (permitting recording on one channel while playing the other—and detachable winged speakers. This stereo package lists at \$229.95.

Model 30, a mono unit, features an input designed for either mike or direct recording from radio, TV or phono sources. Speaker jacks permit the use of external speakers. This set lists at \$129.95, while a fourth, budget type mono machine, a 21-pound portable, carries a tag of \$99.95. All units operate at both 7½ and 3¾ speeds and take seven-inch reels. A 120-day guarantee on parts and labor is a feature of all models.

# Billboard 1963 SURVEY OF RETAIL OUTLETS

Billboard's annual Survey of Retail outlets, dealing with trade practices, was conducted by the Record Market Research Division. A sample of outlets was selected that proportionately represented the entire nation and each size of store, in order to accurately reflect the average retail outlet. By definition, a retail outlet is one which is not serviced by a rack jobber and which buys from local distributors.

A total of 858 stores received questionnaires which were mailed June 19, 1963. Of these, 71, or 8.3 per cent were returned unopened, indicating that these outlets were either no longer in business, had moved to another location, or had merged with another outlet at a different address. A total of 159 questionnaires were returned prior to the cutoff date for tabulation. This represents a return of 20.2 per cent, on the net mailing.

### QUESTION 1: WHAT KIND OF A STORE WOULD YOU CONSIDER YOUR LOCATION.

|       |   |
|-------|---|
| 38.6% | Record Store                                  |
| 11.7% | Appliance (or Phonograph) Store               |
| 14.0% | Music Center - Instruments, Sheet Music, etc. |
| 8.8%  | Record & Appliance Store                      |
| 7.6%  | Department and/or Discount Store              |
| 5.3%  | Hi Fi Store                                   |
| 3.5%  | Gift Shop                                     |
| 2.3%  | Camera & Card Shop                            |
| 8.2%  | All Others                                    |

### QUESTION 2: PLEASE CHECK ALL OF THE PRODUCTS HANDLED: (Results stated as percentage of all those replying)

|        |                     |
|--------|---------------------|
| 100.0% | Records             |
| 93.7%  | Record Accessories  |
| 88.1%  | Phonographs         |
| 84.9%  | Tape                |
| 70.4%  | Radios              |
| 69.8%  | Tape Recorders      |
| 42.8%  | Television          |
| 26.4%  | Musical Instruments |
| 22.6%  | Greeting Cards      |
| 20.1%  | Books               |
| 17.0%  | Sheet Music         |
| 11.9%  | Pianos & Organs     |
| 45.3%  | All Others          |

### QUESTION 3: IF YOU CARRY PHONOGRAPHS, PLEASE CHECK WHICH PRICE LINES YOU STOCK: (check all that you carry)

|       |             |       |                |
|-------|-------------|-------|----------------|
| 37.9% | Under \$100 | 28.2% | \$100 to \$300 |
| 14.1% | Over \$500  | 19.8% | \$300 to \$500 |

### QUESTION 4: DOES THE SAME PERSON WHO BUYS RECORDS FOR YOUR STORE ALSO DECIDE ON WHICH PHONOGRAPH LINES TO CARRY?

|       |     |       |    |
|-------|-----|-------|----|
| 64.2% | YES | 35.8% | NO |
|-------|-----|-------|----|

### OR DOES THE RECORD BUYER PARTAKE IN PHONO BUYING DECISIONS, IF HE DOESN'T ACTUALLY DECIDE?

|       |     |       |    |
|-------|-----|-------|----|
| 52.4% | YES | 47.6% | NO |
|-------|-----|-------|----|

### QUESTION 5: UNDER NORMAL CONDITIONS, WHAT IS THE LENGTH OF YOUR BUSINESS DAY?

|           |       |                 |            |       |             |
|-----------|-------|-----------------|------------|-------|-------------|
| Weekdays: | 77.8% | 8-1/2 hour day  | Saturdays: | 76.4% | 9 hour day  |
|           | 22.2% | 11-1/2 hour day |            | 23.6% | 11 hour day |

### QUESTION 6: HOW MANY CLERKS DO YOU HAVE HANDLING RECORD SALES?

|     |          |     |          |
|-----|----------|-----|----------|
| 1.8 | Fulltime | 1.6 | Parttime |
|-----|----------|-----|----------|

### QUESTION 7: WHAT IS THE AVERAGE HOURLY RATE OF PAY OF THESE CLERKS?

|                  |                   |                 |
|------------------|-------------------|-----------------|
| \$1.34 per hour. | Highest Reported: | \$3.50 per hour |
|                  | Lowest Reported:  | .62 per hour    |

### QUESTION 8: DO YOU HAVE A SELF-SERVICE SETUP IN YOUR STORE?

|       |     |       |    |
|-------|-----|-------|----|
| 83.7% | YES | 16.3% | NO |
|-------|-----|-------|----|

*Continued on page 18*

## Jimmy Dean Show Taps Dick Shawn

**NEW YORK** — Comedian Dick Shawn has been tapped as the first guest star for the

premiere telecast of the Jimmy Dean Show, Thursday, September 19 (9 to 10 p.m.), on ABC-TV.

Rosemary Clooney is scheduled for an appearance on the second stanza, September 26.

# ISC Unveils Mobile Music Unit

HOLLYWOOD — International Systems Corporation, Van Nuys, Calif., last week unveiled its Mobile Music unit, a stereo-tape playback designed for use in cars, boats and planes. The set uses a Viking head, plays tapes at 3 3/4 i.p.s. via the perpetual play (i.e. mobolous loop) Fidelipac cartridge.

Sound is channeled through two clip-on speakers, thus eliminating the necessity of having to cut into the car in making the installation. Speakers also can be placed underneath the seats or in the rear of the vehicle.

The Fidelipac cartridge contains four-track stereo tape with each double-track devoted to the side of an album. The listener can change the music program by turning a switch which moves

the tape head from one double-track to the other.

Unit will list at \$129.95. A separate transformer is being made available as an accessory to permit the 12-volt playback to operate off of house current. Control panel contains separate volume controls for each channel, thereby allowing the listener to adjust the balance of the two speakers to his liking. Panel also features twin lights to indicate which "side" or double-track is being played.

The Fidelipac single reel cartridge eliminates necessity of threading the playback or re-winding. The mobolous loop achieves the perpetual play feature by feeding the tape from the center and rewinding automatically as it plays on the outside of the single reel. Thus, the

one reel is able to feed and re-wind in a single operation.

International Systems Corporation is active in the data processing equipment field, and manufactures switching equipment, solid state and electro-mechanical relays, communication systems, among other areas of the electronics realm. The Mobile Music device marks its first step into the entertainment instrument field.

Music for the ISC unit is supplied by the LaSalle Music Corporation, established to acquire tape rights to existing disk catalogs. ISC is currently setting up its distribution pattern for the sale of its Mobile Music units.

## Billboard 1963 DEALER SURVEY

### RADIO SALES IN RECORD-SELLING OUTLETS

(January to May, 1963)

|                      | Better | About Same | Worse | Don't Know |
|----------------------|--------|------------|-------|------------|
| TRANSISTOR PORTABLES | 28     | 39         | 31    | 2          |
| STANDARD AM RADIOS   | 7      | 39         | 50    | 4          |
| AM-FM RADIOS         | 36     | 41         | 20    | 3          |
| FM-STEREO RADIOS     | 39     | 24         | 18    | 19         |

## Billboard 1963 DEALER SURVEY

### PHONO SALES IN RECORD-SELLING OUTLETS

(January to May, 1963)

|            | Per Cent of Dealers Replies |
|------------|-----------------------------|
| Better     | 21                          |
| About Same | 39                          |
| Worse      | 39                          |
| Don't Know | 1                           |

# Billboard Survey of Phonographs and Radio Sales in

| OF RECORD-SELLING DEALERS HANDLING PHONO EQUIPMENT, PERCENT HANDLING EACH TYPE, FROM JANUARY 2 THRU MAY 11, 1963 | ESTIMATED UNIT SALES BY RECORD-SELLING DEALERS FROM JANUARY 2 THRU MAY 11, 1963 | AVERAGE UNITS SOLD PER RECORD-SELLING DEALER HANDLING PHONO EQUIPMENT FROM JANUARY 2 THRU MAY 11, 1963 | TYPE OF PHONOGRAPH EQUIPMENT & RADIOS                      | BRANDS                                  | ADMIRAL | BIRCH | BRADFORD | CAPITOL | COLUMBIA | CONCERT HALL | CURTIS-MATHIS | DECCA |
|--|---|--|--|---|---------|-------|----------|---------|----------|--------------|---------------|-------|
|  |   |  |  |   |         |       |          |         |          |              |               |       |
| PHONOGRAPHS  |   |  |  |   |         |       |          |         |          |              |               |       |
| 78.2%  | 69,000  | 18.4   | PORTABLE MONAURAL PHONOGRAPHS BOTH MANUAL & AUTOMATIC      | Percent Reported as "Best Selling Line" | ♦       | 1.2%  | ♦        | 7.1%    | 12.6%    | ♦            |               | 21.8% |
|  |   |  |  | Average Number Units Sold               |         | 3.5   |          | 8.8     | 11.0     |              |               | 10.6  |
| 32.1%  | 12,800  | 8.3  | PORTABLE STEREO PHONOGRAPHS MANUAL                         | Percent Reported as "Best Selling Line" |         | ♦     |          | 2.5%    | 4.0%     |              |               | 5.5%  |
|  |   |  |  | Average Number Units Sold               |         |       |          | 5.0     | 7.1      |              |               | 6.3   |
| 76.3%  | 72,900  | 19.9   | PORTABLE STEREO OR TABLE MODEL AUTOMATIC PHONOGRAPHS       | Percent Reported as "Best Selling Line" | ♦       | ♦     | ♦        | 2.2%    | 7.1%     |              |               | 9.5%  |
|  |   |  |  | Average Number Units Sold               |         |       |          | 5.3     | 2.9      |              |               | 7.0   |
| 44.6%  | 14,980  | 7.0  | STEREO CONSOLES OR CONSOLETTES WITHOUT AM/FM RADIO OR TV   | Percent Reported as "Best Selling Line" |         |       |          | ♦       | 1.8%     |              |               | 2.2%  |
|  |   |  |  | Average Number Units Sold               |         |       |          |         | 5.2      |              |               | 3.3   |
| 52.9%  | 76,700  | 30.2   | STEREO CONSOLES OR CONSOLETTES WITH AM/FM RADIO            | Percent Reported as "Best Selling Line" |         |       |          | ♦       | 2.5%     | ♦            | 2.2%          | 4.3%  |
|  |   |  |  | Average Number Units Sold               |         |       |          |         | 5.5      |              | 10.6          | 4.8   |
| 29.8%  | 19,000  | 13.3   | STEREO CONSOLES (THEATRES) WITH AM/FM RADIO AND TELEVISION | Percent Reported as "Best Selling Line" | ♦       |       |          | ♦       |          |              | 2.5%          |       |
|  |   |  |  | Average Number Units Sold               |         |       |          |         |          |              | 12.5          |       |

MANUFACTURERS REGISTERING LESS THAN 1% OF THE 6 CATEGORIES (Included in "others" in each category) were: (1) Califone, Commodore, Drynavox, Gotham, KLH, Majorette, Mercury, Tonecrest, (2) ABC, Somerset, (3) Major, (4) Kelton (5) Clartone, Granco, Telefunken (6) Packard Bell.

## RADIOS

| OF RECORD-SELLING DEALERS HANDLING RADIOS, PERCENT HANDLING EACH TYPE, FROM JANUARY 2 THRU MAY 11, 1963 | ESTIMATED UNIT SALES OF RADIOS BY RECORD-SELLING DEALERS FROM JANUARY 2 THRU MAY 11, 1963 | AVERAGE UNITS SOLD PER RECORD-SELLING DEALER HANDLING RADIOS FROM JANUARY 2 THRU MAY 11, 1963 | TYPE OF RADIO              | BRANDS                                  | ABC | ADMIRAL | ARVIN | BRADFORD | CHANNEL MASTER | COLUMBIA | DEL MONICO | ELECTRA |
|---|---|---|----------------------------|---|-----|---------|-------|----------|----------------|----------|------------|---------|
|   |   |   |                            |   |     |         |       |          |                |          |            |         |
| 62.5%   | 189,300   | 42.1  | PORTABLE TRANSISTOR RADIOS | Percent Reported as "Best Selling Line" |     | ♦       | ♦     | ♦        | 5.8%           | 1.8%     | ♦          | ♦       |
|   |   |   |                            | Average Number Units Sold               |     |         |       |          | 7.1            | 6.8      |            |         |
| 49.2%   | 61,630  | 17.4  | STANDARD AM RADIOS         | Percent Reported as "Best Selling Line" | ♦   | 2.2%    | ♦     | ♦        |                |          |            | ♦       |
|   |   |   |                            | Average Number Units Sold               |     | 3.3     |       |          |                |          |            |         |
| 48.9%   | 50,000  | 14.2  | AM/FM RADIOS               | Percent Reported as "Best Selling Line" | ♦   | ♦       | ♦     | ♦        | 1.5%           | 2.5%     | ♦          | ♦       |
|   |   |   |                            | Average Number Units Sold               |     |         |       |          | 2.6            | 10.1     |            |         |
| 24.9%   | 12,200  | 6.8   | FM STEREO RADIOS           | Percent Reported as "Best Selling Line" |     | ♦       |       |          |                |          | ♦          |         |
|   |   |   |                            | Average Number Units Sold               |     |         |       |          |                |          |            |         |

MANUFACTURER REGISTERING LESS THAN 1% IN ONLY 1 OF THE CATEGORIES (Included in "others" in each category) were: (1) Commodore, Galaxy, Globe, Hitachi, Hilton, Holiday, Impala, Mercury, Monarch, Nordmeinde, Ross, Sharp, Sony, Starlite, Sylvania, Symphonic, Viscount, Webcor, Westinghouse, (2) Packard-Bell, V.M., (3) AMC, Emud, Grundig, K.L.H., Winter Royal, (4) McIntosh, Selmonica, Sherwood.



# Discounting 1st in Dealer Gripes

NEW YORK—Whether all will ever be completely right with a dealer's world is a question. For the moment, at least, according to retailers participating in Billboard's annual survey of retail dealers, there is a continuing plethora of troubles in the business, and these dealers were quick to point them out.

Whereas record clubs might once have placed first far and away above any other difficulty on a dealer's most-hated list, discounting assumes that role today, as presented not only by clubs, but by racks and many types of store department locations.

Fully 40 per cent of the dealers heard from in the survey, listed "discounting" or "price-cutting" as the prime headache of today's business. Less than half that number of votes went to clubs as the most difficult problem, while rack jobbers were mentioned about half as frequently as clubs.

The problems of inventory

are always keen ones for any dealer and these figured prominently in the survey under various guises.

### Problems Cited

The need to "hold down inventory," "too many singles recorded," the hope for "quality rather than quantity in new album product," and the simple statement, "too many albums being released" are all symptomatic in this category.

Difficulties in the distributor relationship occupied a substantial share of the complaints. "Slow" distribution of new product was a key factor. Dis-

tributors (and rack jobbers) entering the retail business, also came in for a share of the attack. Distributors, it was felt, have a responsibility to stabilize and "firm up" prices on all product, or put another way (as stated by various dealers) to "stop selling at several different prices to different customers."

### Balk at Exchanges

Too few distributors, it was also noted, are willing to make proper exchanges on merchandise or to extend credit on defective sets. They are also alleged by the dealers to be guilty of "too slow a delivery program on hits," and in general to have lost interest in the traditional record dealer.

One rather sweeping complaint, echoed in various other

*Continued on page 18*

## Billboard 1963 DEALER SURVEY

### TAPE AND TAPE EQUIPMENT SALES IN RECORD-SELLING OUTLETS

(January to May, 1963)

| TAPE EQUIPMENT SALES | PRE-RECORDED TAPE SALES |        |
|----------------------|-------------------------|--------|
|                      | Mono                    | Stereo |
| BETTER               | 22                      | 28     |
| ABOUT SAME           | 39                      | 29     |
| WORSE                | 33                      | 37     |
| DON'T KNOW           | 6                       | 6      |

## Billboard 1963 DEALER SURVEY

### ACCESSORY SALES

(January to May, 1963)

|                  | ACCESSORY SALES |            |       |            |
|------------------|-----------------|------------|-------|------------|
|                  | Better          | About Same | Worse | Don't Know |
| PHONO NEEDLES    | 40              | 45         | 13    | 2          |
| CARRYING CASES   | 14              | 59         | 26    | 1          |
| RECORD CLEANERS  | 26              | 57         | 16    | 1          |
| PHONO CARTRIDGES | 21              | 59         | 14    | 6          |
| RAW TAPE         | 41              | 46         | 10    | 3          |

# Record Selling Outlets

| ELECTROHOME | EMERSON-DUMONT | FISHER | GE   | M.O.B. | MAGNAVOX | MOTOROLA | OLYMPIC | PHILCO | PHONOLA | PILOT | R.C.A. | SHRIER ELECT. | SILVERTONE | SYLVANIA | SYMPHONIC | V M  | WEBCOR | ZENITH | ALL OTHERS | NO RESPONSE |
|-------------|----------------|--------|------|--------|----------|----------|---------|--------|---------|-------|--------|---------------|------------|----------|-----------|------|--------|--------|------------|-------------|
| ♦           | ♦              |        | 1.8% | ♦      | 4.6%     | ♦        | ♦       |        | ♦       |       | 6.5%   | ♦             | ♦          | ♦        | 4.0%      | 5.8% | 1.8%   | ♦      | 8.2%       | 24.6%       |
|             |                |        | 13.0 |        | 25.0     |          |         |        |         |       | 7.9    |               |            |          | 24.5      | 4.5  | 9.6    |        |            |             |
|             |                |        |      |        | 1.8%     | ♦        |         |        |         |       | 1.2%   |               | ♦          |          | ♦         | 2.2% | ♦      |        | 3.1%       | 79.7%       |
|             |                |        |      |        | 20.5     |          |         |        |         |       | 3.7    |               |            |          |           | 3.8  |        |        |            |             |
|             | ♦              |        | 2.8% |        | 18.2%    | 1.5%     |         |        | 1.5%    | ♦     | 4.6%   | ♦             | ♦          |          | 2.8%      | 8.3% | 3.1%   | 3.1%   | 3.0%       | 32.3%       |
|             |                |        | 14.6 |        | 17.2     | 5.0      |         |        | 15.2    |       | 8.8    |               |            |          | 7.9       | 7.6  | 6.4    | 9.0    |            |             |
| ♦           | ♦              |        | ♦    |        | 14.5%    | 2.8%     | ♦       | ♦      | ♦       | ♦     | 4.0%   |               | ♦          |          | ♦         | 4.3% | ♦      | 3.1%   | 5.8%       | 61.5%       |
|             |                |        |      |        | 6.2      | 7.3      |         |        |         |       | 5.0    |               |            |          |           | 2.3  |        | 6.6    |            |             |
| ♦           | ♦              | 2.5%   |      | ♦      | 20.0%    | 1.2%     |         | ♦      | ♦       | 1.2%  | 4.0%   |               | ♦          | ♦        | ♦         | 3.7% | ♦      | 3.4%   | 5.6%       | 49.8%       |
|             |                | 18.0   |      |        | 23.4     | 1.7      |         |        |         | 4.0   | 5.7    |               |            |          |           | 1.3  |        | 9.4    |            |             |
| ♦           | ♦              |        |      |        | 18.2%    | ♦        |         | ♦      |         |       | 2.2%   |               | ♦          |          |           |      |        | 1.5%   | 3.9%       | 72.0%       |
|             |                |        |      |        | 11.3     |          |         |        |         |       | 2.1    |               |            |          |           |      |        | 3.4    |            |             |

| EMERSON | GE   | GRANCO | LLOYD | MAGNAVOX | MOTOROLA | NOVELCO | OLYMPIC | PANORAMIC | PHILCO | R.C.A. | SILVERTONE | TOKAI | TOSHIBA | YORK | ZENITH | ALL OTHERS | NO RESPONSE |
|---------|------|--------|-------|----------|----------|---------|---------|-----------|--------|--------|------------|-------|---------|------|--------|------------|-------------|
| ♦       | ♦    |        | ♦     | 13.8%    | 2.2%     | ♦       | ♦       | 1.5%      | ♦      | 6.8%   | ♦          | ♦     | ♦       | ♦    | 6.2%   | 20.4%      | 41.5%       |
|         |      |        |       | 28.4     | 3.3      |         |         | 15.0      |        | 11.0   |            |       |         |      | 27.3   |            |             |
| 2.8%    | 2.8% | ♦      | ♦     | 8.9%     | 1.8%     |         | 1.5%    | ♦         | ♦      | 8.9%   | ♦          |       | ♦       | 5.8% | 5.9%   | 59.4%      |             |
| 14.2    | 13.0 |        |       | 9.9      | 12.8     |         | 7.2     |           |        | 5.0    |            |       |         | 13.3 |        |            |             |
| ♦       | 2.2% | 1.5%   |       | 13.2%    | ♦        | ♦       | ♦       | 1.5%      |        | 4.3%   | ♦          | ♦     | ♦       | ♦    | 10.8%  | 8.3%       | 54.2%       |
|         | 3.0  | 2.3    |       | 10.8     |          |         |         | 7.5       |        | 3.6    |            |       |         | 10.0 |        |            |             |
| ♦       | 1.2% | ♦      |       | 10.2%    | ♦        |         |         |           |        | ♦      |            |       |         | ♦    | 4.9%   | 83.7%      |             |
|         | 5.0  |        |       | 5.6      |          |         |         |           |        |        |            |       |         |      |        |            |             |

♦ INDICATES BRANDS ALSO SOLD BY RECORD-SELLING DEALERS BUT REGISTERED LESS THAN ONE PERCENT AND IS INCLUDED IN "ALL OTHERS" COLUMN.

**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 \$31 and \$60**

| This Issue | POSITION      |               | BRAND                | % OF TOTAL POINTS |
|------------|---------------|---------------|----------------------|-------------------|
|            | 4/27/63 Issue | 1/26/63 Issue |                      |                   |
| 1          | 1             | 1             | Decca                | 24.9              |
| 2          | 3             | 4             | Voice of Music (V-M) | 12.3              |
| 3          | 2             | 2             | Masterwork           | 8.7               |
| 4          | 5             | 9             | Capitol              | 8.3               |
| 5          | 4             | 3             | RCA Victor           | 7.3               |
| 6          | 6             | 7             | Symphonic            | 7.1               |
| 7          | 7             | 5             | Webcor               | 6.9               |
| 8          | -             | -             | Westinghouse         | 3.8               |
|            |               |               | Others               | 20.7              |

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

4/27/63 Issue: Phonola (8).

1/26/63 Issue: Magnavox (6); General Electric (8); Majorette (9).

**Dealer Grips**

Continued from page 17

comments, was to the effect that "record companies have lost control of the industry to rack jobbers and one-stops."

Also mentioned were the perennial problem of the shop lifter, the customer who wants to exchange a club selection for store stock, and the simple fact that the industry is overburdened with "too many deals."

**Judy Deane Dies**

SAN FRANCISCO — Judy Deane, who began a 40-year career in radio in 1922 and later went into television and recording, died in San Francisco last week at the age of 65.

Miss Deane, whose real name was Mrs. Helen M. Cather, started her career when she won a talent contest in her native Birmingham. Her professional name in the early days was Dixie Marsh when she was an

**SORD Head Would Appear At Hearing**

JERSEY CITY, N. J.—Lou Shapiro, newly elected president of the Society of Record Dealers (SORD) took his first official action in the new job last week in the form of a letter to Congressman Oren Harris (D., Ark.) sponsor of proposed Quality Stabilization legislation in the House.

In the letter Shapiro told Harris of his desire to appear before the Harris Committee to "testify on conditions in the record industry with particular reference to the need for passage of the Quality Stabilization Bill."

Shapiro continued: "This nationwide organization strongly supports your bill. We are before the Federal Trade Commission, but we feel that the long-range solution to our problems lies in this type of legislation."

Copies of the letter also went to Senators Humphrey (D., Minn.), Kefauver (D., Tenn.), Case (R., N. J.) and Williams (D., N. J.) as well as to the Quality Brands Associates of America. One aim of such legislation would be involved in price stabilization on product sold at retail.

In another move, Shapiro sent out a letter to the entire SORD membership, indicating some of the plans for the organization formulated at its recent meeting in Miami Beach, and enlisting the support of all independent dealers.

actress, but she changed it to become a singer. She had her own show on KNBC (now KNBR), San Francisco.

**Estey's New Tape Line**



ESTEY ELECTRONICS introduced both these units as part of its four-model tape recorder line in New York last week. Top photo shows the deluxe stereo model 70, featuring sound-on-sound recording, at \$339.95. Below is model 50, stereo, incorporating many of the features of the higher-end model, but in a more budget-type packaging, at \$229.95 complete.

**Pilot Portable**



PILOT RADIO has announced this all-transistor portable stereo phono with provisions for a matching AM-FM stereo tuner. Enclosed in airplane luggage type case, the set contains an added compartment for the matching tuner with input jacks. The lid for the case is formed by two speaker enclosures. Equipped with Garrard changer, the unit lists at \$199.

**Billboard 1963 Survey of Retail Outlets (continued)**

QUESTION 9: DO YOU OPERATE YOUR OWN RECORD CLUB?  
40.1% YES 59.9% NO

QUESTION 10: DO YOU DO ANY RACK-JOBBER?  
5.9% YES 94.1% NO

QUESTION 11: WHICH AGE GROUP IS THE PRIMARY PURCHASER OF SINGLES RECORDS?

| AGE RANGE | PERCENTAGE |
|-----------|------------|
| 8 - 14    | 11.0%      |
| 14 - 18   | 69.9%      |
| 18 - 25   | 15.0%      |
| 25 & Over | 3.4%       |
| All Ages  | 2.7%       |

QUESTION 12: WHAT PERCENTAGE (if any) OF YOUR SINGLES RECORDS ARE SOLD TO ADULTS? (Average of all replies)  
19.6%

QUESTION 13: WHAT PERCENTAGE (if any) OF YOUR LP RECORDS ARE SOLD TO THE TEEN AGE (13 - 14) GROUP? (Average of all replies)  
13.1%

QUESTION 14: DO YOU SPECIALIZE IN ONE PARTICULAR TYPE OF MUSIC ON LP'S?  
20.1% YES 79.9% NO

IF ANSWER TO ABOVE IS YES, WHAT TYPE?

|       |                                   |
|-------|-----------------------------------|
| 15.8% | Popular                           |
| 14.0% | Classical                         |
| 12.3% | Original Cast & Sound Track       |
| 12.3% | Country & Western                 |
| 10.5% | Jazz                              |
| 10.5% | Folk                              |
| 7.9%  | Rhythm & Blues                    |
| 7.0%  | Comedy                            |
| 9.7%  | Other (including Religious, etc.) |

QUESTION 15: DO YOU SELL RECORDS AT A DISCOUNT FROM THE SUGGESTED LIST PRICE?  
46.3% YES 53.7% NO

IF ANSWER TO ABOVE IS YES, WHAT IS YOUR AVERAGE DISCOUNT RATE?

|       |                  |       |
|-------|------------------|-------|
| 21.4% | Highest Reported | 40.0% |
|       | Lowest Reported  | 10.0% |

QUESTION 16: DO YOU USE ANY OF YOUR OWN MERCHANDISING OR PROMOTIONAL DEVICES TO STIMULATE YOUR CONSUMER BUSINESS?  
66.9% YES 33.1% NO

IF YES, PLEASE SPECIFY:

|       |                                    |
|-------|------------------------------------|
| 16.8% | Advertising Signs & Displays       |
| 15.9% | Standard Newspaper & Radio Ads     |
| 11.5% | Free Record-Premium or Coupon      |
| 10.6% | Direct Mail Advertising            |
| 9.7%  | Record Clubs                       |
| 6.2%  | Special Sales - Special Categories |
| 2.7%  | Discount Racks                     |
| 2.7%  | Record Trade-ins                   |
| 2.7%  | Store Promotions                   |
| 21.2% | All Others                         |

QUESTION 17: HOW MANY TIMES A YEAR DO YOU TURN OVER YOUR INVENTORY?

|            |      |
|------------|------|
| Singles:   | 15.7 |
| Long Play: | 3.2  |

QUESTION 18: WHAT IS THE ESTIMATED VALUE OF YOUR INVENTORY?

|            |         |                            |                        |
|------------|---------|----------------------------|------------------------|
| Singles:   | \$1,856 | Highest Reported: \$25,000 | Lowest Reported: \$30  |
| Long Play: | \$1,684 | Highest Reported: \$75,000 | Lowest Reported: \$165 |

QUESTION 19: WHAT ARE THE AVERAGE AND THE LOWEST PRICE YOU HAVE PAID FOR LP'S WITH THE FOLLOWING SUGGESTED LIST PRICES?

| SUGGESTED LIST PRICE | AVERAGE PRICES PAID |                          |                         |
|----------------------|---------------------|--------------------------|-------------------------|
|                      | Overall Average     | Highest Average Reported | Lowest Average Reported |
| \$1.98 list          | \$2.40              | \$3.58                   | \$1.80                  |
| \$4.98 list          | \$3.04              | \$4.49                   | \$2.25                  |
| \$5.98 list          | \$3.66              | \$5.75                   | \$2.35                  |

**LOWEST PRICES PAID**

|             | Overall Average | Highest Average Reported | Lowest Average Reported |
|-------------|-----------------|--------------------------|-------------------------|
| \$1.98 list | \$1.89          | \$2.67                   | \$1.23                  |
| \$4.98 list | \$2.48          | \$3.10                   | \$1.25                  |
| \$5.98 list | \$3.02          | \$4.00                   | \$1.75                  |

QUESTION 20: A. WHAT PERCENTAGE OF YOUR SINGLES RECORDS DO YOU PURCHASE FROM:

Distributors: 51.9% One-Stop: 44.6% Rack Jobbers: 3.5%

B. WHAT PERCENTAGE OF YOUR LP RECORDS DO YOU PURCHASE FROM:

Distributors: 78.5% One-Stop: 19.0% Rack Jobbers: 2.5%

QUESTION 21: WHAT RECORD FIRM HAS DONE THE BEST JOB OF SUPPLYING YOU WITH POINT OF PURCHASE MATERIAL?

|            |       |
|------------|-------|
| Columbia   | 27.0% |
| RCA Victor | 27.0% |
| Capitol    | 21.3% |
| Decca      | 6.7%  |
| All Others | 18.0% |

QUESTION 22: WHAT RECORD FIRM HAS GIVEN YOU THE CLOSEST SUPPORT ON COOPERATIVE ADVERTISING IN YOUR AREA?

|            |       |
|------------|-------|
| Capitol    | 43.8% |
| RCA Victor | 32.6% |
| Columbia   | 11.2% |
| Decca      | 4.5%  |
| All Others | 7.9%  |

QUESTION 23: WHAT RECORD FIRM HAS COOPERATED BEST WITH YOU ON DIRECT-MAIL ADVERTISING?

|            |       |
|------------|-------|
| Capitol    | 31.3% |
| Columbia   | 21.9% |
| RCA Victor | 18.7% |
| Decca      | 12.5% |
| All Others | 15.6% |

QUESTION 24: WHAT RECORD FIRM DO YOU FEEL HAS DONE THE BEST TRADE ADVERTISING JOB?

|            |       |
|------------|-------|
| RCA Victor | 51.6% |
| Columbia   | 23.7% |
| Capitol    | 11.8% |
| Dot        | 4.3%  |
| Decca      | 2.1%  |
| All Others | 6.5%  |



At the top  
of all  
the charts . . .  
**I WANNA  
BE AROUND**  
CL 2000  
CS 8800



**"THIS IS ALL  
I ASK"**

(Columbia 4-2820)

IS

**CONTINUED  
SUCCESS  
TO NAMM**

# tony

# MASTERWORK for '64

HERE IS YOUR MASTERWORK '64 GALLERY OF SOUND and in it the most comprehensive array of audio products ever put together. From the versatile budget priced portable to the latest in AM-FM-FM Stereo engineering, there is fabulous value in every category.

Hand wired chassis, solid state circuitry, FM Stereo radio receivers, multi-speaker sound systems, 3 speed tape recorders and precision record changers are just a few of the many electronic advances available in styling variations ranging from majestic Italian Provincial and Contemporary lustrous walnut to electrifying "Samsonite" luggage.

There's a tremendous story on pricing, warranties and merchandising support. Contact your local COLUMBIA RECORD DISTRIBUTOR for all details.



**Model-M-1712/Deluxe "Drop-A-Matic" Stereophonic Automatic Portable**  
Dual channel AC Power Transformer amplifier — 20 watts  
• Each enclosure contains one 8 inch woofer and 2-4 inch tweeters • Deluxe changer has 11" studio type turntable — lever controls • Turnover, ceramic, high compliance cartridge • Diamond stylus and sapphire-jeweled stylus • 4 controls • Slate gray and white combination • Reinforced wood cabinet incorporates "Drop-A-Matic" principle • Pyroxylin • Suggested List Price \$149.95\*



**Model-M-1701/Four Speed Manual Monaural Portable**

Front firing four inch speaker • All steel four speed turntable • Built-in 45 rpm adaptor • Turnover cartridge contains two sapphire needles • Olive and oyster white combination • Pyroxylin covered travel case • Suggested List Price \$19.95\*



**Model-M-1705/Fully Automatic 4 Speed Stereophonic Portable**

Two four inch speakers, one in each wing • Two-channel stereophonic amplifier • Custom fully automatic changer • Plays four speeds stereophonically and monophonically • Turnover cartridge with two sapphire stylus • Warm rose beige and white • Pyroxylin covered cabinet • Suggested List Price \$59.95\*



**Model-M-1702/Portable Radio Four Speed Phonograph Combination**

Front firing five inch speaker • 5 tube AM radio • Self-contained Ferrite loopstick antenna • All steel 4 speed sponge rubber turntable • Built-in 45 rpm adaptor • Turnover cartridge with two sapphire needles • Blue tweed and eggshell combination • Pyroxylin covered case • Suggested List Price \$29.95\*



**Model-M-1709/"Drop-A-Matic" Stereophonic Automatic Portable**

Two six inch speakers, one in each enclosure • Dual channel stereo amplifier • Custom VM fully automatic jamproof changer • Plays all records stereophonically and monaurally • "Drop-A-Matic" principle employed • Stereophonic, turnover high compliance cartridge • Diamond and sapphire stylus • Iridescent silver gray and midnight blue • All wood lock-cornered cabinet covered in pyroxylin fabric • Suggested List Price \$79.95\*



**Model-M-1704/Four Speed Fully Automatic Monaural Portable**

Four inch front firing speaker • Custom automatic changer with all steel turntable • Two sapphire styli in turnover cartridge • Two-tone tan and white • Lock-cornered pyroxylin fabric covered cabinet • Suggested List Price \$49.95\*



**Model-M-1710/Automatic Four Speed Stereophonic Twin Unit Portable**

Four speaker system (2 - 8" / 2 - 4") • Two channel stereophonic amplifier • Custom, Jam-proof, changer • High compliance stereophonic turnover cartridge • Diamond and sapphire stylus • "Riviera Blue" • Wood, lock-cornered pyroxylin fabric covered cabinet • Suggested List Price \$99.95\*



**Model-M-4020/Custom Stereophonic High Fidelity Console With AM-FM Radio**  
Four speakers, (2-6" and 2-4") • Dual channel stereophonic amplifier • 50 to 15,000 cps • Complete AM-FM • Fully automatic jam-proof changer • High compliance cartridge • Two sapphire stylus • 6 controls • Hand-rubbed oiled walnut cabinet • Record storage compartment • Suggested List Price OPEN\*



**Model-M-4040/Custom Self-Contained Fully Automatic Stereophonic High Fidelity Console with AM-FM Stereo**  
Two 10" plus four 4" speakers • AC transformer powered amplifier — 20 watts • 40 to 20,000 cps • Separate AM/FM-FM Stereo tuner with AFC • FM Stereo indicator • Deluxe changer — lever controls • Ceramic cartridge • Diamond and sapphire stylus • 6 controls • Oiled walnut hardwood cabinet • Record storage compartment • Suggested List Price \$279.95\*



**Model-M-4060/Deluxe Self-Contained Stereophonic High Fidelity Console - AM-FM-FM Stereo**  
Hand wired all aluminum chassis • AM-FM-FM Stereo • FM Stereo indicator • Garrard AT-6 changer • Counterweight adjusted and balanced tone arm with built-in stylus pressure gauge • High compliance ceramic cartridge • Diamond and sapphire needle • 7 controls • Oiled walnut, hand-rubbed hardwood cabinet • Suggested List Price \$359.95\*

COLUMBIA RECORDS SALES CORP.

# SUCCESS REVISITED



**Model-M-4070/Contemporary Stereophonic High Fidelity Radio-Phonograph Console with AM-FM-FM Stereo**  
 Integrated stereo amplifier • 50 watts • Speaker systems in sealed separate sound chambers • Hand-wired, all aluminum chassis • Complete AM-FM-FM Stereo • FM Stereo indicator • Garrard AT-6 changer • Built-in stylus pressure gauge on counterweight adjusted tubular tone arm • Magnetic cartridge • Diamond needle • 6 controls • Cabinet constructed of walnut solids and veneers • Suggested List Price \$475.00\*



**Model-M-2002/Deluxe Table Model AM-FM Superhetrodyne Radio**  
 Hand-rubbed oiled walnut cabinet • Hand wired chassis • 6 inch speaker • Complete AM-FM • Vernier slide rule tuning • Automatic Frequency Control • Two self-contained antennae • Suggested List Price \$79.95\*



**Model-M-2100/Deluxe AM-FM Short Wave Transistor Radio Portable**  
 Full AM-FM • International short wave • Operates on 6 standard batteries • 9 transistors • Push button controls • Slide rule dial • Telescopic antenna • Continuous volume control • Luggage type case • Black with chrome trim • Suggested List Price \$89.95\*



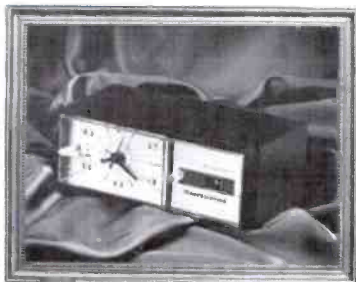
**Model-M-4080/Italian Provincial Stereophonic High Fidelity Radio-Phonograph Console with AM-FM-FM Stereo**  
 Integrated stereo amplifier • 50 watts • Speaker systems in sealed separate sound chambers • Hand-wired, all aluminum chassis • Complete AM-FM-FM Stereo • FM Stereo indicator • Garrard AT-6 changer • Built-in stylus pressure gauge on counterweight adjusted tubular tone arm • Magnetic cartridge • Diamond needle • 6 controls • Authentic Italian Provincial fruitwood cabinet of solids and veneers • Suggested List Price \$475\*



**Model-M-3020/Deluxe All Wood Table Model Radio with AM-FM-FM Stereo**  
 Hand crafted chassis • 8 watts • Two individual speaker cabinets (2 - 6½" speakers) • 4 controls • FM Stereo indicator • Calibrated log scale • Three piece receiver • Hand-rubbed all wood oiled walnut finish • Suggested List Price \$149.95\*



**Model-M-690A/Portable High Fidelity Tape Recorder**  
 Two speed operation • 6" speaker • Up to one hour on 5" reel • Dynamic microphone • Accessories • Black and ivory • Suggested List Price \$79.95\*



**Model-M-3005/Transistor Clock Radio**  
 Only 6¼" wide, 3" high, 3½" deep • American made chassis • Full AM broadcast band • Transistorized circuitry • Electric clock • Radio alarm • Ebony and silver or Ivory and gold • High impact plastic case • Gift packed • Suggested List Price \$39.95\*



**Model-M-2810/AM-FM Portable Transistor Radio**  
 Ten transistors powered by four penlight batteries • Complete AM-FM • Slide rule tuning • Built-in telescopic antenna • Black, high impact plastic case trimmed with silver and champagne gold • Attractive gift carton • Includes carrying case and earphone • Suggested List Price \$49.95\*



**Model-M-700/Deluxe Portable High Fidelity Tape Recorder**  
 3 speed operation • 4 hours playing time — 7" reel • All size reels • 6" speaker • One control function operation • Dynamic microphone • Accessories • VU meter • Suggested List Price \$119.95\*



**Model-M-3010/Table Model AM-FM Radio**  
 Hardwood oiled walnut cabinet • 6 tube chassis • Complete AM-FM • 4 controls • Slide rule tuning • Automatic Frequency Control • Suggested List Price \$59.95\*



**Model-M-1716/Deluxe Stereophonic High Fidelity Automatic "Matched Pair" Portable**

**SOLID STATE CIRCUITRY • 12 TRANSISTORS • 30 watts • Hand wired chassis • 50-20,000 cps • Garrard AT-6 fully automatic changer • Magnetic cartridge • Diamond needle • 7 controls • Burnt olive matching "Samsonite" luggage cases • Suggested List Price \$199.95\***

\*Prices slightly higher in the West

799 Seventh Avenue, New York 19, N.Y.

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records of 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.

- PRESTIGE**—Expires July 31, 1963. Started June 1, 1963. Special 15 per cent catalog deal on Swingville, Bluesville, Lively Arts and Irish labels. Offer is part of rotating label deal policy. Also special deal on 11 new releases on various Prestige labels, expiring July 10.
- MERCURY-WING**—Expires July 31, 1963. Started June 15, 1963. Special "June Bouquet of Hits" program on four classical and six pop albums. Thirteen per cent discount on new classical and entire Mercury-Wing classical catalog.
- MOODSVILLE**—Expires August 1, 1963. Started July 1, 1963. A 15 per cent discount on entire catalog. Deal is also available on new albums and singles released during July. Deal on new product expires August 9.
- COTTONTOWN JUBILEE**—Expires August 30, 1963. Started July 20, 1963. Bluegrass LP by Cousin Jake and Uncle Josh: One free with every three purchased.
- 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, TANGERRINE**—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12½ per cent discount.
- 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.
- ATLANTIC-ATCO**—Expiration indefinite. Started June 24, 1963. Special 15 per cent discount on new Atlantic and Atco releases and catalog material.
- COLPIX**—Expiration indefinite. 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.
- COMMAND**—Expiration indefinite. Started June 24, 1963. One-free-for-six-purchased deal on seven new releases and entire catalog.
- JAY-GE**—Expiration indefinite. Started June 24, 1963. Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

## WB Switches Distribs—Now Hart in L. A.

HOLLYWOOD — Warner Bros. Records last week appointed George Hartstone's Hart Distributors for the Southern California territory, switching its line from Al Latuska's Sun State Distributors. Latuska had handled the label since its inception more than five years ago.

WB's distribution reshuffle includes recent changes in Philadelphia to David Rosen, in Baltimore - Washington to Schwartz Bros., Cleveland to Heilicher Bros., Tone Distributors in Hialeah (Miami) and to H. W. Daily, Inc., Houston.

The label termed its distribution changes as being prompted by a desire to fortify the strength of its sales efforts by channeling its product through distributors who are "flexible, financially stable, know the importance of today's individual marketing condition, and have adopted their operations to correspond to the time."

## WMIL Country Spec

MILWAUKEE — A Grand Ole Opry spectacular will be presented by radio station WMIL at Milwaukee's County Stadium, Saturday, September 7. The one performance consisting of three hours of country music will headline Columbia recording artists, Lester Flatt and Earl Scruggs, Mercury's Faron Young and His Deputies; RCA Victor's Hank Snow and His Rainbow Ranch Boys and Skeeter Davis; Decca Record's Bill Anderson; Columbia Record's Carl Butler, Stonewall Jackson and Mother Maybelle Carter and the Carter Family, and Capitol's Louvin Bros. Host of the Grand Ole Opry spectacular stagelike will be WMIL's Jimmy West who will be ably assisted by the Bobby Nelson Trio, and vocalist Bobby Steele of Milwaukee.

## NEW DEALER PRODUCTS

### Columbia Transistor



Columbia Records has entered the race for solid state phono circuitry with this new Masterworks all-transistor portable. Tabbed Model M-1716, the unit features a Garrard changer, diamond stylus and a magnetic cartridge. Encased in samsonite luggage, it's priced at \$199.95.

### Teletone Phono



Featured portable in the new Teletone phono line, to be shown at the Music Show, is Model PD-651-ST, a fully transistorized, two-channel portable with swing-down VM changer. Suggested retail price is \$119.95. The firm will also show a line of portable and coffee table stereo models, a monaural portable series and a group of promotionally priced portable and clock radios in AM, FM and AM/FM types.

### Dynavox Model



Model 635, stereo portable with optional legs for use as a console, is a feature of the new Dynavox phono line of 19 models to be shown at the Music Show. The set carries six speakers, VM changer, external speaker jacks and provision for a stereo FM tuner. Other models include monaural and stereo portables, radio-phonos and a cocktail table stereo at \$249.50. Prices on the line start at \$19.95.

### New Stratakit



Fisher Radio has introduced the K-1000 Stratakit, a stereo amplifier in kit form. The kit is a duplicate of the factory-wired Model SA-1000. Most important feature is the exclusive Fisher invention, StrataBalance, which assures precise adjustment to optimum operating conditions. List price for the kit is \$279.50.

## World Report

SAIGON, Viet Nam—A leading newspaper was closed recently when it published some articles criticizing the government's banning of the twist. The American dance craze of last year has also been banned from radio play. . . . Contrary to rumors circulated on Continent, Eddie Adams, Billboard French representative, has never signed

a contract with CBS Records as an a.&r. man. . . . Chris Spinoza, American director of the Vesuvius label, is on an extended business trip in Italy acquiring material for future releases. The label is handled by MGM in U. S. . . . Jeanne Lee and Ran Blake, the jazz duo, are playing to strong houses to critical acclaim on their current tour of Norway, Italy and other European cities. They are on RCA Victor Records here.

## Billboard SURVEY OF TAPE RECORDER AND ACCESSORY SALES IN RECORD SELLING OUTLETS

FROM JAN. 2 THRU MAY 11, 1963

| TAPE RECORDERS | ESTIMATED AVERAGE UNITS PER RECORD DEALER HANDLING TAPE RECORDERS, PERCENT HANDLING EACH TYPE, FROM JANUARY 2 THRU MAY 11, 1963 | ESTIMATED AVERAGE UNITS PER RECORD DEALER HANDLING TAPE RECORDERS FROM JANUARY 2 THRU MAY 11, 1963 | TYPE OF TAPE RECORDER REPORTED AS "BEST SELLING LINE" FROM JANUARY 2 THRU MAY 11, 1963 | BRANDS |        |             |      |        |         |      |          |      |            |        |            |             |
|----------------|---|--|--|--------|--------|-------------|------|--------|---------|------|----------|------|------------|--------|------------|-------------|
|                |   |  |  | AMPEX  | GENARK | MASTERWORKS | RCA  | REVERE | ROBERTS | SONY | TELECTRO | VM   | WALLERBACK | WENCOR | ALL OTHERS | NO RESPONSE |
| 43.7%          | 10.3  | 1  | MONAURAL TAPE RECORDERS  |        | 0      | 3.4%        | 2.2% | 0      | 0       | 4.3% | 3.7%     | 7.1% | 2.2%       | 9.8%   | 7.9%       | 59.4%       |
| 38.2%          | 7.9   | 2  | STEREO TAPE RECORDERS  | 1.5%   | 0      |             | 0    | 0      | 4.3%    | 1.2% | 2.5%     | 7.4% | 1.2%       | 8.6%   | 2.5%       | 70.8%       |

| ACCESSORIES | ESTIMATED AVERAGE UNITS OR AVERAGE DOLLARS PER RECORD DEALER HANDLING ACCESSORIES FROM JANUARY 2 THRU MAY 11, 1963 | TYPE OF ACCESSORIES REPORTED AS "BEST SELLING LINE" FROM JANUARY 2 THRU MAY 11, 1963 | BRANDS                |       |         |         |         |          |       |                         |           |                 |            |        |       |       |            |       |     |         |
|-------------|--|--|-----------------------|-------|---------|---------|---------|----------|-------|-------------------------|-----------|-----------------|------------|--------|-------|-------|------------|-------|-----|---------|
|             |  |  | ALAN                  | AMPEX | AMPHILE | ASTATIC | CAPITOL | COLUMBIA | DECCA | DION TONE (CLOTH VOICE) | EYELECTRO | FERRIS DYNAMICS | FIDELITONE | JENSEN | KINGS | LE-80 | LECTROSTAT | LYRIC | M-H | PAGEANT |
| 79.7%       | \$662.50   | 1  | PHONOGRAPH NEEDLES    |       |         |         | 1.2%    | 0        |       | 7.1%                    | 3.7%      | 13.5%           | 4.9%       | 0      |       |       |            |       |     | 2.2%    |
| 73.8%       | 65.5 AVG. UNITS  | 2  | RECORD CARRYING CASES | 1.2%  |         | 9.2%    |         | 12.9%    | 3.1%  | 3.7%                    |           |                 |            |        | 0     |       | 4.6%       |       |     |         |
| 68.9%       | \$100.20   | 3  | RECORD CLEANERS       |       |         |         |         | 0        | 2.5%  |                         | 3.4%      |                 | 3.7%       | 2.8%   | 0     | 2.5%  | 4.0%       |       |     |         |
| 52.9%       | 7&8 AVG. UNITS   | 4  | PHONOGRAPH CARTRIDGES |       |         |         | 12.0%   |          |       |                         | 2.5%      |                 | 0          | 0      |       |       |            |       |     |         |
| 64.6%       | \$316.40   | 5  | RAW TAPE              | 1.5%  |         |         | 1.5%    | 1.5%     |       |                         |           | 1.2%            |            |        |       |       |            |       |     | 1.5%    |

0 INDICATES BRANDS ALSO SOLD BY RECORD SELLING DEALERS BUT REGISTERED LESS THAN ONE PERCENT AND IS INCLUDED IN "ALL OTHERS" COLUMN. MANUFACTURERS REGISTERING LESS THAN 1% IN ONLY 1 OF THE CATEGORIES (included in "others" in each category) were: (1) AC 100, Disc, Miller, Purinton, Thomsen, (2) Ampex, Decca, "45", Grand Maestro, Helbro, (3) Andover, Discant, Discantone, Electrostat, Pl 10 Stereo, Pl 11 Cleaning Cloth, Kirsch Music, Monaural, Rubin, Sil-jet Spinny, Tone King, Tone Tone, (4) Empire, Gene Pines, Magnavox, Norel, Publishing, Voco, (5) Ace, Acoustic, Audio-cop, Grand S, Wash Bros, Burgess, Galaxy, Revere, Sennoch, West Side.

← MANUFACTURERS REGISTERING LESS THAN 1% ONLY 1 OF THE CATEGORIES (included in "others" in each category) were: (1) California, Commodore, Commodore, Commodore, CPM, Evesham, Grand, Maxwell Graham, Starr, Telefun, Telefun, Vellon, Uher, Viking, (2) Bell, Teuberg.

| FLATTER PALE | PFANSTIEL | PULLI | RCA  | RECOTON | RONNETTE | SCOTCH | SHURE | SIGNOTONE | SOUNDSCRAFT | STAT-CLEAN | T-13 | TOTE-A-TUNE | WALCO | ALL OTHERS | NO RESPONSE |
|--------------|-----------|-------|------|---------|----------|--------|-------|-----------|-------------|------------|------|-------------|-------|------------|-------------|
|              | 1.4%      | 2.2%  |      | 8.6%    | 0        | 0      |       |           |             |            | 0    | 6.2%        | 15.8% | 33.2%      |             |
| 3.1%         |           |       |      |         |          |        |       |           |             |            |      | 1.5%        |       | 3.8%       | 56.9%       |
|              | 4.3%      |       |      | 2.2%    | 0        |        |       |           | 3.7%        |            |      |             | 4.6%  | 8.1%       | 58.2%       |
|              | 1.2%      | 0     | 0    | 0       | 0        | 2.8%   | 1.8%  |           | 0           | 1.5%       | 0    | 0           | 6.8%  | 71.4%      |             |
|              |           |       | 1.8% |         | 23.1%    | 0      |       | 1.8%      |             |            |      |             |       | 5.8%       | 60.3%       |

# **we're boasting again!!** **we're boasting again!!** **WE HAVE THE GREAT FILM MUSIC!!!**



ORIGINAL MOTION PICTURE SOUND TRACK RECORDING  
 UAL 4109 (STEREO)

**IRMA LA DOUCE**  
 ANDRE PREVIN

SONG BY: CHARLES STRAUSS  
 MUSIC BY: ANDRE PREVIN  
 LYRICS BY: JACQUES LÉVY  
 PRODUCED BY: ANDRE PREVIN  
 CONDUCTED BY: ANDRE PREVIN  
 RECORDED AT: AIR STATIONS  
 ENGINEER: BOB O'NEILL  
 ASSISTANT ENGINEER: BOB O'NEILL  
 MUSIC BY: ANDRE PREVIN  
 LYRICS BY: JACQUES LÉVY  
 PRODUCED BY: ANDRE PREVIN  
 CONDUCTED BY: ANDRE PREVIN  
 RECORDED AT: AIR STATIONS  
 ENGINEER: BOB O'NEILL  
 ASSISTANT ENGINEER: BOB O'NEILL

ORIGINAL MOTION PICTURE SOUND TRACK ALBUM  
 UAL 4105 (STEREO)

**MONDO CANE**  
 MUSIC BY RITZ ORTOLANI AND NINO OLIVERO  
 "A BRAVANT" MUSIC  
 RECORDS  
 UAL 4105 (STEREO)

ORIGINAL MOTION PICTURE SOUND TRACK ALBUM  
 UAL 4107 (STEREO)

**THE GREAT ESCAPE**  
 STEVE MCQUEEN  
 JAMES GARNER  
 RICHARD ATTENBOROUGH  
 UAL 4107 (STEREO)

ELMER BERTNER  
 CHARLES BRONSON  
 DONALD PLASTOW  
 JIM COOBY  
 COLIN FLEMING  
 PANTICON

FERRANTE AND TEICHER  
 LOVE THEMES FROM  
**CLEOPATRA**  
 UAL 4108 (STEREO)

FERRANTE AND TEICHER ORCHESTRA CONDUCTED BY NICK PERITO

ORIGINAL MOTION PICTURE SOUND TRACK ALBUM  
 UAL 4108 (STEREO)

**Dr. No**  
 IAN FLEMING'S  
 THE EBBET JAMES BOND  
 FILM ADVENTURE  
 SEAN CONNERY  
 UAL 4108 (STEREO)

JOHN WILLIAMS  
 CONDUCTED BY NICK PERITO  
 RECORDED AT AIR STATIONS  
 ENGINEER BOB O'NEILL  
 ASSISTANT ENGINEER BOB O'NEILL

**UNITED ARTISTS RECORDS**  
 THE PROUDEST NAME IN ENTERTAINMENT

**Birch Phono**



**BOETSCH BROS.** is featuring a cocktail table stereo with scuff-proof, stain-proof top as the highlight of its new Birch phono line, to be shown at the Music Show this week. The 47-inch-long console model lists at \$119.95. The line also features monaural manuals, monaural automatics and portable stereo automatic models. Prices start at \$19.95.

## Solons Argue On Right to Air Editorials

WASHINGTON—Broadcasters' rights to editorialize on the air were the subject of some angry arguing among Congressmen at the opening of last week's hearings by the House Commerce Communications Subcommittee. Hearings were pegged to a bill by Rep. John Moss (D., Calif.) to require that when political candidates are the subject of station editorializing, the opposition will get a copy of the editorial and have equal time on the station to reply.

Speaking for broadcasters, the National Association of Broadcasters urged that no restrictive regulations be put on the electronic journalism which is just getting into its stride, while American newspaper competition shrinks day by day. The American public needs, as never before, every source of information it can get on political candidates and controversial issues, but the expanding broadcast services can not give it if licensees are scared off by a maze of restrictive rules, said NAB spokesman Daniel W. Kops.

FCC Chairman E. William

Henry also urged hold-off on legislation, which would probably discourage editorializing by leaving station owners open to a merry-go-round of requests for equal time by candidates of different parties in the wake of an editorial. Henry said FCC's "Fairness Doctrine," which requires broadcasters to provide both sides of every controversial issue, covers the problem.

Henry promised Congressmen closer watch on broadcast editorializing, possibly with spot-checks to audit fairness; tightened rules in time for the 1964 elections, and a primer of guidelines for broadcasters to follow on editorial do's and don'ts. The FCC has urged editorializing as part of broadcasters' service to the public.

Equal time for use of broadcast facilities by candidates themselves is required under the Communications Act, but editorializing about politics and candidates has not been put under similarly stringent regulation. Exemption was made in equal time rule in last election so that top presidential and vice-presidential candidates of major parties could debate on the air, and will probably be made for the next election. But Congressmen and Senators are determined that equal time law will be kept on the books to safeguard their rights when campaigning.

The feeling has been growing among the legislators on the Hill that equal time is just as necessary to answer station editorializing on candidates and issues.

## KWK Fights For Survival

WASHINGTON — Embattled KWK, St. Louis, still hopes for stay of execution from FCC revocation decision based on allegedly fraudulent Treasure Hunt promotion. The station was given a brief stay while the Federal Communications Commission considers its petition to be allowed to pay a fine, rather than have the operation blacked out, at a cost of over \$1 million to its owners, and loss of service to the public.

KWK also lashed back last week at FCC's Broadcast Bureau, which has urged the Commission to revoke the station's license. KWK says the Bureau is conducting a personal persecution campaign against station owner, Andrew Spheeris. The AM station says Spheeris knew nothing of the former manager's fraudulent conduct of a Treasure Hunt, in which prizes were not hidden until the very end of the promotional stunt. In any event, KWK does not believe the plain facts of the case warrant an extreme penalty.

## Clay Cole Begins New York Show With Stars

NEW YORK — Clay Cole, fresh from a TV special "Teen Age Fair" aired from Freedomland, will begin a new local TV show on WPIX-TV from Freedomland's Moon Bowl, Saturday July 20.

The opener will be scheduled 11 p.m. to midnight but subsequent shows through September 28 will be aired 9 to 10 p.m. from the Moon Bowl.

Star performers booked for Freedomland stints this summer (Bobby Darin, Dion and Count Basie, Patti Page, Paul Anka and others) are slated to appear on "Clay Cole at the Moon Bowl." The format also includes appearances of other guest recording artists and will feature audience dancing at the bowl.

The show will provide a lead-in to "The Young World of Clay Cole" TV series to debut on WPIX-TV here October 4.

### Billboard 1963 DEALER SURVEY

**QUESTION: Which single Phono Manufacturer, with which you now do business, does the best over-all job of providing merchandising, promotion, and service assistance for you?**

| MANUFACTURER   | Percentage of Dealers Voting |      | RANKING Last Year |
|----------------|------------------------------|------|-------------------|
|                | 1963                         | 1962 |                   |
| Magnavox       | 26.4                         | 20.4 | 2                 |
| Decca          | 15.4                         | 19.1 | 3                 |
| V-M            | 10.8                         | 23.3 | 1                 |
| Columbia       | 9.2                          | —    | —                 |
| RCA Victor     | 6.9                          | 9.0  | 4                 |
| Webcor         | 4.2                          | 5.4  | 6                 |
| Capitol        | 3.5                          | 3.0  | 7                 |
| Motorola       | 3.1                          | 6.5  | 5                 |
| Fisher         | 2.7                          | 1.8  | 9                 |
| Zenith         | 2.7                          | 3.0  | 7                 |
| Pilot          | 1.9                          | —    | —                 |
| G.E.           | 1.5                          | —    | —                 |
| Symphonic      | 1.5                          | 1.2  | 11                |
| Curtis-Mathis  | 1.5                          | —    | —                 |
| Emerson-Dumont | 1.2                          | —    | —                 |
| Electrohome    | 1.2                          | —    | —                 |
| All Others     | 6.3                          | —    | —                 |

**QUESTION: Which single Radio Manufacturer which you now do business with, does the best over-all job of providing merchandising, promotion, and service assistance for you?**

| MANUFACTURER   | Percentage of Dealers Voting |      | RANKING Last Year |
|----------------|------------------------------|------|-------------------|
|                | 1963                         | 1962 |                   |
| Magnavox       | 29.8                         | 20.8 | 1                 |
| Zenith         | 14.9                         | 15.7 | 2                 |
| RCA Victor     | 14.3                         | 13.6 | 3                 |
| Channel-Master | 9.5                          | 12.6 | 4                 |
| Motorola       | 3.6                          | 7.3  | 5                 |
| Admiral        | 3.6                          | —    | —                 |
| Panasonic      | 2.9                          | —    | —                 |
| Emerson-Dumont | 2.9                          | 2.0  | 8                 |
| G.E.           | 2.4                          | 6.3  | 6                 |
| Columbia       | 2.4                          | —    | —                 |
| Mc Intosh      | 1.2                          | —    | —                 |
| Arvin          | 1.2                          | 2.0  | 11                |
| All Others     | 11.3                         | —    | —                 |

**QUESTION: What single Tape Manufacturer, which you now do business with, does the best over-all job of providing merchandising, promotion, and service assistance for you?**

| MANUFACTURER   | Percentage of Dealers Voting |      | RANKING Last Year |
|----------------|------------------------------|------|-------------------|
|                | 1963                         | 1962 |                   |
| Webcor         | 26.7                         | 25.0 | 2                 |
| V-M            | 23.8                         | 34.4 | 1                 |
| Roberts        | 14.8                         | 6.3  | 5                 |
| RCA Victor     | 6.9                          | 11.9 | 3                 |
| Columbia       | 4.9                          | 1.5  | 9                 |
| Wollensack     | 4.9                          | 3.1  | 8                 |
| Sony           | 4.0                          | 9.4  | 4                 |
| Telectro       | 3.0                          | —    | —                 |
| Ampex          | 3.0                          | —    | —                 |
| Norelco        | 2.0                          | —    | —                 |
| Viking         | 1.0                          | —    | —                 |
| Emerson-Dumont | 1.0                          | —    | —                 |
| Concord        | 1.0                          | —    | —                 |
| Scott          | 1.0                          | —    | —                 |
| Fujiya         | 1.0                          | —    | —                 |
| Tandberg       | 1.0                          | —    | —                 |

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COUNTRY MUSIC

Willis Named Starday Pro Mgr.

NASHVILLE—In an expansion and realignment of Starday's publishing operation in Nashville, Don Pierce has announced the appointment of Vic Willis as general professional manager of the Starday music catalog.

Willis is a member of the "Grand Ole Opry" Willis Brothers group and president of Custom Jingles of Nashville, based in the Starday offices. He will be assisted in his new post by Eddie Wilson, who remains at the head of Starday's copyright department. He will work with Willis in screening song material and handling the administrative functions. Vic will also be assisted by his wife Joyce.

R. C. Rinzler Charts College Swing for Monroe Bluegrassers

CINCINNATI — Ralph C. Rinzler, formerly in the collegiate branch of the country music business, has taken over the management of Bill Monroe and His Blue Grass Boys and has plans to make the group a feature on the college circuit beginning in the fall.

The Monroe group launches the concert idea with an appearance at the Newport (R. I.) Folk Festival July 26, the first day of the three-day fest, along with Peter, Paul and Mary. Other summer dates set for the Monroe group by Rinzler are



HICKORY RECORDS, NASHVILLE, in a stepped up expansion of its LP program, with special emphasis on the country LP market both here and abroad, has named Lester F. Rose (left) as national sales manager, and Joe D. Lucas (right) as head of national promotion and advertising. Both have long been associated with Hickory in a promotional and sales capacity. Appointments were made by Hickory general manager, John R. Brown.

Millie Ruten's Hillbilly Park, Newark, Ohio, July 21; WRID Radio Jamboree, Providence, July 27; New River Ranch, Rising Sun, Md., July 28; Corydon, Ind., Fair, July 31; Barry County Fair, Hastings, Mich., August 2; Wexford County Fair, Cadillac, Mich., August 3, and Circle S Ranch, Muskegon, Mich., August 4.

Rinzler was formerly a member of the Greenbriar Boys, who toured colleges for two years with Joan Baez and recorded for both the Vanguard and Elektra labels. He will maintain headquarters in Nashville.

Jerry Smith Expands

CEDAR RAPIDS, Ia.—Jerry Smith, whose taped show bearing his name is now heard over 45 radio stations in a nine-State area in the Midwest, is mapping plans for a new video-tape series to be released soon. To handle the expanded activity, Smith has just completed remodeling his studio-office here. At this writing, Smith reports that he is getting the most requests on Dave Dudley's "Six Days on the Road," on the Golden Wing label, and Pete Pike's "Napanese," on the Rebel label.

COUNTRY MUSIC CORNER

By BILL SACHS

Charlie Moore and Bill Napier and Their Dixie Partners have a new album on the King label titled, "Folk 'n' Hill," featuring an assortment of country tunes, including several new ones written by the pair. Moore and Napier are regulars on WEAR-TV, Pensacola, Fla., and are also spotted on a TV station in Orlando, Fla. . . . Howard Vokes, head of Vokes Music, New Kensington, Pa., has signed with Don Pierce's Starday Records, Madison, Tenn., for the latter to handle the Vokes catalog. Under the pact, some 40 tunes from the Vokes catalog will be released in foreign countries. . . . Joanne Harrison, sister of Danny Harrison, songwriter-artist, will be married August 24 and will settle in Huntington, W. Va., where she will continue to handle promotion on her brother's releases.

The Star-Way Agency, Terre Haute, Ind., has set Harry Weger and his "Hoosierland Hoedown," heard daily on WAAC Radio, Terre Haute, for the fair at Clay City, Ind., August 3, and the Labor Day Celebration at Saline City, Ind., September 3. Featured in the unit, besides Weger, are Jerry Kelley, Johnny Laffoon, Country McCullough, and the Hoosierland Sweethearts, Doc and Vickie. WAAC, formerly known as WMFT, has been purchased by veteran radio man George Foulkes. . . . Clyde Beavers is set for a personal at Celina, Ohio, July 24-25. . . . Jerry Smith, of Cedar Rapids, Ia., whose taped show bearing his name is heard over 45 stations in a nine-State area in the Midwest, reports that his heaviest requests these days are for Dave Dudley's "Six Days on the Road," on Golden Wing, and

Pete Pike's "Napanese," on the Rebel label.

Buck Owens and His Buckeroos are back in Bakersfield, Calif., after an extensive tour of the Eastern Seaboard. During their stay in the East, they did a bit in the upcoming movie, "Country Music on Broadway," slated for early release. . . . Porter Wagoner's TV seg is skedded for showing in 57 markets this fall. . . . George Hamilton IV and wife, Tinky, jetted to Hollywood recently, where George was shot in a part for the flicker, "Hootenanny," which makes its official bow soon. . . . Tompall and the Glaser Brothers are now working under the guidance of the Hubert Long office, Nashville. . . . Johnnie Burnette, backed by Rodney and the Blazers, has just concluded a successful swing through Kansas and Oklahoma for Roger Rainey, head of Westco Entertainment Enterprises, Topeka, Kan.

Don Richardson Sr., formerly with RadiOzark Enterprises, Springfield, Mo., and since February on his own as a free-lance writer, authored a nifty piece in the July 6-12 issue of TV Guide in which a true hillbilly, Junior Cobb, of Three Brothers, Ark., gives his views on the TV clicker, "The Beverly Hillbillies." . . . Don Reno and Red Smiley have been dropped as regulars on WWSA-TV, Harrisonburg, Va. . . . The Carter Kids, Cheryl and Gary, presently working p.a.'s through the East under the personal management of Zeke Johnson, of Timberville, Va., make their "Grand Ole Opry" debut in August. . . . Flo-Jo Records artist Chet Peters has just waxed a new single and album, the latter containing a number of new tunes from the pen of Earl Rothgeb.

HOT / COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/27/63

| This Week | Last Week | Title, Artist, Label & No.   | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1         | 2         | <b>RING OF FIRE</b><br>Johnny Cash, Columbia 42788   | 8              |
| 2         | 1         | <b>ACT NATURALLY</b><br>Buck Owens, Capitol 4937   | 16             |
| 3         | 3         | <b>SIX DAYS ON THE ROAD</b><br>Dave Dudley, Golden Wing 3020                                     | 9              |
| 4         | 5         | <b>WE MUST HAVE BEEN OUT OF OUR MINDS</b><br>George Jones & Melba Montgomery, United Artists 575 | 13             |
| 5         | 6         | <b>ABILENE</b><br>George Hamilton IV, RCA Victor 8181  | 7              |
| 6         | 4         | <b>STILL</b><br>Bill Anderson, Decca 31458   | 23             |
| 7         | 13        | <b>GUILTY</b><br>Jim Reeves, RCA Victor 8193   | 3              |
| 8         | 8         | <b>LONESOME 7-7203</b><br>Hawkshaw Hawkins, King 5712  | 20             |
| 9         | 7         | <b>SWEET DREAMS (Of You)</b><br>Patsy Cline, Decca 31483   | 12             |
| 10        | 12        | <b>SANDS OF GOLD</b><br>Webb Pierce, Decca 31488   | 6              |
| 11        | 16        | <b>YOU COMB HER HAIR</b><br>George Jones, United Artists 578                                     | 4              |
| 12        | 11        | <b>DETROIT CITY</b><br>Bobby Bare, RCA Victor 8183   | 4              |
| 13        | 10        | <b>TALK BACK TREMBLIN' LIPS</b><br>Ernest Ashworth, Hickory 1214                                 | 6              |
| 14        | 15        | <b>OLD SHOWBOAT</b><br>Stonewall Jackson, Columbia 42765   | 10             |
| 15        | 9         | <b>I'M SAVING MY LOVE</b><br>Skeeter Davis, RCA Victor 8176                                      | 19             |
| 16        | 19        | <b>THE OTHER WOMAN</b><br>Loretta Lynn, Decca 31471  | 8              |
| 17        | 18        | <b>TAKE A LETTER, MISS GRAY</b><br>Justin Tubb, Groove 0017                                      | 16             |
| 18        | 28        | <b>TIPS OF MY FINGERS</b><br>Ray Clark, Capitol 4956   | 4              |
| 19        | 20        | <b>LOVING ARMS</b><br>Carl Butler & Pearl, Columbia 42778  | 4              |
| 20        | 25        | <b>THE MINUTE YOU'RE GONE</b><br>Sonny James, Capitol 4969                                       | 2              |
| 21        | -         | <b>MY BABY'S NOT HERE</b><br>Porter Wagoner, RCA Victor 8178                                     | 2              |
| 22        | 14        | <b>ROLL MUDDY RIVER</b><br>Wilburn Brothers, Decca 31464   | 12             |
| 23        | -         | <b>LITTLE OLE' YOU</b><br>Jim Reeves, RCA Victor 8193  | 1              |
| 24        | 17        | <b>BUILDING A BRIDGE</b><br>Claude King, Columbia 42782  | 5              |
| 25        | 23        | <b>BAD NEWS</b><br>John D. Loudermilk, RCA Victor 8154   | 3              |
| 26        | 27        | <b>THE ONLY GIRL I CAN'T FORGET</b><br>Del Reeves, Reprise 20158                                 | 12             |
| 27        | -         | <b>LOOSE LIPS</b><br>Earl Scott, Mercury 72110   | 1              |
| 28        | 22        | <b>DOWN TO THE RIVER</b><br>Rose Maddox, Capitol 4975  | 6              |
| 29        | 30        | <b>GOODBYE KISSES</b><br>Cowboy Copas, Starday 621   | 14             |
| 30        | 26        | <b>MY FATHER'S VOICE</b><br>Judy Lynn, United Artists 571  | 8              |

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Jerry Lee Lewis  
b/w  
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ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Ferlin Husky is booked for the July 29-August 3 period at the Flame Room, Minneapolis. He follows with Anderson, Ind., August 4, and Kansas City, Kan., August 7-10. . . . Faron Young, following his July 28 stand at Harry Smythe's Buck Lake Ranch, Angola, Ind., jets to Germany, where he's set through August. . . . Michael Perry, of Gilbert, W. Va., has been engaged to aid in the promotion of the new release by Danny and Audrey Harrison, "Broken Love Affair" b.w. "Have I Wasted My Life," both from Danny's own pen. Danny is also the writer of "Walk Easy" and "Move Over, Mr. Heartache, Make Room for the Blues," which the Claudette Sisters have recorded for the ABS label. The girls are backed on the two sides by Boogie Smith and His Crackerjacks.

Slim Bryant and His Wildcats are heard videowise each Monday night at 8, via Pittsburgh's Channel 11. . . . Jim McConnell, of the Acuff-Rose Artist Corporation, has Roy Orbison slated for a swing through England for the September 14-October 6 period. Bob Luman joins Orbison for the last half of the jaunt. . . . "Ozark Opry," a regular feature on KRCC-TV, Jefferson City, Mo., and KMOS-TV, Sedalia, Mo., is the summer attraction at Osage Beach, Mo., where the troupe appears nightly except Sunday. . . . Oak Leaf Park, Luray, Va., closed its season July 4, with its upcoming bookings shifted to Watermelon Park, Berryville, Va. Ray Price is set for August 11, and Johnny Cash, August 18. This will mark Cash's first p.a. anywhere in Virginia.

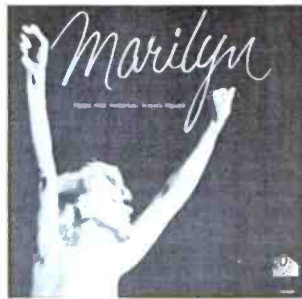
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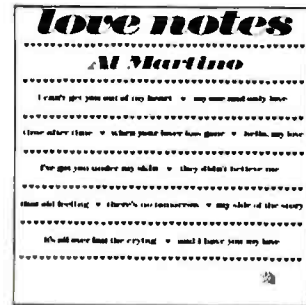
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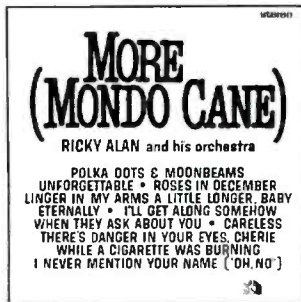
Little Richard  
FXG 5010/SXG 5010



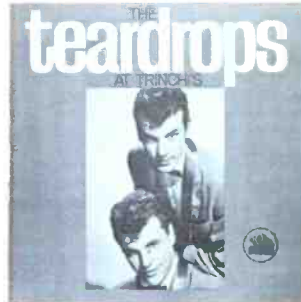
Marilyn  
Original Sound Track  
FXG 5000/SXG 5000



Love Notes  
Al Martino  
FXG 5009/SXG 5009



More (Mondo Cane)  
Ricky Alan and His Orch.  
FXG 5012/SXG 5012



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# R & B ROUNDUP

By NICK BIRO  
(Chicago Office)

The heavyweight championship of the world may be fought Monday in Las Vegas, but the "Heavyweight Championship of the World" was held here last week with all the ballyhoo that the promotional genius of WYNNR and Bill Stewart could muster. Participants were Bruce Brown, who modestly bills himself as the "Greatest Disk Jockey of the World," and Cassius Marcellus Clay, equally modest about his boxing ability.

The pair met in front of a WYNNR microphone before a capacity crowd in the downtown Woods Theater. Brown did his regular show from 6:30 to 8 a.m. and then was joined by Clay from 8-11. The pair exchanged insults in rhyme, traded quips, talked boxing and just about everything else, all to the delight of several thousand youngsters who must have risen before the crack of dawn to witness the spectacle.

Commenting on a possible fight with Sonny Liston, Clay said: "If Liston whips me, I'll crawl across the ring, kiss his feet, tell him he's the greatest. Then I'll catch the next jet out of the country."

The audience howled when Clay said: "I'm going to hold the title for 10 years, then I'm going to turn it over to my brother, like the Kennedys do in Washington." Cassius' 19-year-old brother Rudolph, meanwhile, stood in the wings, chatting with a couple of sleepy-eyed reporters.

Rudolph said he had won 77 out of 83 amateur fights and was looking forward to his first professional fight with Floyd Patterson's brother Raymond. He said he'd fight his own brother for the world's heavyweight championship "if the price was right."

Perhaps the most interesting part of the whole thing is that in less than a year of operation, the McLendon Corporation's WYNNR has projected itself into one of the most razzle-dazzle promotion-minded stations in the city, if not the Midwest. There are contests, slogans, treasure hunts, promotions and you name it, they have it.

Dick Kemp, who with the departure of Dick Biondi, has taken over as the city's teenage idol, has been spending the past couple of weeks walking around with a surf board under his arm. It's all part of a promotion being put on by Del-Fi Records and Potter Distributing Company here. Kemp walks along Michigan Avenue, into stores, restaurants, clubs, buses, cabs—all with the board. He usually picks up a few followers and after a while he looks something like a 20th Century Pied Piper.

\*\*\*\*\*

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|              |          |
|--------------|----------|
| CANTON       | SEPT. 27 |
| PITTSBURGH   | SEPT. 28 |
| DETROIT      | SEPT. 29 |
| TOLEDO       | OCT. 1   |
| LOUISVILLE   | OCT. 2   |
| ST. LOUIS    | OCT. 3   |
| CINCINNATI   | OCT. 4   |
| CLEVELAND    | OCT. 5   |
| COLUMBUS     | OCT. 6   |
| FORT WAYNE   | OCT. 8   |
| INDIANAPOLIS | OCT. 9   |
| EVANSVILLE   | OCT. 11  |
| KANSAS CITY  | OCT. 12  |
| DES MOINES   | OCT. 13  |

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# MUSIC AS WRITTEN

## NEW YORK

Morty Wax has new offices only three blocks from the Americana Hotel... RKO is screening "Beach Party" flick Wednesday (10)... Steve Clayton was named honorary chairman of the International Association of Circus Clowns, tying in with his new disk "Clown Town" on Spiral... Elayne Drayson, daughter of Mr. and Mrs. Harold Drayson, chief of L.P. Sales, became bride of Henry Segal. Herb Metz, sales manager of the firm, and his wife Eleanor are proud parents of a daughter, Laurie.

Free sheet music and records of the song "Gettysburg, U.S.A." are available from Gettysburg Centennial Records, P.O. Box 1963, Gettysburg, Pa.

Verve Records has what the jazz trade thinks might be a strong one when a new Bill Evans LP hits the stalls. It features pianist Evans playing three parts simultaneously... Woody Herman followed Lawrence Welk into Hurrah's... Wayne Newton ready for his first album date July 15-17 at United Recorders Hollywood... Tommy Sands has formed his own production company called Sands Productions. "Jasmine Tree" is the first property being worked on by this movie and TV making firm... Long-time Capitol of Canada executive Harold Smith left the company to form his own firm associated with the disk industry... Testa-Madura Productions is set to exclusively produce for the Independent Producers Group. The same group has acquired masters by Steve Rowland and the Roughriders and Ron De Salvo.

A former advertising executive, Ted Sifo, formed a label called Escapade Records. First release is "A Boy Like That" by the Cinderellas... Art Newberger coming off a whirlwind trip to major markets stumping for the Original Sound LP and new singles product... Solters O'Rourke & Sabinson have new offices in this city... Leeds Music attorney Arnold Gurwitch (he's with Rosen, Seaton, and Sarbin) and wife have a new son, Laurence Andrew... Larry Coleman is in Europe for several weeks seeking new talent, tunes and properties for Joy Music and its associated label... Leslie Gould of Philips overseas operation is in town at the Hampshire House.

## JACK MAHER

Rosemarie Reres, of ABC Paramount Records, became the bride of Anthony DeSantis Sunday, July 21, at Regina Pacis Shrine in Brooklyn. The new Mrs. DeSantis is secretary to Dave Berger and Bob Theille at ABC Paramount... Roslyn Abramson was married to Alan Peterkofsky on July 7. She is the daughter of Frank Abramson, Eastern rep for the Lawrence Welk music firms. She will teach in the fall, husband will receive master's degree in chemistry... Al Sherman, vet songwriter (70) is ill at his home in Poughkeepsie, N. Y. Sherman credits include "Now's the Time to Fall In Love," as well as many other songs. He now walks with a cane and has had a tough go since an accident a few months ago. He needs help, and he needs mail. His address is 6 South Clinton, Poughkeepsie, N. Y... Rumors are that Jim Toppel is leaving

# HOT R&B SINGLES

## Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/27/63

| This Week | Last Week | Title, Artist, Label & No.   | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1         | 1         | <b>EASIER SAID THAN DONE</b> ..... 5<br>Essex, Roulette 4494                       | 5              |
| 2         | 2         | <b>HELLO STRANGER</b> ..... 10<br>Barbara Lewis, Atlantic 2184                     | 10             |
| 3         | 6         | <b>FINGERTIPS (Part II)</b> ..... 5<br>Little Stevie Wonder, Tamla 54080           | 5              |
| 4         | 5         | <b>JUST ONE LOOK</b> ..... 6<br>Doris Troy, Atlantic 2188                          | 6              |
| 5         | 4         | <b>PRIDE AND JOY</b> ..... 9<br>Marvin Gaye, Tamla 54079                           | 9              |
| 6         | 3         | <b>SURF CITY</b> ..... 4<br>Jan & Dean, Liberty 55580                              | 4              |
| 7         | 7         | <b>SO MUCH IN LOVE</b> ..... 5<br>Tymes, Parkway 781                               | 5              |
| 8         | 14        | <b>MOCKINGBIRD</b> ..... 6<br>Inez Faxon, Symbol 919                               | 6              |
| 9         | 17        | <b>MY TRUE CONFESSION</b> ..... 4<br>Brook Benton, Mercury 72135                   | 4              |
| 10        | 10        | <b>NO ONE</b> ..... 4<br>Ray Charles, ABC-Paramount 10453                          | 4              |
| 11        | 8         | <b>NOT ME</b> ..... 5<br>Orlans, Cameo 257   | 5              |
| 12        | 9         | <b>ONE FINE DAY</b> ..... 5<br>Chiffons, Laurie 3179                               | 5              |
| 13        | 13        | <b>THE LOVE OF MY MAN</b> ..... 15<br>Theola Kilgore, Serock 2004                  | 15             |
| 14        | 15        | <b>HARRY THE HAIRY APE</b> ..... 5<br>Ray Stevens, Mercury 72125                   | 5              |
| 15        | 20        | <b>IT WON'T BE THIS WAY (Always)</b> ..... 2<br>King Pins, Federal 12484           | 2              |
| 16        | 11        | <b>IT'S MY PARTY</b> ..... 10<br>Lesley Gore, Mercury 72119                        | 10             |
| 17        | 16        | <b>WITHOUT LOVE (There Is Nothing)</b> ..... 4<br>Ray Charles, ABC-Paramount 10453 | 4              |
| 18        | 12        | <b>YOU CAN'T SIT DOWN</b> ..... 9<br>Dovells, Parkway 867                          | 9              |
| 19        | 26        | <b>WIPE OUT</b> ..... 2<br>Surfaris, Dot 16479                                     | 2              |
| 20        | -         | <b>(You're the) DEVIL IN DISGUISE</b> ..... 1<br>Elvis Presley, RCA Victor 8188    | 1              |
| 21        | 19        | <b>YOUR OLD STAND BY</b> ..... 7<br>Mary Wells, Motown 1042                        | 7              |
| 22        | 22        | <b>TIE ME KANGAROO DOWN, SPORT</b> ..... 2<br>Raif Harris, Epic 9596               | 2              |
| 23        | -         | <b>SHAKE, SHAKE, SHAKE</b> ..... 1<br>Jackie Wilson, Brunswick 55246               | 1              |
| 24        | 18        | <b>SPRING</b> ..... 7<br>Birdlegs & Pauline, Vee Jay 510                           | 7              |
| 25        | 29        | <b>RIVER'S INVITATION</b> ..... 3<br>Percy Mayfield, Tangerine 931                 | 3              |
| 26        | -         | <b>LOVE ME ALL THE WAY</b> ..... 1<br>Kim Weston, Tamla 54076                      | 1              |
| 27        | 21        | <b>SHAKE A HAND</b> ..... 3<br>Jackie Wilson & Linda Hopkins, Brunswick 55243      | 3              |
| 28        | -         | <b>WHAT A FOOL I'VE BEEN</b> ..... 1<br>Carla Thomas, Atlantic 2189                | 1              |
| 29        | 27        | <b>PRISONER OF LOVE</b> ..... 12<br>James Brown & the Famous Flames, King 5739     | 12             |
| 30        | 25        | <b>IF YOU NEED ME</b> ..... 12<br>Solaman Burke, Atlantic 2185                     | 12             |

his Cleveland's Big Town distributorship to take over promotion for Cleve-Disc distrib in Cleveland. And story is that Tommy Schlessinger is leaving Detroit to take over promotion for Big Town, in Cleveland. Schlessinger now works for Johnny Kaplan's Jay-Kay operation in Detroit.

BOB ROLONTZ

## CHICAGO

Bill McCloud follows the Warner Bros. line to M-S Distributing Company. McCloud will split promotion chores with Larry Lubliner, another newcomer. Larry is a graduate of Montana State College and a native Chicagoan... Fred (Continued on page 40)

Duke Records Personnel Pledges to Eat Their Hats!!! That Is, If Bobby Bland's Smash Single

## 'Sometimes You Gotta Cry a Little'

Duke 366

Does Not Reach the Top 20 in All Charts...

**DUKE RECORDS, INC.**  
2809 ERASTUS STREET  
HOUSTON 26, TEXAS

Yeh, Yeh, Yeh Baby...

## "THIS IS THE END"

by **The Fabulons**

BENSON 100  
BIG EASTERN BREAKOUT  
Nationally Distributed by  
**RITCO RECORDS**  
604 Tenth Ave., New York 36, N. Y.  
LT 1-0576

## ARNOLD JACKSON SPECTACULAR!

Picks From ARMADA—Here 'Tis Fellows:

**SAM HAWKINS**..... "GOODBYE DARLING"  
ON ARNOLD A-1010

**JOHNNY WILSON**..... "SOMETIME, SOMEPLACE"  
ON ARNOLD A-1009

**Big, Bad EMMITT DAVIS**..... "YOU'RE WALKING OUT ON ME"  
ON CRAIG C-102

**GAY JAMISON**..... "IF HE'S ALONE"  
ON CRAIG C-101

THE ORIGINAL RECORD ON SEA-HORN SH-101  
**THE HOT PEPPERS**..... "SURFIN' WITH THE MONKEY"

All Artists Currently on Tour to Promote These Records!

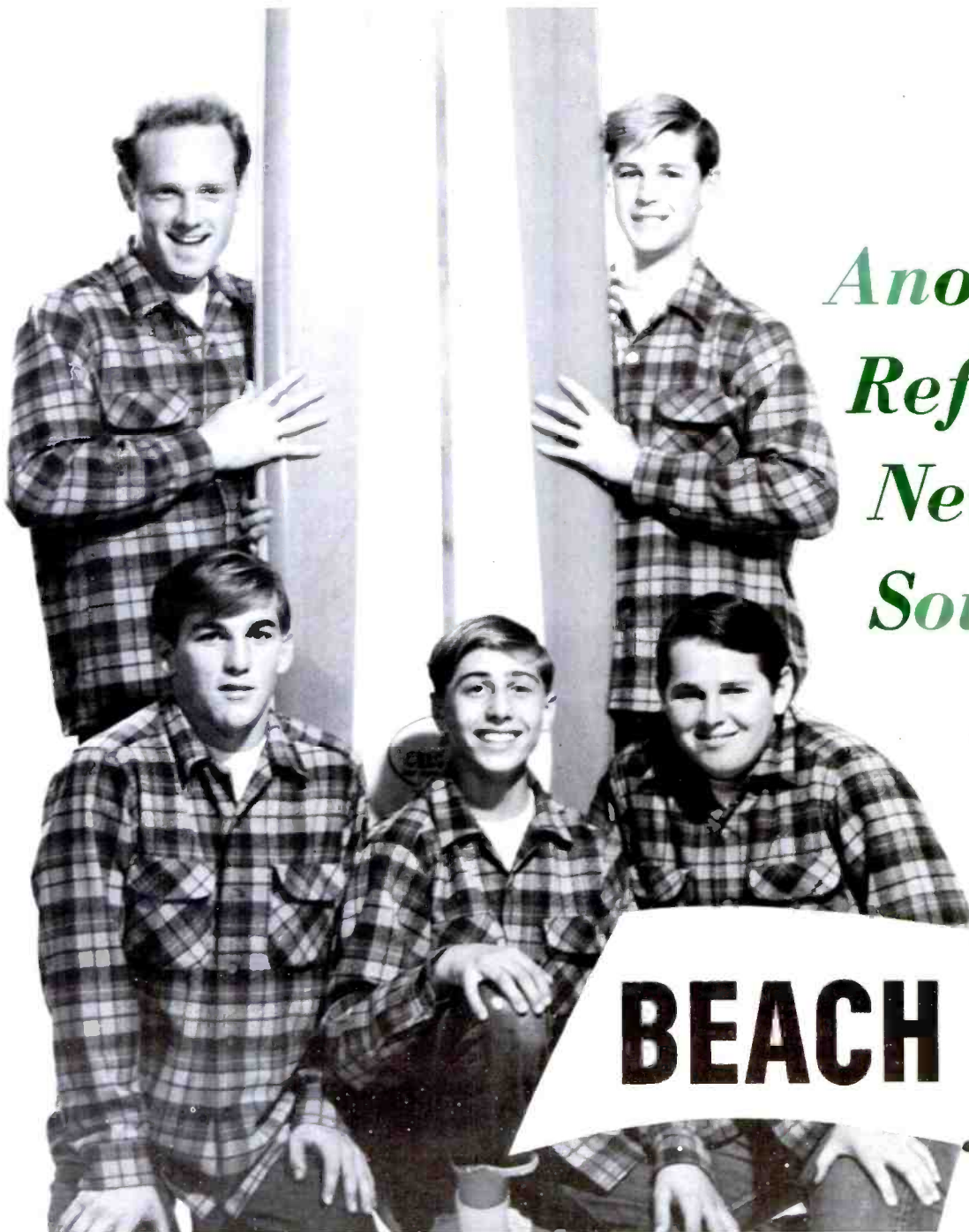
**MASTER PRODUCTIONS**  
**ARNOLD RECORDS**  
850 Seventh Ave., Suite 9A, NYC LT 1-0590-1

## TAKING HOLD!

Bill (The Cat) Gillette's  
"GREEN STAMP BOSA NOVA" c/w "IN LOVE WITH LOVE"  
Picking up in Phoenix, L. A., Boston, D.J.'s, write:

**CAPA Records**  
803-R Government Street Mobile, Alabama

GIVE TO DAMON RUNYON CANCER FUND



*Another  
Refreshing  
New  
Sound  
From  
The..*

**BEACH BOYS**

# "SURFER GIRL"

b/w

**"LITTLE DEUCE COUPE" - # 5009**

And Still Real Strong  
Albums:

**"SURFIN' SAFARI"**

**"SURFIN' U. S. A."**

*Another Sure Seller*  
**ORDER NOW**



# 4 that are **SELLING**

Nationwide...

**JIMMY SOUL**

# TREAT 'EM TOUGH

**SPQR 3310**

East Coast & West Coast...

**THE RAN-DELS**

# MARTIAN HOP

**CHAIRMAN - 4403**

Nationwide...

**ACE CANNON**

# COTTONFIELDS

**HI - 2065**

Broke in Charlotte... and spreading...

**JOE TEX**

# SOMEONE TO TAKE YOUR PLACE

**DIAL - 3013**

# 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

**THEOLA KILGORE**

## THIS IS MY PRAYER

(Sylvia, BMI) (2:27)—Serock 2006

The lass should have a sock follow-up to her first smash with this warm ballad, which she sings with heart and feeling over big lush ork backing. A strong side for the teen set. Flip is "As Long As You Need Me (Want Me, Love Me)" (Sylvia, BMI) (2:46).



POP SPOTLIGHT

**CHRIS MONTEZ**

## MY BABY LOVES TO DANCE

(Guitar, BMI) (1:56)—Moneogram 513

On the order of "Twist and Shout" is this frantic rocker sparked by Chris' vocal about his girl who loves to dance. The side pounds all the way and it's loaded with excitement. Strong teen wax. Flip is "In an English Towne" (Kemo, BMI) (2:25).



POP SPOTLIGHT

**MARTHA AND THE VANDELLAS**

## HEAT WAVE

(Jobete, BMI) (2:39)—Gordy 7022

The group has a success with "Memories" and they indicate that it won't be a one-shot with this stizzling side that features a shouting vocal and first-rate band backing. It should boil its way up the charts. Flip is "A Love Like Yours (Doesn't Come Knocking Everyday)" (Jobete, BMI) (2:25).



POP SPOTLIGHT

**GENE McDANIELS**

## IT'S A LONELY TOWN (Lonely Without You)

(Valley, BMI) (2:30)—Liberty 55997

McDaniels makes a solid comeback with a powerful performance of a moving ballad, aided by a smart ork arrangement and a large chorus. Could be a winner for the lad. Flip is "False Friends" (Famous, ASCAP) (2:15).



POP SPOTLIGHT

**DUANE EDDY**

## YOUR BABY'S GONE SURFIN'

(Linduane, BMI) (2:23)—RCA Victor 8214

Duane Eddy joins the surf scene with a bright, hull-gully-styled reading of a catchy rocker all about surfin' which features a good femme chorus and infectious guitar work from Eddy. Flip is "Shuckin'" (Linduane, BMI) (2:59).



POP SPOTLIGHT

**RAY PETERSON**

## I FORGOT WHAT IT WAS LIKE

(11th Floor-U. S. Songs, ASCAP) (2:43)—Dunes 2027

A touching ballad is sung with style by Ray Peterson over fine commercial backing by ork and chorus. Should do mighty well for the cal. Flip is "Be My Girl" (Gregmark, BMI) (2:12).



POP SPOTLIGHT

**JOHNNY TILLOTSON**

## YOU CAN NEVER STOP ME LOVING YOU

(Ridge, BMI) (2:41)—Cadence 1437

Johnny Tillotson's first release in some time is a mighty good one that should garner solid sales. The chanter sells the attractive ballad in warm and tender fashion over smart ork backing. Pretty wax. Flip is "Judy, Judy, Judy" (Rumbalero, BMI) (2:29).



POP SPOTLIGHT

**BETTY LAVETT**

## YOU'LL NEVER CHANGE

(Lupine-Cotillion, BMI) (2:43)—Atlantic 2198

Here's a side that should score for the lass. She had a strong nibble of chart action with her last disk and this one could go a much longer way. She's backed by a fine vocal group with an infectious sound. Flip is "Here I Am" (Lupine-Cotillion, BMI) (2:45).



POP SPOTLIGHT

**DAVE (BABY) CORTEZ**

## ORGAN SHOUT

(Chevis-Cortez, BMI) (2:44)—Chess 1861

Dave (Baby) Cortez, a chorus and the organ come through with a wild and exciting gospel-oriented disk that really moves. There are tamborines and hand-clapping in back of Cortez' hard-driving organ work. Solid wax. Flip is "Precious You" (Chevis-Cortez, BMI) (2:50).



C.&W. SPOTLIGHT

**MAC WISEMAN**

## YOUR BEST FRIEND AND ME

(Pamper, BMI) (2:50)—Capitol 5011

Another triangle story that has Mac telling his gal he's more in love with her best friend than he has ever been with her. Country sound is of top quality. The flip is "When the Moon Comes Over the Mountain" (Robbins, ASCAP) (2:25).

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**HEY GIRL . . .**  
Freddie Scott, Colpix 692

## ★ 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.

**IT WON'T BE THIS WAY (ALWAYS) . . .**  
King Pins, Federal 12484 (Sonla, BMI) (Detroit, New Orleans, Atlanta)

**HELLO MUDDUH, HELLO FADDUH (A Letter From Camp) . . .**  
Allan Sherman, Warner Bros. 5378 (Curtain Call, ASCAP) (New York, Boston)

**LITTLE DANCING DOLL . . .**  
Shelby Flint, Valiant 6031 (Sherman, BMI) (Los Angeles)

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

**THE MINUTE YOU'RE GONE . . .**  
Sonny James, Capitol 4969 (Regent, BMI) (Baltimore)

**THE LONELY SURFER . . .**  
Jack Nitzsche, Reprise 20202 (Little Darlin', BMI) (Minneapolis-St. Paul)

**SOUTH OF L.A. . . .**  
Johnny Allen, Viking 1015 (Cedarwood, BMI) (New Orleans)

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

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

**MORE . . .**  
Vic Dana, Dolton 81 (Marks, BMI) (New Orleans)

**GOT TO GO . . .**  
Perry Mates, San 1516 (Longhorn, BMI) (Houston)

**C.W. SPOTLIGHT**

**HANK COCHRAN**

**A GOOD COUNTRY SONG**  
(Pamper, BMI) (2:34)

**SAME OLD HURT**  
(Pamper, BMI) (2:40)—Gaylord 6431

Here are two sides bound to be big on the country charts. The first is a magnificent adaptation of the p.d. melody that's often associated with "The Great Speckled Bird," which sings the praises of country music. The second is a weeper of a broken marriage. Both are sung with great pathos.

**POP SPOTLIGHT**

**ZODIACS**

**FUNNY**  
(Schorn-Cotillon, BMI) (2:25)—Atlantic 2199

Most unusual sound here that could go has strong singing from the lead and potent but soft rhythm in the background. This one has a strong lyric idea. Flip is "Loneliness" (Schorn-Cotillon, BMI) (2:28).

**COUNTRY SPOTLIGHT**

**GRANDPA JONES**

**AWAY OUT ON THE MOUNTAIN**  
(Peer, BMI) (2:51)

**MY LITTLE LADY**  
(Peer, BMI) (2:38)—Monument 820

Two standout sides for the foot-stomping chanter and both in the old-time tradition, with lots of great yodeling. First up is a solid middle tempo outing while the flip is a strong ditty from the Jimmy Rodgers catalog. Country fans should dig this coupling.

**SPECIAL MERIT PROGRAMMING POP DISK JOCKEY PROGRAMMING**

**ROB E. G.**

**JEZEBEL**  
(Hill & Range, BMI) (2:30)—Big Top 3154

Here's a hit side from Australia. It's a strong instrumental, with guitar in the spotlight. Side has a "Telstar" flavor about it and it could repeat its Australian success here. Worth spinning for something different. Flip is "Stage to Cimmaron" (T. M., BMI) (2:09).

**SPECIAL MERIT PROGRAMMING POP DISK JOCKEY PROGRAMMING**

**JUNIOR MANCE**

**DOWN ON THE FLOOR**  
(Doveyes, BMI) (2:29)

**STORMY WEATHER**  
(Mills, ASCAP) (2:12)—Riverside 4560

The piano man has two mighty listenable sides here as he plays along against a classy string backing. First side has a flavor of "Moon Glow and Theme From Picnic," and both make for fine programming for both pop and jazz-oriented listeners.

**SPECIAL MERIT PROGRAMMING POP DISK JOCKEY PROGRAMMING**

**HANK CRAWFORD**

**ANY TIME**  
(Hill & Range, BMI) (2:43)—Atlantic 5030

**★★★★**

**FOUR-STAR SINGLES**

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

**POPULAR**

**THE FOUR FRESHMEN**  
★★★★ Baby Won't You Please Come Home (Pickwick, ASCAP) (1:44) — ★★★★★ Summertime (Gershwin, ASCAP) (3:20). CAPITOL 5007

**FATS DOMINO**  
★★★★ One Night (Travis, BMI) (2:48)—★★★★ I Can't Go On This Way (Travis, BMI) (1:55). IMPERIAL 5980

**HERBIE MANN**  
★★★★ New York Is a Jungle Festival (Mann, ASCAP) (2:14)—★★★★ Bags' Groove (M. J. O., BMI) (2:20). ATLANTIC 5031

**GORDON YOUNG**  
★★★★ Pride of Dixie (Ampco-Damian, ASCAP) (2:30)—★★★★ Pink Champagne (Ampco-Damian, ASCAP) (1:55). ABC-PARAMOUNT 10470

**JIMMY WITHERSPOON**  
★★★★ Baby Baby Baby (2:50) — ★★★★★ One Scotch, One Bourbon, One Beer (2:50). PRESTIGE 266

**BUDDY HOLLY**  
★★★★ Brown-Eyed Handsome Man (ARC, BMI)—★★★★ Wishing (Nor-Va-Jak, BMI). CORAL 62369.

**CLAUDE KING**  
★★★★ Hey Lucille! (Cedarwood, BMI) (2:23) — ★★★★★ Scarlett O'Hara (Regent, BMI) (2:38). COLUMBIA 42833

**JACKIE de SHANNON**  
★★★★ Little Yellow Roses (Hill & Range, BMI) (2:31) — ★★★★★ Oh Sweet Charlot (Metric, BMI) (2:31). LIBERTY 55602

**THE CLOVERS**  
★★★★ Stop Pretending (Ninny-Walnut, BMI)—★★★★ One More Time (Come On) (Ninny-Walnut, BMI) (2:25). PORWIN 1002

**DORE ALPERT**  
★★★★ Dina (Irving, BMI) (2:39)—★★★★ You're Doin' What You Did With Me With Him (Irving, BMI) (2:07). A&M 714

**PAT POWDRILL**  
★★★★ Happy Anniversary (Trio, BMI) (2:20)—★★★★ I Forgot More Than You'll Ever Know (Fairway, 2:13). REPRIZE 20204

**PETE AND VINNIE**  
★★★★ Hand Clappin' Time (Parts I & II) (RumbaLora, BMI) (2:27, 2:30). BIG TOP 3155

**THE INNOCENTS**  
★★★★ Don't Cry (Wildier, BMI) (2:09) — ★★★★★ Come On Lover (Wildier, BMI) (2:04). DECCA 31519

**JUDD HAMILTON**  
★★★★ Dream (Goldsen, ASCAP) (2:00)—★★★★ Your Only Boy (Longbow, BMI) (2:21). DOLTON 80

**LYNETTE WEST**  
★★★★ This Is Where I Came In (Bendoll, ASCAP) (2:10)—★★★★ If She Doesn't Want You (Bendoll, ASCAP) (2:10). JOSIE 910

**JOE MONDO**  
★★★★ Doin' the Thing (Jabama, BMI) (1:55)—★★★★ Last Summer Love (Jabama, BMI) (2:03). EPIC 1003

**JOHNNY FORTUNE**  
★★★★ Soul Traveler (Tailormade, BMI) (2:00) — ★★★★★ Surfer's Trip Tailormade, BMI) (2:06). PARK AVE. 103

**THE MOMENTS**  
★★★★ Don't Take Your Love From Me (Brian Bert-Cotillon, BMI) (2:15) — ★★★★★ Happiest Man in the Land (Brian Bert-Cotillon, BMI) (2:50). HIT 101

**THE HOMETOWNERS**  
★★★★ Hootenanny (Joy, ASCAP) (2:02)—★★★★ The Bully of the Town (Vidor, BMI) (2:20). KING 5779

**JOE SENTIERI**  
★★★★ Uno Dei Danti I (Who Have Nothing) (Milky Way-Trio-Cotillon, BMI) (2:50)—★★★★ Rosa Charlen-tist (Ginetta, BMI) (2:37). VESUVIUS 1075

**THE CASCADES**  
★★★★ Ciderella (Honeysuckle, BMI) (2:33) — ★★★★★ A Little Like Lovin' (Miller, ASCAP) (2:08). RCA VICTOR 8206

**BOBBY AND THE CONSOLES**  
★★★★ My Jelly Bean (Wilkey, BMI) (1:55) — ★★★★★ Nita, I Need You So (Wilkey, BMI) (1:59). DIAMOND 141

(Continued on page 40)

Air Play Coast To Coast  
Selling Coast To Coast

**ICE CREAM MAN**

9614

**LONDON**  
RECORDS

Another smash by the

**TORNADOES**

The next big one from

**LONDON**  
RECORDS

**DAVID HAMBER**

**I FOUND CAROL**

9610

STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. Δ Indicates that 33 1/3 r.p.m. mono single version is available.

Billboard Award

Table with columns: THIS WEEK, Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like SURF CITY, SO MUCH IN LOVE, FINGERTIPS (Part II).

Table with columns: THIS WEEK, Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like MY WHOLE WORLD IS FALLING DOWN, ON TOP OF SPAGHETTI, BE TRUE TO YOURSELF.

Table with columns: THIS WEEK, Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like COTTONFIELDS, HEY GIRL, LIKE THE BIG GUYS DO.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from the Hot 100 chart, including titles and artists.

Table listing songs A-Z from the Bubbling Under the Hot 100 chart, including titles and artists.

Table listing songs A-Z from the Bubbling Under the Hot 100 chart, including titles and artists.





# the nation's best selling records

## BEST-SELLING SINGLES

- #16479 **Wipe Out** . . . . . **The Surfariis**
- #16488 **Breakwater / Scarlett O'Hara** . . . . . **Lawrence Welk**
- #16500 **The Next Time / Violet And A Rose** . . . . . **Wink Martindale**
- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** . . . . . **Pat Boone**
- #16492 **Monsoon / Scotch High's** . . . . . **The Chantays**
- #16493 **Torquay Two / Peg Leg** . . . . . **The Fireballs**
- #16440 **Pipeline** . . . . . **The Chantays**
- #16453 **Hot Pastrami** . . . . . **The Dartells**
- #16484 **Sukiyaki / Theme From A Summer Place** . . . . . **Billy Vaughn**
- #16487 **Sugar Shack** . . . . . **Jimmy Gilmer & The Fireballs**
- #16506 **I've Been Everywhere / Mule Skinner Blues** . . . . . **Lucky Starr**
- #16507 **Quando Calienta El Sol (When The Sun Is Hot) / Leave It To Me** . . . . . **Steve Allen**
- #16509 **Pretty Girls Everywhere / Baby Baby** . . . . . **Arthur Alexander**

## BEST-SELLING ALBUMS



**WIPE OUT** • The Surfariis  
DLP 3535



**SCARLETT O'HARA** • Lawrence Welk  
DLP 3528



**TIE ME KANGAROO DOWN, SPORT**  
Pat Boone  
DLP 3534



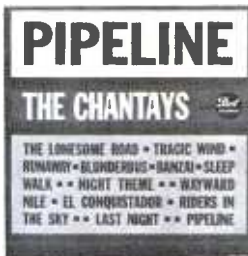
**THE ANDREW SISTERS PRESENT**  
DLP 3529



**SUKIYAKI** • Billy Vaughn  
DLP 3523



**HOT PASTRAMI** • The Dartells  
DLP 3522



**PIPELINE** • The Chantays  
DLP 3516



**GRAVY WALTZ** • Steve Allen  
DLP 3515



**1963's EARLY HITS** • Lawrence Welk  
DLP 3510



**PAT BOONE SINGS GUESS WHO?**  
DLP 3501



**1962's GREATEST HITS**  
Billy Vaughn  
DLP 3497



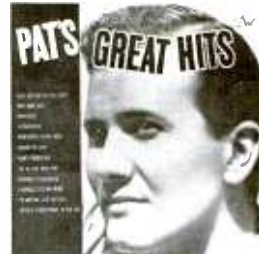
**CALCUTTA!** • Lawrence Welk  
DLP 3359



**BLUE HAWAII** • Billy Vaughn  
DLP 3165



**THE MILLS BROS. GREAT HITS**  
DLP 3157



**PAT'S GREAT HITS**  
DLP 3071

*The Sound That Enthuses the World*

# RAY CONNIFF

Orchestra & Chorus



JUST KIDDIN' AROUND  
CL 2022—CS 8822

*Newest Columbia  
Album Release*

## *Best Selling Gold Award Albums*



CL 1949 — CS 8749



CL 1720 — CS 8520



CL 1776 — CS 8576



CL 1574 — CS 8374



CL 1163 — CS 8022



CL 1074 — CS 8037



Recording on

**COLUMBIA  RECORDS**

# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK


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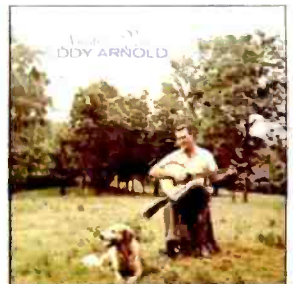
**POP SPOTLIGHT**  
**NAT KING COLE SINGS THE BLUES**  
 Capitol W 1929 (M); SW 1929 (S)

An unbeatable combination, Nat King Cole, W. C. Handy's music and Nelson Riddle. Cole adds a freshness to such Handy blues greats as "Beale Street Blues," "St. Louis Blues" and "Well-Well-Well Dog Blues." Many jocks will go for this fine, spinnable fare, and the set should find a ready market.



**RECORDED LIVE**  
**THE MARVELETTES ON STAGE**  
 Tamla 243

Here are the Marvelettes in exciting live performances of some of their best-known tunes plus a group of newer items waxed at their recent theater appearances. They come through with swinging, pulsating readings of "Twistin' Postman," "Beechwood 4-5789," "Tossing and Turning," "Playboy" and "Someday, Someway." Strong teen appeal here.





**SACRED SPOTLIGHT**  
**FAITHFULLY YOURS**  
 Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)

More and more the top country-oriented performers are addressing themselves to sacred material, which is always an important facet of any country music act or show, and Eddy Arnold scores well in the medium. The chanter's warm delivery seems especially adaptable to such traditionals as "I Love to Tell the Story," "Open Thy Merciful Arms" and "Where We'll Never Grow Old," plus Meredith Willson's well-known "May the Good Lord Bless and Keep You." Neatly arranged and well-sung grouping.

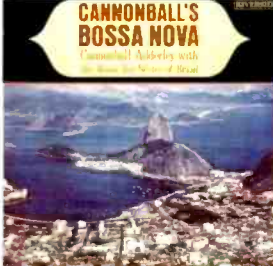
**POP SPOTLIGHT**  
**18 YELLOW ROSES & 11 OTHER HITS**  
 Bobby Darin, Capitol T 1942 (M); ST 1942 (S)

Hard to see how this one can miss. Not only does it contain Bobby Darin's current hit, but swinging readings by Bobby of such hits as "Reverend Mr. Black," "Can't Get Used to Losing You," "Rudy Baby" and "Walk Right In." The arrangements sparkle and B.D. is at his best. A set that should sell well quickly.

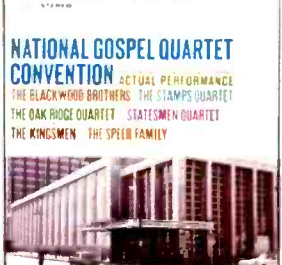


**POP SPOTLIGHT**  
**CANNONBALL'S BOSSA NOVA**  
 Cannonball Adderley, Riverside 455 (M); 9455 (S)

Here's a mighty fluid and swinging album by the alto sax star. Adderley blows right along with some honest-to-goodness Brazilians when they visited here. The album features strong yet quiet bossa with strong support from Sergio Mendes, piano, and Burtell Ferns reira, guitar, with pulsing rhythm section. "Corcovado," "Clouds" and "Groovy Samba" are three of the better tracks.




**NATIONAL GOSPEL QUARTET CONVENTION**  
 ACTUAL PERFORMANCE  
 THE BLACKWOOD BROTHERS THE STAMPS QUARTET  
 THE OAK RIDGE QUARTET STATESMEN QUARTET  
 THE KINGSMEN THE SPEER FAMILY



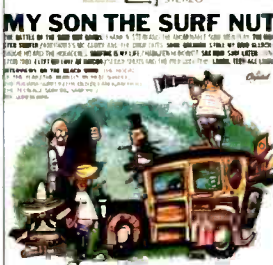
**POP SPOTLIGHT**  
**IN DREAMS**  
 Roy Orbison, Monument MLP 8003

Here's the hit-making Roy Orbison with another standout group of tracks, although interestingly enough, it does not contain his latest hit, "Falling." It does, however, offer a hit of earlier this year, "In Dreams," with the flip of that single, "Shades of Gray," plus Fred Rose's "No One Will Ever Know," Johnny Mercer's "Dream" and Boudleaux Bryant's "All I Have to Do is Dream," an earlier Everly hit. Strong merchandise.



**POP SPOTLIGHT**  
**MY SON THE SURF NUT**  
 Jack Marshall, Capitol T 1939 (M); ST 1939 (S)

Here's a hilarious takeoff on the current surfing craze covering all facets of the surf nuts, from the surfboards and towels, to their taste in music. Interviews with leading surfers from Tijuana to Malibu, and musical contests between so-called surf bands, makes this a mighty funny LP. If surfers have a sense of humor they'll dig this; if not there should be a lot of buyers anyway.

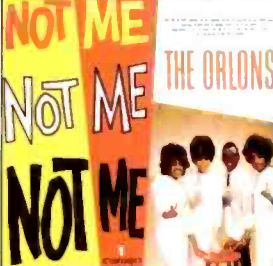


**SACRED SPOTLIGHT**  
**THE NATIONAL GOSPEL CONVENTION QUARTET**  
 Various Artists, RCA Victor LPM 2728 (M); LSP 2728 (S)

Here's a real field day for sacred and gospel music fans, with a half dozen of the nation's most renowned gospel singing groups caught live at a gospel group convention at the Ellis Auditorium, Memphis. Present (with two selections each) are the Statesmen, Blackwood Brothers, Speer Family, Oak Ridge Quartet, the Kingsmen and the Stamps Quartet. Groups are introduced by James Blackwood and Hoie Lister, and the program winds up with the audience and all groups singing "Amazing Grace."

**POP SPOTLIGHT**  
**NOT ME**  
 Orlons, Cameo C 1054

An exciting serving of rockers and pop ballads done up in the Orlons' well-known rocking happy style. Among the up-tempo offerings are "Not Me" (could be a single itself) and "He's Sure the Boy I Love." Softer ballads are "Bad Boy" and "Forever." Set should move right out.



**POP SPOTLIGHT**  
**GOOD NIGHT SWEETHEART**  
 Morron Gould & His Ork, RCA Victor LM 2682 (M); LSC 2682 (S)

Warm and lush are these arrangements of familiar standards as performed by the Morron Gould ork in Dynagroove. The band comes through with smooth, mood-styled readings of "Soft Lights and Sweet Music," "Tea for Two," "Make Believe" and "September Song" that should please all mood music fans. Sound is super too.



## 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.

**CLASSICAL SPECIAL MERIT**  
**YARDUMIAN: SYMPHONY NO. 1: VIOLIN CONCERTO**  
 Anshel Brusilow; Philadelphia Orchestra (Ormandy), Columbia ML 5862 (M); MS 6462 (S)

**COUNTRY SPECIAL MERIT**  
**THE BEST OF BRITT**  
 Elton Britt, RCA Victor LPM 2669

Elton Britt sings a dozen of the great tunes he's been identified with throughout the years. Included are "Beyond the Sunset," "Someday (You'll Want Me to Want You)" and "Detour."

The Philadelphians, known for their widely accepted warhorse catalog, have seldom branched as far afield as this. Yet, there are those among the ensemble's fans who will find a certain appeal in this only recording of two works by the contemporary American composer, Richard Yardumian, whose use of the 12-tone scale will remind some of Schoenberg and perhaps a few of Stravinsky. Despite these innovations there are perhaps stronger classic roots here than with either of the others. Those who buy will be compelled to listen.

**POP SPECIAL MERIT**  
**THE SURFER'S BEAT**  
 Calvin Cool & the Surf-Knobs, Charter CLM 103

Calvin Cool is playin' it just that way here with 12 cuts that should make any surfin' devotee "take the drop." Cool and his Surf-Knobs offer "Surf City," "Cannon Ball Wipeout" and "Beach Bash," to name a few. Good teen wax.

**POP SPECIAL MERIT**  
**THE BLUES BOSS**  
 Amos Milburn, Motown 608

Amos Milburn makes his bow on the label with nostalgic performances of many of his hit tunes of a decade ago, all dressed up in modern arrangements. Sides include new readings of Milburn favorites like "One Scotch, One Bourbon, One Beer"; "Bad, Bad Whiskey"; "In the Middle of the Night," "Baby You Thrill Me," and "Don't Be No Fool." Milburn can still sell a blues with feeling.

**JAZZ SPECIAL MERIT**  
**THE BLACK SAINT AND THE SINNER LADY**  
 Charles Mingus, Impulse A 35 (M); AS 35 (S)

The prolific Mingus is back with another album full of surprises that tear, bleed, shout and swing. The album shows Mingus' Duke Ellington roots more clearly than ever before and also offers fine work by Quentin Jackson, Jerome Richardson, Jackie Bayard and Charlie Mariano.

**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-steps and rack jobbers handling that category.

**POPULAR**  
**JAY AND THE AMERICANS AT THE CAFE WHA?**  
 United Artists UAL 3300 (M); UAS 6300 (S)

**DANCER'S CHOICE**  
 Ralph Marterie & His Ork, United Artists UAL 3285 (M); UAS 6285 (S)

**ANNETTE'S BEACH PARTY**  
 Vista BV 3316

**IT'S GONNA WORK OUT FINE**  
 Ike & Tina Turner, Sue LP 2007

**THE BEST OF THE AMES**  
 Ames Brothers, RCA Victor LSP 1859 (e) (S)

**JAZZ**  
**NOW!**  
 Sonny Stitt, Impulse A 43 (M); AS 43 (S)

**CLASSICAL**  
**SCHUMANN: SPANISCHE LIEBESLIEDER;**  
**BRAHMS: LIEBESLIEDER WALTZES**  
 Gold & Fidate, Columbia ML 5861 (M); MS 6461 (S)

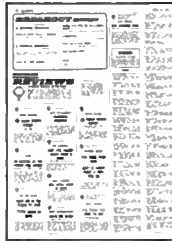
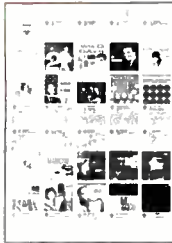
**MEYERSON: TRIO**  
 Andre Previn, Feri Roth, Joseph Schuster, Columbia ML 5863 (M); MS 6463 (S)

**LATIN AMERICAN**  
**TANGOS INMORTALES VOL. VI**  
 Libertad Lamarque, RCA Victor MKL 1484

**INTERNATIONAL**  
**HELLENIC NEAR EAST GEMS**  
 Various Artists, Aris HLP 1010

## Billboard is on the air AROUND THE WORLD!

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



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

### WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)

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

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

### WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

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

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

### WORLDWIDE HIT PARADE (Billboard Hot 100)

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

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

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

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

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

MONO

No National Breakouts This Week

STEREO

### MONDO CANE

Sound Track, United Artists UAS 5105

### PEGGY LEE MINK JAZZ

Capitol ST 1850

### DAVE BRUBECK QUARTET AT CARNEGIE HALL

Columbia C2S 826

### SUKIYAKI AND OTHER JAPANESE HITS

Kyu Sakamoto, Capitol DT 10349

### ★ NEW ACTION LP's

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

MONO

### FANTASTICS . . .

Original Cast, MGM E 3872

### GOLDEN GOODIES, VOL. VI . . .

Various Artists, Roulette R 25216

### TIE ME KANGAROO DOWN, SPORT . . .

Rolf Harris, Epic LN 24053

### SO MUCH IN LOVE . . .

Tymes, Parkway P 7032

### SURFIN' WITH THE ASTRONAUTS . . .

RCA Victor LPM 2760

### JOAN SUTHERLAND—COMMAND PERFORMANCE . . .

London A 4254

### I WILL FOLLOW HIM . . .

Little Peggy March, RCA Victor LPM 2732

### GOLDEN GOODIES, VOL. IV . . .

Various Artists, Roulette R 25209

### SURF DRUMS . . .

Lively Ones, Del-Fi DFLP 1231

### MIDNIGHT BLUE . . .

Kenny Burrell, Blue Note 4123

### COME DANCE WITH ME . . .

Sammy Kaye & His Ork, Decca DL 4357

### 55 DAYS AT PEKING . . .

Sound Track, Columbia CL 2028

### POPE JOHN XXIII . . .

Mercury RM 200

### THAT'S HOW HEARTACHES ARE MADE . . .

Baby Washington, Sue LP 1014

### GOLDEN GOODIES, VOL. III . . .

Various Artists, Roulette R 25218

STEREO

### TOVARICH . . .

Original Cast, Capitol STAO 1940

### FILM SPECTACULAR . . .

London Festival Ork (Black), London SP 44025

### RING OF FIRE—THE BEST OF JOHNNY CASH . . .

Columbia CS 8853

### TRINI LOPEZ AT PJ'S . . .

Reprise RP-6093

### 30 HITS OF THE THUNDERING '30'S . . .

Frankie Carlo, His Piano & Ork, RCA Victor LSP 2593

## • ALBUM REVIEWS

### RELIGIOUS

JACK HOLCOMB SINGS YOUR FAVORITES  
RCA Victor LPM 2729 (M);  
LSP 2729 (S)

### SACRED

TO GOD BE THE GLORY!  
Don Husted & Tedd Smith  
Word WLP 3180



### THREE-STAR ALBUMS

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

### POPULAR

CAMP FAVORITES  
Campers. Cameo C 1047

### JAZZ

DOUG KAHLE PLUS 3  
Dela DLP 332

### INTERNATIONAL

OLE, FLAMENCO!  
Los Serranos. Fontana 27514 (M); SRP 67514 (S)

PARIS MUSETTE  
Various Artists. Fontana 27507 (M);  
SRP 67507 (S)

MAGIC FINGERS PLAY CLEOPATRA'S FAVORITES  
Suddy Sarkissian with Fred Elias.  
Aristophone LGR 508

### FOLK

J. E. MAINER'S MOUNTAINEERS  
Arhoolie F 5002

### GOSPEL

THE GOSS BROTHERS  
Sing MFLP 7000

### SACRED

NEAR THE CROSS  
The Pathfinders Quartet. D. J. LP 5123

### SPOKEN WORD

GRADY WILSON READS THE BIBLE  
Word WLP 3155

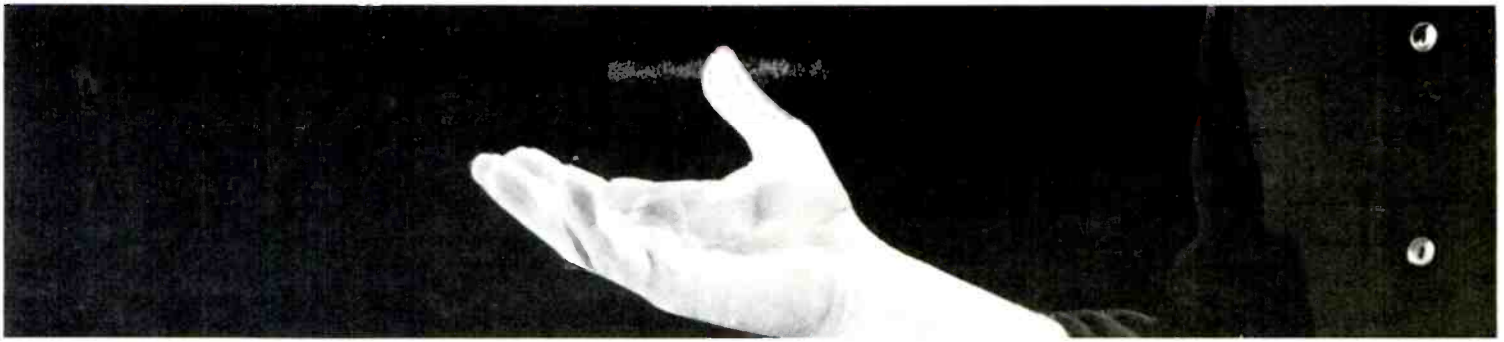
### LOW PRICE CHILDREN'S

SUMMER MAGIC  
Player Piano Rolls. Dimeyard DQ 1238

## 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.

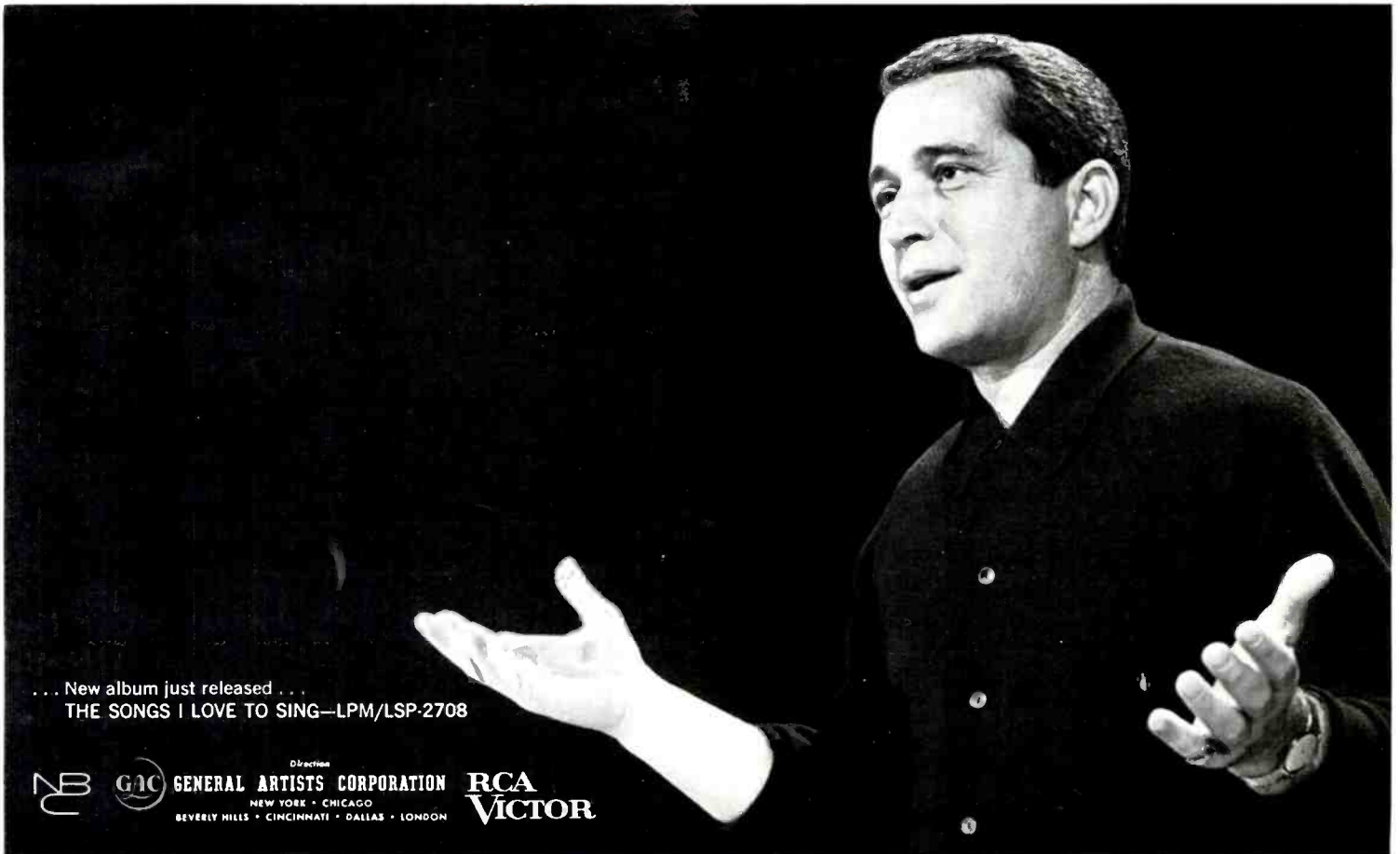
*Sincere Best Wishes to The Music Dealers of America*



*(I Love You)*



***DON'T YOU FORGET IT***



... New album just released ...  
THE SONGS I LOVE TO SING—LPM/LSP-2708

**CB** **GAC** Direction **GENERAL ARTISTS CORPORATION** **RCA**  
NEW YORK • CHICAGO **VICTOR**  
BEVERLY HILLS • CINCINNATI • DALLAS • LONDON

*Perry Como*

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

## 150 BEST SELLERS—MONAURAL

| This Week | Last Week | Title, Artist, Label   | Wks. on Chart |
|-----------|-----------|--|---------------|
| 1         | 1         | DAYS OF WINE & ROSES<br>Harry Belafonte, Columbia CL 2015                      | 15            |
| 2         | 2         | MOVING<br>Peter, Paul & Mary, Warner Bros. W 1473                              | 28            |
| 3         | 3         | THE JAMES BROWN SHOW<br>King 826   | 5             |
| 4         | 6         | LAWRENCE OF ARABIA<br>Sound Track, Capitol SP 514                              | 22            |
| 5         | 5         | WEST SIDE STORY<br>Original Cast, Columbia OL 5670                             | 92            |
| 6         | 4         | SURFIN' U. S. A.<br>Beach Boys, Capitol T 1890                                 | 13            |
| 7         | 8         | I LOVE YOU BECAUSE<br>Al Martino, Capitol T 1914                               | 7             |
| 8         | 10        | THE BARBRA STREISAND ALBUM<br>Columbia CL 2007                                 | 16            |
| 9         | 7         | PETER, PAUL & MARY<br>Warner Bros. W 1449                                      | 66            |
| 10        | 17        | CLEOPATRA<br>Sound Track, 20th Century-Fox F98 506                             | 6             |
| 11        | 13        | THE CONCERT SINATRA<br>Frank Sinatra, Reprise R 1009                           | 6             |
| 12        | 12        | VAUGHN HEADER & THE FIRST FAMILY, VOL. II<br>Cadence CLP 2045                  | 10            |
| 13        | 11        | I WANNA BE AROUND<br>Tony Bennett, Columbia CL 2000                            | 17            |
| 14        | 15        | LITTLE TOWN FLIRT<br>Del Shannon, Big Top 1300                                 | 6             |
| 15        | 19        | HOW THE WEST WAS WON<br>Sound Track, MGM 1E5                                   | 11            |
| 16        | 9         | I LEFT MY HEART IN SAN FRANCISCO<br>Tony Bennett, Columbia CL 1869             | 56            |
| 17        | 26        | THEMES FOR YOUNG LOVERS<br>Percy Faith & Orb, Columbia CL 2033                 | 6             |
| 18        | 23        | OLDIES BUT GOODIES, VOL. 5<br>Various Artists, Original Sound LPM 5007         | 9             |
| 19        | 16        | JOHNNY'S NEWEST HITS<br>Johnny Mathis, Columbia CL 1807                        | 15            |
| 20        | 24        | IT HAPPENED AT THE WORLD'S FAIR<br>Elvis Presley, RCA Victor LPM 2697          | 15            |
| 21        | 14        | SURIYAKA & 11 HAWAIIAN HITS<br>Kyu Sakamoto, Capitol T 10349                   | 7             |
| 22        | 18        | MOON RIVER & OTHER GREAT MOVIE THEMES<br>Andy Williams, Columbia CL 1809       | 64            |
| 23        | 29        | THOSE LAZY, LAZY CRAZY DAYS OF SUMMER<br>Nat King Cole, Capitol T 1932         | 4             |
| 24        | 41        | LITTLE STEVE WONDER THE 12 YEAR OLD GENIUS<br>Talis 240                        | 3             |
| 25        | 27        | ROY ORBISON'S GREATEST HITS<br>Monument MLP 9000                               | 48            |
| 26        | 22        | JOAN BAEZ IN CONCERT<br>Vanguard VBS 9112                                      | 40            |
| 27        | 30        | THE BEST OF THE KINGSTON TRIO<br>Capitol T 1765                                | 60            |
| 28        | 28        | SURIYAKA & 11 HAWAIIAN HITS<br>Billy Vaughn, Dot DLP 3523                      | 7             |
| 29        | 25        | SONGS I SING ON THE JACKIE GLEASON SHOW<br>Frank Foster, ABC-Paramount ABC 402 | 25            |
| 30        | 36        | BYE BYE BIRDIE<br>Sound Track, RCA Victor LOC 1081                             | 14            |
| 31        | 20        | KINGSTON TRIO #16<br>Capitol T 1871  | 18            |
| 32        | 32        | HOMO FLATS<br>Jimmy Smith, Verve b.  | 11            |
| 33        | 21        | SHIRELLES GREATEST HITS<br>Scepter 507   | 27            |
| 34        | 43        | I'LL CRY IF I WANT TO<br>Lusty Lane, Mercury MD 20805                          | 3             |
| 35        | 31        | BROADWAY—MY WAY<br>Nancy Wilson, Capitol T 1928                                | 17            |
| 36        | 39        | BARB WORKOUT<br>Jackie Wilson, Brunswick BL 54310                              | 14            |
| 37        | 44        | SHE LOVES ME<br>Original Cast, MGM E 4118                                      | 6             |
| 38        | 47        | STILL<br>Bill Anderson, Decca DL 4427  | 4             |
| 39        | 56        | SHUT DOWN<br>Various Artists, Capitol T 1918                                   | 3             |
| 40        | 34        | RICHARD CHAMBERLAIN SINGS<br>MGM E 4058  | 26            |
| 41        | 46        | JOAN BAEZ, VOL. II<br>Vanguard VBS 9094  | 87            |
| 42        | 63        | CALL ON ME<br>Bobby Bland, Duke DLP 77   | 3             |
| 43        | 50        | OLIVER<br>Original Cast, RCA Victor LOC8 3004                                  | 38            |
| 44        | 33        | FOR YOUR SWEET LOVE<br>Rick Nelson, Decca DL 4419                              | 8             |
| 45        | 49        | JOAN BAEZ, VOL. I<br>Vanguard VBS 9078   | 74            |
| 46        | 42        | MAIL THE CONQUERING NERO<br>Peter Nero, RCA Victor LPM 2638                    | 18            |
| 47        | 59        | UNIQUELY MARCINI<br>Henry Mancini, RCA Victor LSP 2692                         | 5             |
| 48        | 84        | THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S<br>Count Basie, Roulette R 4070  | 2             |
| 49        | 54        | JAZZ SAMBA<br>Stan Getz & Charlie Byrd, Verve V 8432                           | 46            |
| 50        | 72        | THE 4 SEASONS SING AIN'T THAT A SHAME AND 11 OTHERS<br>Vee Jay LP 1859         | 3             |

| This Week | Last Week | Title, Artist, Label  | Wks. on Chart |
|-----------|-----------|---|---------------|
| 51        | 53        | STREETS I HAVE WALKED<br>Harry Belafonte, RCA Victor LPM 2695                           | 6             |
| 52        | 55        | LOVE THEMES FROM CLEOPATRA<br>Ferrante & Teicher, United Artists UAL 3290               | 5             |
| 53        | 75        | TRINI LOPEZ AT P.F.'s<br>Reprise R 6093   | 2             |
| 54        | 38        | BUDDY HOLLY STORY<br>Coral CRL 57279  | 133           |
| 55        | 57        | HEAVENLY<br>Johnny Mathis, Columbia CL 1351   | 101           |
| 56        | 40        | MODERN SOUNDS IN COUNTRY & WESTERN MUSIC<br>Roy Charles, ABC-Paramount ABC 410          | 67            |
| 57        | 45        | SURFING<br>Ventures, Dolton BLP 2022  | 13            |
| 58        | 60        | MY SON, THE CELEBRITY<br>Allan Sherman, Warner Bros. W 1487                             | 28            |
| 59        | 70        | I GOT SOMETHING TO TELL YOU<br>Mama Cassley, Chess LP 1474                              | 5             |
| 60        | 51        | THINK ETHNIC<br>Smothers Brothers, Mercury MG 20777                                     | 17            |
| 61        | 77        | I'M A WOMAN<br>Peggy Lee, Capitol T 1857  | 21            |
| 62        | 48        | SINATRA—BASIE<br>Frank Sinatra & Count Basie, Reprise R 1008                            | 26            |
| 63        | 35        | MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II<br>Roy Charles, ABC-Paramount ABC 435 | 39            |
| 64        | 58        | THE FIRST FAMILY<br>Vaughn Meader, Cadence CLP 3040                                     | 33            |
| 65        | 67        | JOHNNY'S GREATEST HITS<br>Johnny Mathis, Columbia CL 1133                               | 273           |
| 66        | 37        | SINCERELY YOURS<br>Robert Goulet, Columbia CL 1931                                      | 30            |
| 67        | 62        | GRAY WALTZ & 11 CURRENT HITS<br>Steve Allen, Dot DLP 3513                               | 14            |
| 68        | 64        | WONDERFUL WORLD OF LOVE<br>Robert Goulet, Columbia CL 1993                              | 14            |
| 69        | 52        | FLY ME TO THE MOON & THE BOSSA NOVA POP<br>Joe Harrell & His Ork, Kapp KL 1318          | 27            |
| 70        | 61        | THE SOUND OF MUSIC<br>Original Cast, Columbia KOL 5450                                  | 188           |
| 71        | 65        | MOTOR-TOWN REVUE, VOL. I<br>Various Artists, Motown 609                                 | 8             |
| 72        | 82        | TEENAGE TRIANGLE<br>James Darren/Shelley Fabares/Paul Peterson, Capitol CP 444          | 12            |
| 73        | 80        | SONGS FOR A SUMMER NIGHT<br>Various Artists, Columbia PM 2                              | 7             |
| 74        | 66        | BOBBY VEE'S GOLDEN GREATS<br>Liberty LRP 2245   | 39            |
| 75        | 79        | LATIN RENDEZVOUS<br>Mantovani & His Ork, London LL 3295                                 | 9             |
| 76        | 83        | OUR MAN IN HOLLYWOOD<br>Henry Mancini, RCA Victor LPM 2604                              | 24            |
| 77        | 74        | PIPELINE<br>Charlene, Dot DLP 3516  | 11            |
| 78        | 86        | PAUL ANKA'S 21 GOLDEN HITS<br>RCA Victor LPM 2691                                       | 4             |
| 79        | 88        | NEW FRONTIER<br>Kingston Trio, Capitol T 1809   | 33            |
| 80        | 69        | STEVE LAWRENCE WINNERS<br>Columbia CL 1952  | 25            |
| 81        | 110       | MONDO CANE<br>Sound Track, United Artists UAL 4105                                      | 7             |
| 82        | 92        | SURFIN' SAFARI<br>Beach Boys, Capitol T 1808  | 23            |
| 83        | 68        | FOOLISH LITTLE GIRL<br>Shirley Temple, Scepter LP 513                                   | 5             |
| 84        | 115       | HUBBARD THE EYE'S 1967 GOLDEN GASSERS 2<br>Various Artists, Scepter 510                 | 3             |
| 85        | 81        | WARM & WILLING<br>Andy Williams, Columbia CL 1879                                       | 41            |
| 86        | 85        | MUSIC MAN<br>Sound Track, Warner Bros. W 1459   | 46            |
| 87        | 90        | RUBY BABY<br>Dion, Columbia CL 2010   | 19            |
| 88        | 78        | JAZZ IMPRESSIONS OF BLACK ORPHEUS<br>Vinco Guaraldi Trio, Fantasy 3337                  | 26            |
| 89        | 102       | THE UNITED STATES MARINE BAND<br>RCA Victor LPM 2687                                    | 5             |
| 90        | 71        | HAMBURIN' ROSE<br>Nat King Cole, Capitol T 1793   | 45            |
| 91        | 87        | ARRIVEDERCI, ROMA<br>Jerry Vale, Columbia CL 1955                                       | 23            |
| 92        | 73        | ALL ALONE AM I<br>Brooks & Dunn, Decca DL 4370  | 21            |
| 93        | 76        | BLAME IT ON THE BOSSA NOVA<br>Eydie Gorme, Columbia CL 2012                             | 17            |
| 94        | 100       | ONE WORLD CONCERT<br>Erroll Garner, Reprise R 6080                                      | 7             |
| 95        | 96        | MY SON, THE FOLK SINGER<br>Allan Sherman, Warner Bros. W 1475                           | 39            |
| 96        | 108       | STOP THE WORLD—I WANT TO GET OFF<br>Original Cast, London AM 58001                      | 36            |
| 97        | 91        | LIVING IT UP<br>Bert Koopfert & His Ork, Decca DL 4374                                  | 4             |
| 98        | 95        | HOT PASTRAMI<br>Dartella, Dot DLP 3532  | 4             |
| 99        | 99        | TWO OF US<br>Ernest Goulet, Columbia CL 1876  | 48            |
| 100       | 94        | JAR & DEAN TAKE LINDA SURFIN'<br>Liberty LRP 3294                                       | 6             |

| This Week | Last Week | Title, Artist, Label  | Wks. on Chart |
|-----------|-----------|---|---------------|
| 101       | 89        | WEST SIDE STORY<br>Original Cast, Columbia OL 5350                                | 146           |
| 102       | 106       | THE UNITED STATES AIR FORCE BAND & THE SINGING SERGEANTS<br>RCA Victor LPM 2686   | 5             |
| 103       | 98        | STARDUST<br>Beverly Sills/Arthur Fiedler, RCA Victor LM 2670                      | 3             |
| 104       | 113       | WALTZ TIME<br>Levern Small, Dot DLP 3499  | 12            |
| 105       | 101       | TIME OUT<br>Dave Brubeck, Columbia CL 1377  | 132           |
| 106       | 116       | CAMELOT<br>Original Cast, Columbia KOL 5620                                       | 131           |
| 107       | 112       | JAZZ SAMBA ENCORE I<br>Stan Getz & Luis Bonfá, Verve V 8523                       | 11            |
| 108       | 139       | HOOTENANNY<br>Various Artists, Kapp KL 1330                                       | 2             |
| 109       | 114       | THE NEW CHRISTY MINSTRELS TELL TALL TALES I<br>Columbia CL 2017                   | 10            |
| 110       | 128       | THE SMOOTHERS BROTHERS AT THE PURPLE ONION<br>Henry Mancini, Capitol T 1847       | 3             |
| 111       | 93        | IT DON'T MAKE NO DIFFERENCE<br>Donny Gardner, Capitol T 1847                      | 13            |
| 112       | 109       | BREAKFAST AT TIFFANY'S<br>Henry Mancini, RCA Victor LPM 2362                      | 94            |
| 113       | 103       | BROADWAY—I LOVE YOU<br>Sergio Franchini, RCA Victor LM 2674                       | 4             |
| 114       | 117       | THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS<br>Capitol BLP 2019           | 30            |
| 115       | 126       | GOLDEN GOODIES, VOL. II<br>Various Artists, Roulette R 29210                      | 7             |
| 116       | 104       | THE BEST OF HOLSON<br>Al Jolson, Decca DCA 169                                    | 36            |
| 117       | 105       | EMOCKERS UP<br>Rusty Warren, Jubilee JLP 2029                                     | 142           |
| 118       | 125       | BACK AT THE CHICKEN SHACK<br>Jimmy Smith, Blue Note 4137                          | 21            |
| 119       | 111       | THE HAPPY BEAT<br>Ray Conniff, His Ork & Chorus, Columbia CL 1949                 | 13            |
| 120       | 122       | AS LONG AS SHE NEEDS ME<br>Sammy Davis Jr., Reprise R 6082                        | 10            |
| 121       | 124       | TWO SIDES OF THE SMOOTHERS BROTHERS 32<br>Mercury MG 20675                        | 32            |
| 122       | 129       | YOU CAN'T SIT DOWN<br>Dovells, Parkway P 7025                                     | 3             |
| 123       | 97        | THE CHIFFONS<br>Laurie LLP 2018   | 11            |
| 124       | 134       | GLORIA LYMAN AT THE LAS VEGAS THUNDERBIRD<br>Everett BR 5208                      | 25            |
| 125       | 107       | BOOTS RANOLPH'S YAKETY SAK<br>Monument MLP 9002                                   | 7             |
| 126       | 120       | THE CHAD MITCHELL TRIO IN ACTION<br>Kapp KL 1313                                  | 16            |
| 127       | —         | DAVE BRUBECK QUARTET AT CARNegie HALL<br>Columbia CL 20                           | 1             |
| 128       | 121       | ANDY WILLIAMS MILLION SELLER SONGS 29<br>Cadence CLP 3061                         | 29            |
| 129       | 123       | SOUTH STREET<br>Orleans, Cannon C 1041  | 4             |
| 130       | 137       | UP ON THE ROOF<br>Drifters, Atlantic 6073   | 8             |
| 131       | —         | TOYARCHI<br>Original Cast, Capitol TAO 1940                                       | 1             |
| 132       | —         | DR. NO<br>Sound Track, United Artists UAL 4106                                    | 1             |
| 133       | 141       | CLASSICAL ENCORES<br>Mantovani & His Ork, London LL 3249                          | 6             |
| 134       | —         | GOLDEN GOODIES, VOL. I<br>Various Artists, Roulette R 29215                       | 1             |
| 135       | 133       | THE VENTURES PLAY THE COUNTRY CLASSICS<br>Dotcom BLP 3023                         | 8             |
| 136       | 142       | THE SOUND OF HOROWITZ<br>Vladimir Horowitz, Columbia ML 5611                      | 6             |
| 137       | —         | PEGGY LEE MINK JAZZ<br>Capitol T 1850   | 1             |
| 138       | 131       | CALL ME IRRESPONSIBLE AND THE JACK JONES HITS<br>Kapp KL 1378                     | 5             |
| 139       | 135       | PAUL & PAULA SING FOR YOUNG LOVERS 23<br>Phillips PPM 200-078                     | 23            |
| 140       | 130       | 1962'S GREATEST HITS BY BILLY VAUGHN 23<br>Dot DLP 3497                           | 23            |
| 141       | —         | ON TOP OF SPAGHETTI<br>Tom Ciater & The Do-in-Mil Children's Chorus, Kapp KL 1331 | 1             |
| 142       | —         | GOLDEN GOODIES, VOL. I<br>Various Artists, Roulette R 29207                       | 1             |
| 143       | 138       | COAST TO COAST WITH ARTHUR PHYSSCO<br>Old Town LP 2005                            | 3             |
| 144       | 127       | THE UNITED STATES NAVY BAND & THE SEA CHANTERS<br>RCA Victor LPM 2688             | 7             |
| 145       | 145       | FABULOUS MIRACLES<br>Tania TM 228   | 7             |
| 146       | 136       | JAZZ WORKSHOP REVISITED<br>Cannibal Alley/Decca States, Riverside RM 444          | 18            |
| 147       | 132       | FROM THE HUNGRY I<br>Kingston Trio, Capitol T 1107                                | 169           |
| 148       | 119       | WILD WEEKEND<br>Rockin' Rebels, Swan SLP 509                                      | 19            |
| 149       | —         | RING OF FIRE—THE BEST OF JOHNNY CASH<br>Columbia CL 2053                          | 1             |
| 150       | 144       | DION SINGS TO SANDY<br>Laurie LLP 2017  | 6             |

## 50 BEST SELLERS—STEREO

| This Week | Last Week | Title, Artist, Label  | Wks. on Chart |
|-----------|-----------|---|---------------|
| 1         | 1         | DAYS OF WINE AND ROSES<br>Andy Williams, Columbia CS 8015                       | 15            |
| 2         | 4         | CLEOPATRA<br>Sound Track, 20th Century-Fox SFG 3008                             | 5             |
| 3         | 2         | WEST SIDE STORY<br>Sound Track, Columbia OS 2070                                | 89            |
| 4         | 3         | LAWRENCE OF ARABIA<br>Sound Track, Capitol SCF 514                              | 19            |
| 5         | 8         | UNIQUELY MARCINI<br>Henry Mancini, RCA Victor LSP 2692                          | 5             |
| 6         | 7         | THE CONCERT SINATRA<br>Frank Sinatra, Reprise RS-1009                           | 5             |
| 7         | 6         | I WANNA BE AROUND<br>Tony Bennett, Columbia CS 8800                             | 17            |
| 8         | 13        | I LOVE YOU BECAUSE<br>Al Martino, Capitol ST 1914                               | 5             |
| 9         | 9         | MOVING<br>Peter, Paul & Mary, Warner Bros. WS 1473                              | 28            |
| 10        | 5         | HOW THE WEST WAS WON<br>Sound Track, MGM 1E5                                    | 15            |
| 11        | 14        | HOMO FLATS<br>Jimmy Smith, Verve VS-6544  | 11            |
| 12        | 18        | THEMES FOR YOUNG LOVERS<br>Percy Faith & Orb, Columbia CS 8832                  | 5             |
| 13        | 10        | SURFIN' U. S. A.<br>Beach Boys, Capitol ST 1890                                 | 10            |
| 14        | 22        | BYE BYE BIRDIE<br>Sound Track, RCA Victor LSO 1081                              | 11            |
| 15        | 16        | SURIYAKA & 11 HAWAIIAN HITS<br>Billy Vaughn, Dot DLP 3523                       | 4             |
| 16        | 21        | THE BARBRA STREISAND ALBUM<br>Columbia CS 8807                                  | 7             |
| 17        | 20        | JOHNNY'S NEWEST HITS<br>Johnny Mathis, Columbia CS 8816                         | 14            |
| 18        | 15        | MOON RIVER & OTHER GREAT MOVIE THEMES<br>Andy Williams, Columbia CS 8609        | 61            |
| 19        | 11        | MAIL THE CONQUERING NERO<br>Peter Nero, RCA Victor LSP 2638                     | 16            |
| 20        | 11        | THE NEW CHRISTY MINSTRELS TELL TALL TALES I<br>Columbia CS 9817                 | 7             |
| 21        | 33        | THOSE LAZY, LAZY CRAZY DAYS OF SUMMER<br>Nat King Cole, Capitol ST 1932         | 2             |
| 22        | 12        | I LEFT MY HEART IN SAN FRANCISCO<br>Tony Bennett, Columbia CS 8649              | 45            |
| 23        | 25        | LOVE THEMES FROM CLEOPATRA<br>Ferrante & Teicher, United Artists UAS 6290       | 4             |
| 24        | 37        | THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S<br>Count Basie, Reprise R 4070    | 2             |
| 25        | 26        | OLIVER<br>Original Cast, RCA Victor LOC8 3004                                   | 39            |
| 26        | 17        | PETER, PAUL & MARY<br>Warner Bros. WS 1449                                      | 53            |
| 27        | 37        | SHE LOVES ME<br>Original Cast, MGM SE 4118                                      | 6             |
| 28        | 19        | LATIN RENDEZVOUS<br>Mantovani & His Ork, London PS 295                          | 9             |
| 29        | 23        | JALOUSIE<br>Arthur Fiedler & His Boston Pops, RCA Victor LSC 2661               | 16            |
| 30        | 35        | OUR MAN IN HOLLYWOOD<br>Henry Mancini, RCA Victor LSP 2604                      | 24            |
| 31        | 27        | CAMELOT<br>Original Cast, Columbia KOS 2031                                     | 131           |
| 32        | 34        | STREETS I HAVE WALKED<br>Harry Belafonte, RCA Victor LSP 2695                   | 4             |
| 33        | 24        | THE SOUND OF MUSIC<br>Original Cast, Columbia KOS 2020                          | 176           |
| 34        | 36        | JAZZ SAMBA<br>Stan Getz & Charlie Byrd, Verve VS-8432                           | 43            |
| 35        | —         | MONDO CANE<br>Sound Track, United Artists UAS 5105                              | 1             |
| 36        | 39        | FLY ME TO THE MOON & THE BOSSA NOVA POP<br>Joe Harrell & His Ork, Kapp KS 3318  | 27            |
| 37        | 31        | SONGS I SING ON THE JACKIE GLEASON SHOW<br>Frank Foster, ABC-Paramount ABCS 402 | 23            |
| 38        | 30        | THE UNITED STATES MARINE BAND<br>RCA Victor LSP 2687                            | 7             |
| 39        | 41        | IT HAPPENED AT THE WORLD'S FAIR<br>Elvis Presley, RCA Victor LSP 2697           | 15            |
| 40        | 46        | STARDUST<br>Beverly Sills/Arthur Fiedler, RCA Victor LSC 2670                   | 6             |
| 41        | 43        | WEST SIDE STORY<br>Original Cast, Columbia OS 2001                              | 108           |
| 42        | —         | PEGGY LEE MINK JAZZ<br>Capitol ST 1850  | 1             |
| 43        | 44        | CLASSICAL ENCORES<br>Mantovani & His Ork, London PS 249                         | 8             |
| 44        | 29        | KINGSTON TRIO #16<br>Capitol ST 1871  | 17            |
| 45        | 47        | SOUNDPOWER!<br>Marty Gold & His Ork, RCA Victor LSP 2620                        | 16            |
| 46        | —         | DAVE BRUBECK QUARTET AT CARNegie HALL<br>Columbia CS 926                        | 1             |
| 47        | 38        | BIG BAND BOSSA NOVA<br>Enoch Light & His Ork, Command R 844 30                  | 33            |
| 48        | —         | SURIYAKA & OTHER JAPANESE HITS<br>Kyu Sakamoto, Capitol DT 10349                | 1             |
| 49        | 42        | SINATRA—BASIE<br>Frank Sinatra & Count Basie, Reprise RS-1008                   | 25            |
| 50        | 48        | 1963'S EARLY HITS<br>Lawrence Welk, Dot DLP 35510                               | 17            |

# HITS MEAN BUSINESS!

AND 'STILL' ANOTHER HIT ON **DECCA** 

# 8 X 10

Published by Moss Rose Publications, Inc.

by

# BILL ANDERSON

31521



A GREAT RECORD ON **DECCA** 

# FADED LOVE

c/w

# BLUE MOON OF KENTUCKY

# PATSY CLINE

31523



and MORE HITS MEAN...

## • SINGLES REVIEWS

• Continued from page 30

### RICHARD HAYMAN

★★★★ Theme From Irma La Douce (Look Again) (United Artists-Fairlane, ASCAP) (2:22)—★★★ Let's Pretend Love (United Artists-Fairlane, ASCAP) (2:03). ASCOT 2133

### RALPH AND PATTIE

★★★★ It's Not Over (Tribute Heller, ASCAP) (2:35)—★★★ Popcorn (Tribute Heller, ASCAP) (2:45). TRIBUTE 122

### FORTUNE TELLERS

★★★★ I Love You (Inka Do) (Shelros, BMI) (2:12)—★★★ Marry Her Joe (Shelros, BMI) (2:44). ATLANTIC 2197

### DONNA LOREN

★★★★ Dream World (Four Star, BMI) (2:40)—★★★ (Remember Me) I'm the One Who Loves You (HBI & Range, BMI) (2:12). CHALLENGE 9283

### RAY SHARPE

★★★★ I'm in Misery (Tallornade-Garpan, BMI) (2:40)—★★★ The Day You Left Me (Tallornade-Garpan, BMI) (2:40). GAREX 104

### THE VALRAYS

★★★★ Get a Board (Survey, BMI) (1:55)—★★★ Pee Wee (Survey, BMI) (1:46). PARKWAY 880

### VAL MARTINEZ

★★★★ You Make Me Happy (T.M., BMI) (2:06)—★★ My Souvenirs (Shaw, ASCAP) (2:50). RCA VICTOR 8218

### THE INTRIGUES

★★★★ The Belly Dancer (Merrimac, BMI) (2:12)—★★ Checkmate (Merrimac, BMI) (2:40). BRUNSWICK 55247

## COUNTRY

### MARSHALL WEST

★★★★ This Horse Is Gonna Live (Painted Desert, BMI) (1:45)—★★★ I Hurt Myself (Painted Desert, BMI) (2:20). PARKWAY 878

### WILBURN BROTHERS

★★★★ Here Comes a Million Memories (Sure Fire, BMI) (2:09)—★★★ Tell Her So (Combine, BMI) (2:13). DECCA 31520

### HYLO BROWN

★★★★ Take a Look at That Rain (Starday, BMI) (2:34)—★★★ Tiny Doll (Starday, BMI) (2:08). STARDAY 638

### DAVID PRICE

★★★★ Good Morning Self (Pam-

## MUSIC AS WRITTEN

• Continued from page 28

Salem leaves the M-S promotion staff to become a regional man for Columbia Records here. . . . Liberty's Harvey Goldstein had a falling out with his appendix but will be back at work shortly. Harvey came through everything in fine shape. . . . Mercury's Morris Diamond and his Nettie were guests at Grossinger's in the Catskills. Morris placed third in

a square dance contest, while Nettie won honors in a gin rummy tournament. . . . Summit Distributing Company has added the Hickory label to its line-up. Seymour Greenspan is working overtime while Jack White is on vacation. . . . Fred Sipiara returns from a weekend at the Wisconsin Dells. He reports his golf game is worse than ever. . . . Andy Andersen is back at his Record Center, following a three-week vacation. It started with the ARMADA convention in Florida. Andy took his family, drove both ways, and did a lot of sight-seeing along the way. . . . Russ DiAngelo left Music Box and is working with Tony Burasco at Record Mart, the city's newest one-stop. It's specializing in r.&b. and pop and is on the South Side. . . . WIND's Dick Newton is back following a three-week trip to the West Coast. . . . Little Al Temaner is making noise about a couple of new stores he's planning for the Chicago area shortly. Both will feature a new promotional concept. Al will also close his downtown store next fall. . . . Merle and Aaron Rose are due back this week, following a vacation.

per, BMI) (2:17)—★★★ You Make It Easy (To Be True) (New Keys, BMI) (2:39). GAYLORD 6430

## RHYTHM & BLUES

### LIGHTNIN' HOPKINS

★★★★ Business You're Doin' (Press, BMI) (2:35)—★★★ Wake Up Old Lady (Press, BMI) (2:40). BLUESVILLE 823

## JAZZ

### CANNONBALL ADDERLEY SEXTET

★★★★ Brother John (Alauz, BMI) (2:35)—★★★ Tango Tango (Upam, BMI) (2:19). RIVERSIDE 4562

## GOSPEL

### SIX TRUMPETS

★★★★ Lord I'm in Your Care (Excellorec, BMI) (2:18)—★★★ He'll Take Care of You (Excellorec, BMI) (2:25). NASHBORO 782

## SPIRITUAL

### EDNA GALLMON COOKE

★★★★ Jesus is Mine (Excellorec, BMI) (3:02)—★★★ Seven Steps to Hell (Excellorec, BMI) (2:45). NASHBORO 781

### GOSPEL SOLOTONES

★★★★ Wrestling Jacobo (Excellorec, BMI) (2:24)—★★★ Honey in the Rock (Excellorec, BMI) (2:24). NASHBORO 779

now in "The Firefly" with Robert Horton due next in "Carousel." . . . Bob Schachner and Sam Shapiro have signed Norman Charles formerly under contract to Veejay and 13-year-old Marie La Donna whose first platter for their Gateway label is "Bobby Baby." . . . Jim Winston, Columbia branch manager; Solly Solomon, his publicity aid; Harvey Leist and five other Columbia officials are attending the Epic Record convention at the Eden Roc in Miami Beach and then the Columbia shindig in San Juan. Harold Betters, local maestro, whose "Harold Betters at the Encore" is a terrific best seller locally, is recuperating at the Connellsville General Hospital from severe burns he got when his house caught on fire. LEONARD MENDLOWITZ

## PHILADELPHIA

Manny Rubin, promoting a Saturday afternoon concert with Joan Baez on August 3, has secured the Camden Music Fair, summer theater tent in Camden, N. J., for the concert site. . . . Folk music gets an added boost with Kal Rudman, who used to spin rock 'n roll platters, inaugurating a two-hour folk music show on WDAS. . . . Bob Cullen, who left his promotional chores for RCA Victor here, is lending his talents to Mercury Records. . . . J. & B. Record Sales, Inc., organized here to handle distribution of records and all accessories with attorney Howard Blum handling the corporate details. . . . BR Club joins the "gospel" parade with a gospel Revue presented by Stanley Reynolds with the Savoy Singers, Helena Ruffin, The Masquins and The Cosmopolitans. MAURIE H. ORODENKER

## PITTSBURGH

The DeJohn Sisters and Dagmar have been booked into John Bertera's Holiday House for 11 days. . . . The Robert Goulet-Carol Lawrence package opened slowly at the Civic Light Opera, but picked up momentum almost immediately and ended strong. . . . Anna Maria Alberghetti is current

It's A Smash Breaking Out Big . . .


**BUDDY LEE**

**I FEEL BETTER**

c/w

**ALL MY LIFE**

#89462



Thanks DJ's For The Spins

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RECORDS INC.

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Brooklyn 29, N.Y.  
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# BIG \$\$\$ NEWS FOR ALL RIVERSIDE\* DISTRIBUTORS

...and, we think, for the rest of the record industry, too

Everyone is talking about problems these days . . . manufacturers' problems, distributors', dealers'. Marketing problems, collection problems, cost problems, and so forth and so on.

Effective immediately, we\* are going to stop talking and do something. Recognizing that the distributor today is faced with (among other things) shrinking profit margins and growing

overhead and other cost factors, Riverside\* now becomes the first manufacturer to take concrete action to cooperate with distributors in tackling such problems.

Effective immediately, all of our distributors will be eligible for a ten per cent discount on all invoices paid before the end of the month following billing date— **10% 30 days EOM.**

This is no quickie special deal. It is firm policy. At the same time all present merchandising arrangements with our distributors are being suspended, to be revised in the light of this new policy. We consider this entire move an important step towards a more healthy picture for the entire industry and we hope other manufacturers will see fit to follow our lead.

\*In addition to Riverside, "we" includes the affiliated  
**BATTLE, WONDERLAND, JAZZLAND  
RED TOP, WASHINGTON AND  
OFFBEAT LABELS**

This policy applies equally to all these labels—all distributed nationally by L. P. SALES CORP., 235 West 46th Street, New York 36, N.Y.



# ...MORE BUSINESS!

Two Great Stars Together On



## MY WORLD'S LOSING YOU



Published by Moss Rose Publications, Inc.

c/w

## ANOTHER CHANCE TO FALL IN LOVE

**KITTY WELLS** and **ROY DRUSKY**

55248

Linda's Greatest Hit On



## LITTLE BY LITTLE

c/w

## LONELY PEOPLE DO FOOLISH THINGS

**LINDA HOPKINS**

31523

# Billboard **HITS OF THE WORLD**

**AUSTRALIA**  
(Courtesy Music Maker, Sydney)  
\*Denotes local origin

| This Last Week | Last Week | Title               | Artist                                   |
|----------------|-----------|---------------------|--|
| 1              | 1         | MOVE BABY MOVE      | Johnny O'Keefe (Leedon)—Davis            |
| 2              | 4         | HOW DO YOU DO IT?   | Geri and the Pacemakers (HMV)—Leeds      |
| 3              | 2         | IT'S MY PARTY       | Lesley Gore (Philips)—Schroeder          |
| 4              | 3         | TAMOURE             | Bill Justis (Philips)—Bosey & Hawkes     |
| 5              | 8         | SURF CITY           | Jan and Dean (Liberty)—No publisher      |
| 6              | 5         | JEZEBEL             | Rob E.G. (Festival)—Davis                |
| 7              | 6         | FOUR CORNERS THEME  | The John Barry Seven (Columbia)—Chappell |
| 8              | 13        | SUKIYAKI            | Kyu Sakamoto (HMV)—Castle                |
| 9              | 7         | I LOVE YOU BECAUSE  | Al Martino (Capitol)—Allans              |
| 10             | 10        | FROM ME TO YOU      | The Beatles (Parlophone)—Essex           |
| 11             | 12        | DON'T YOU FORGET IT | Perry Como (RCA)—Chappell                |
| 12             | 11        | FOOT TAPPER         | The Shadows (Columbia)—Allans            |
| 13             | 14        | FALLING             | Roy Orbison (London)—Acuff-Rose          |
| 14             | —         | WILDWOOD DAYS       | Bobby Rydell (Columbia)—Belinda          |
| 15             | 15        | SUMMER HOLIDAY      | Cliff Richard (Columbia)—Allans          |

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

| This Last Week | Last Week | Title                                | Artist   |
|----------------|-----------|--------------------------------------|--|
| 1              | 3         | I'M CONFESSIN'                       | Frank Ifield (Columbia)—Francis, Day & Hunter        |
| 2              | 1         | I LIKE IT                            | Geri and the Pacemakers (Columbia)—Jaep Music        |
| 3              | 14        | DEVIL IN DISGUISE                    | Elvis Presley (RCA)—West One Music                   |
| 4              | 2         | ATLANTIS                             | Shadows (Columbia)—Francis, Day & Hunter             |
| 5              | 9         | DECK OF CARDS                        | Wink Martindale (London)—Campbell-Connolly           |
| 6              | 7         | TAKE THESE CHAINS                    | Ray Charles (HMV)—Acuff-Rose                         |
| 7              | 17        | WELCOME TO MY WORLD                  | Jim Reeves (RCA)—One Four Two Music                  |
| 8              | 26        | SWEETS FOR MY SWEET                  | Searchers (Pye)—Hil & Range                          |
| 9              | 10        | DA DOO RON RON                       | Crystals (London)—Aberbach                           |
| 10             | 4         | IF YOU GOTTA MAKE A FOOL OF SOMEBODY | Freddie and the Dreamers (Columbia)—Feldman Music    |
| 11             | 6         | BO DIDDLEY                           | Buddy Holly (Coral)—Good Music                       |
| 12             | 12        | IT'S MY PARTY                        | Lesley Gore (Mercury)—John Schroeder                 |
| 13             | 18        | TWIST AND SHOUT                      | Brian Poole and the Tremeloes (Decca)—Sherwin Music  |
| 14             | 8         | FALLING                              | Roy Orbison (London)—Acuff-Rose                      |
| 15             | 5         | FROM ME TO YOU                       | Beatles (Parlophone)—Northern Songs, Ltd.            |
| 16             | 11        | DO YOU WANT TO KNOW A SECRET?        | Billy J. Kramer (Parlophone)—Northern Songs, Ltd.    |
| 17             | 15        | FORGET HIM                           | Bobby Rydell (Cameo-Parkway)—Welbeck Music           |
| 18             | 21        | SUKIYAKI                             | Kyu Sakamoto (HMV)—Webbek/Bens Music                 |
| 19             | —         | YOU CAN NEVER STOP LOVING YOU        | Kenny Lynch (HMV)—Klynch Music                       |
| 20             | 13        | WHEN WILL YOU SAY I LOVE YOU         | Billy Fury (Decca)—Jack Good Music                   |
| 21             | 24        | HEY MAMA                             | Frankie Vaughan (Philips)—Chappell                   |
| 22             | 21        | TWIST AND SHOUT                      | Isley Brothers (Stateside)—Sherwin Music             |
| 23             | 16        | LUCKY LIPS                           | Cliff Richard (Columbia)—Cromwell                    |
| 24             | 24        | THE ICE CREAM MAN                    | Tornadoes (Decca)—Filmisc                            |
| 25             | 19        | SCARLETT O'HARA                      | Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter |
| 26             | 19        | BOBBY TOMORROW                       | Bobby Vee (Liberty)—Feldman Music                    |

|    |    |                        |                                     |
|----|----|------------------------|-------------------------------------|
| 27 | 23 | IN DREAMS              | Roy Orbison (London)—Chappell       |
| 27 | 29 | WALKIN' TALL           | Adam Faith (Parlophone)—Sydney Bron |
| 29 | —  | KISS AND RUN           | Tommy Roe (HMV)—Chappell            |
| 30 | 26 | NATURE'S TIME FOR LOVE | Joe Brown (Piccadilly)—Good Music   |

**EIRE**  
(Courtesy Irish Times, Ltd., Dublin)

| This Last Week | Last Week | Title                         | Artist  |
|----------------|-----------|-------------------------------|---|
| 1              | 1         | I LIKE IT                     | Geri and the Pacemakers (Parlophone)—Dick James |
| 2              | 3         | TAKE THESE CHAINS             | Ray Charles (HMV)—Acuff-Rose                    |
| 3              | 2         | WELCOME TO MY WORLD           | Jim Reeves (RCA)—I42 Music                      |
| 4              | 8         | DECK OF CARDS                 | Wink Martindale (London)—Campbell-Connolly      |
| 5              | —         | DEVIL IN DISGUISE             | Elvis Presley (RCA)—Essex                       |
| 6              | 5         | ATLANTIS                      | Shadows (Columbia)—Francis, Day & Hunter        |
| 7              | 4         | LUCKY LIPS                    | Cliff Richard (Columbia)—Cromwell               |
| 8              | 7         | YOUNG LOVERS                  | Paul & Paula (Philips)—I42 Music                |
| 9              | 6         | IN DREAMS                     | Roy Orbison (London)—Chappell                   |
| 10             | 9         | WHEN WILL YOU SAY I LOVE YOU? | Billy Fury (Decca)—Jack Good                    |

**FINLAND**  
(Courtesy Ita-Saomaha, Helsinki)

| This Last Week | Two Weeks Ago | Title                         | Artist                    |
|----------------|---------------|-------------------------------|---------------------------|
| 1              | 2             | CRYING IN THE WIND            | Paul Anka (RCA)           |
| 2              | 1             | EMMA                          | The Sounds (Fontana)      |
| 3              | 5             | Johnny Guitar/Hava Nagilla    | The Spinnicks (Karussell) |
| 4              | 3             | HEY PAULA                     | Paul and Paula (Philips)  |
| 5              | 4             | SUMMER HOLIDAY                | Cliff Richard (Columbia)  |
| 6              | 6             | TANGO D'AMORE                 | Eino Gron (Scandia)       |
| 7              | 7             | KULKURI                       | The Sounds (Fontana)      |
| 8              | 9             | TANGO MERELLA                 | Taisto Tammi (Decca)      |
| 9              | 8             | TULLALLA TWIST/DARK EYES BEAT | The Scaffolds (HMV)       |
| 10             | —             | TUULI VIEDA SAA               | Laila Halmé (RCA)         |

**FRANCE**

| This Last Week | Last Week | Title  | Artist   |
|----------------|-----------|--|--|
| 1              | 1         | L'ECOLE EST FINIE  | Shelia (Philips)                               |
| 2              | 2         | EN ECOUTANT LA PLUIE                                     | Sylvie Vartan (RCA)—Richard Anthony (Columbia) |
| 3              | 4         | MOI JE VOUDRAIS BIEN ME MARIER/DIS LUI/MARCHE TOUT DROIT | Claude François (Fontana)                      |
| 4              | 3         | LES BRAS EN CROIX/QUAND UN AIR VOUS POSSEDE              | Johnny Hallyday (Philips)                      |
| 5              | 5         | ELLE EST FINIE LA BELLE HISTOIRE                         | Petula Clark (Vogue)                           |
| 6              | 7         | L'AMOUR S'EN VA/TOUS LES GARCONS ET LES FILLES           | Francoise Hardy (Vogue)                        |
| 7              | —         | OUI JE T'AI ME/JE NE PENSE QU'A L'AMOUR                  | Eddy Mitchell (Barclay)                        |
| 8              | 10        | TROP TARD/DONNE TES SEIZE ANS                            | Charles Aznavour (Barclay)                     |
| 9              | —         | ELLE EST TERRIBLE  | Johnny Hallyday (Philips)                      |
| 10             | —         | IL REVIENT   | Lé Chaussettes Noires (Barclay)                |

**FRENCH (WALLOON) BELGIUM**  
(Courtesy Juke Box Magazine)  
\*Denotes local origin

| This Last Week | Two Weeks Ago | Title                     | Artist                              |
|----------------|---------------|---------------------------|-------------------------------------|
| 1              | 1             | SANS TOI, MAMIE           | Adamo (Pathe)—Rudo                  |
| 2              | 2             | L'ECOLE EST FINIE         | Sheila (Philips)—Breton             |
| 3              | 4             | DIS LUI/MARCHE TOUT DROIT | Claude François (Fontana)—World     |
| 4              | 5             | AMOUR PERDU               | Adamo (Pathe)—Ardmore and Beechwood |
| 5              | 3             | JE ME SENS TRES SEUL      | Top—Robert Gogot (Philips)          |
| 6              | 6             | JE ME SENS BIEN           | Petula Clark (Vogue)—Bens           |

|    |    |                                      |                                     |
|----|----|--------------------------------------|-------------------------------------|
| 7  | 9  | EN ECOUTANT LA PLUIE                 | Richard Anthony (Columbia)—Chappell |
| 8  | 10 | HEY PAULA                            | Paul and Paula (Philips)—World      |
| 9  | 7  | LES BRAS EN CROIX/LES TENDRES ANNEES | Johnny Hallyday (Philips)—Bens      |
| 10 | 8  | MINNIE, PETITE SOURIS                | Henri Salvador (Philips)—World      |

**HONG KONG**

| This Last Week | Last Week | Title                      | Artist                   |
|----------------|-----------|----------------------------|--------------------------|
| 1              | 3         | I WILL FOLLOW HIM          | Dee Dee Sharp (Cameo)    |
| 2              | 1         | I WILL FOLLOW HIM          | Little Peggy March (RCA) |
| 3              | 2         | IF MY FELLOW COULD TALK    | Connie Francis (MGM)     |
| 4              | 9         | LUCKY LIPS                 | Cliff Richard (Columbia) |
| 5              | —         | SUKIYAKI                   | Kyu Sakamoto (Capitol)   |
| 6              | —         | TWO KINDS OF TEAR-DROPS    | Del Shannon (London)     |
| 7              | 6         | THOSE LAZY-HAZY CRAZY DAYS | Nat King Cole (Capitol)  |
| 8              | —         | DEVIL IN THE SKIES         | Elvis Presley (RCA)      |
| 9              | —         | SOMEWHERE IN THE NIGHT     | Brian Hyland (ABC)       |
| 10             | —         | DON'T TRY TO FIGHT IT      | Eydie Gorme (CBS)        |

**HOLLAND**  
(Courtesy Platenaalews, P.O. Box 43, Amersfoort)

| This Last Week | Last Week | Title                      | Artist  |
|----------------|-----------|----------------------------|---|
| 1              | 1         | BUONA NOTTA BAMBINO        | Rocco Granata (CNR)—Picture Music, Joop Portengen |
| 2              | 2         | LUCKY LIPS                 | Cliff Richard (Columbia)—Belinda                  |
| 3              | 3         | BLUME VON TAHITI           | Gert Timmerman (Telefunken)—Holland Music         |
| 4              | 4         | RITME VAN DE REGEN         | Rob de Nijs (Decca)—Chappell                      |
| 5              | 5         | JUNGE, KOMM 'BALD WIEDER   | Freddy (Polydor)—Bens-Altona                      |
| 6              | 6         | BLAME IT ON THE BOSSA NOVA | Eydie Gorme (CBS)—Altona                          |
| 7              | 7         | WINI-WINI                  | Die Tahiti Tamoures (Polydor)—Joop Portengen      |
| 8              | 8         | DAS LEBEN KANN SCHON SEIN  | Anneke Granloh (Philips)—Benelux                  |
| 9              | 9         | SUMMER HOLIDAY             | Cliff Richard (Columbia)—Basart                   |
| 10             | 10        | SAG MIR WO DIE BLUMEN SIND | Marlene Dietrich (HMV)—Basart                     |

**HUNGARY**  
(All records on the Qualitone label)  
\*Denotes local origin

| This Last Week | Two Weeks Ago | Title                     | Artist                      |
|----------------|---------------|---------------------------|-----------------------------|
| 1              | 1             | POPOCATEPETL TWIST        | Marta Zará and Janos Vamoss |
| 2              | 2             | TWIST AGAIN               | Janos Kocs                  |
| 3              | 3             | ILYEN A TWIST             | Kyri Ambrus—Editio Musica   |
| 4              | 4             | MEG IDE ODA HUZ A SZIV    | Laszlo Araczk—Editio Musica |
| 5              | 5             | FOGJ EGY SETAPALCAT       | Lehel Nemeth—Editio Musica  |
| 6              | 6             | VAN E REMEKEBB            | Eva Mikes—Editio Musica     |
| 7              | 7             | EGY ESOS VASARNAP DELUTAN | Eva Mikes—Editio Musica     |
| 8              | 8             | JUCI, JULI, JULIA         | Eva Mikes—Editio Musica     |
| 9              | 9             | SPEEDY GONZALES           | Ines Taddio—Budd, New York  |
| 10             | 10            | MOND MEG HA KELLEK        | Janos Kocs—Editio Musica    |

**ISRAEL**  
(Courtesy Kol Israel Broadcasting)  
\*Denotes local origin

| This Last Week | Last Week | Title             | Artist  |
|----------------|-----------|-------------------|---|
| 1              | 1         | NEIGHBORHOOD SONG | The Roosters (Kol Israel)—ACUM                |
| 2              | 3         | LUCKY LIPS        | Cliff Richard (Columbia)—Elstree              |
| 3              | 5         | 55 DAYS AT PEKING | The Brothers Four (Columbia)—Subar            |
| 4              | 2         | FROM ME TO YOU    | The Beatles (Parlophone)—Northern Songs, Ltd. |
| 5              | 7         | MR. BASS MAN      | Johnny Cymbal (Kapp)—Jalo, BMI                |

|    |    |                               |  |
|----|----|-------------------------------|--|
| 6  | 10 | DO YOU WANT TO KNOW A SECRET? | Billy J. Kramer (Parlophone)—Northern Songs, Ltd.      |
| 7  | 4  | SOULVILLE                     | Dinah Washington (Roulette)—DeLarue-Nom, BMI           |
| 8  | 6  | PUFF                          | Peter Paul & Mary (Warner Bros.)—Papamary, ASCAP       |
| 9  | —  | SCARLET O'HARA                | Jet Harris & Tony Meehan (Decca)—Francis, Day & Hunter |
| 10 | —  | THE LAST LEAF                 | The Cascades (Warner Bros.)—E. H. Morris               |

**ITALY**  
(Courtesy Musica e Discchi, Milano)  
\*Denotes local origin

| This Last Week | Last Week | Title                           | Artist                                   |
|----------------|-----------|---------------------------------|--|
| 1              | 1         | CUORE/IL BALLO DEL MATTONE      | Rita Pavone (RCA)                        |
| 2              | 2         | QUELLI DELLA MIA ETA'           | Francoise Hardy (Vogue)                  |
| 3              | 4         | I TUOI CAPRICCI                 | Neil Sedaka (RCA)                        |
| 4              | 3         | IL TANGACCIO/GRAZIE PREGO SCUSI | A Ciantano (Cian)                        |
| 5              | 5         | STESSA SPIAGGIA STESSO MARE     | Piero Focaccia (CGD)                     |
| 6              | 7         | A NEW ORLEANS                   | Adriano Celentano (Jolly)                |
| 7              | 6         | NON AMARMI COSI'                | Sue Lawrence (CBS)                       |
| 8              | 9         | CUANDO BRILLA LA LUNA           | Marcellos Ferial (Durium)                |
| 9              | 10        | HEY PAULA                       | Paul & Paula (Philips)                   |
| 10             | 13        | ABBRONZATISSIMA                 | Edoardo Vianello (RCA)                   |
| 11             | 8         | NORMA                           | Tony Dallara (Music)                     |
| 12             | —         | NON TI CREDO                    | Peppino Di Capri (Carisch)               |
| 13             | 14        | AMICO                           | Don Backy (Cian)                         |
| 14             | 12        | I CAN'T STOP LOVING YOU         | Ray Charles (VdP)                        |
| 15             | 15        | CHARIOT                         | Franck Pourcel (VdP); Betty Curtis (CGD) |

**MEXICO**  
(Courtesy Audiomexica)  
\*Denotes local origin

| This Last Week | Last Week | Title                   | Artist  |
|----------------|-----------|-------------------------|---|
| 1              | 1         | DE MIL MANERAS          | Sonora Santanera (CBS)—Emmi                     |
| 2              | 2         | LLEGO BORRACHO          | J. A. Jimenez (RCA)—Emmi                        |
| 3              | 3         | MEDIA VUELTA            | J. A. Jimenez (RCA); Javier Solis (CBS)—Pendng  |
| 4              | 6         | PENSABA EN TI           | Los Teen Tops (CBS)—Mundo Musical               |
| 5              | 4         | OYE NINA                | Let's Dance)—Enrique Guzman (CBS)—Rondell Music |
| 6              | 9         | RUBY BABY               | Oscar Madrigal (Gamma)—Pendng                   |
| 7              | 5         | EL DEL TRAJE NEGRO      | Olimpo Cardenas (Orfeon)—Pendng                 |
| 8              | 7         | THE GUNS FROM NAVARRONE | Al Caiola (Gamma)—Pendng                        |
| 9              | 8         | PA TODO EL ANO          | J. A. Jimenez (RCA)—Pham                        |
| 10             | 10        | EL INDIU ARTISTA        | Acerina (Orfeon)—Pendng                         |

**PERU**  
(Courtesy Prensa, Lima)

| This Last Week | Last Week | Title                 | Artist   |
|----------------|-----------|-----------------------|--|
| 1              | 2         | LA PERA MADURA        | Pepe Miranda (Virrey)                              |
| 2              | 1         | ENSENANDO BOSSA NOVA  | Blame It on the Bossa Nova)—Eydie Gorme (Columbia) |
| 3              | 3         | ACEPTARE              | Anamelba (Virrey)                                  |
| 4              | 4         | LIMENA                | Edith Barr (Sona Radio)                            |
| 5              | 6         | EL CIGARRON           | Hugo Blanco (Polydor)                              |
| 6              | 5         | AL DI LA              | Emilio Pericoli (Warner Bros.)                     |
| 7              | 9         | TEMA DEL DR. NO       | Al Caiola (United Artists)                         |
| 8              | 7         | LOS HERMANOS PINZONES | Los Llopis (Virrey)                                |
| 9              | 8         | DETRAS DEL AMOR       | Connie Francis (MGM)                               |
| 10             | —         | LA TERZA LUNA         | Neil Sedaka (RCA)                                  |

**PHILIPPINES**

| This Last Week | Last Week | Title                            | Artist                                       |
|----------------|-----------|----------------------------------|--|
| 1              | 1         | KISS ME QUICK                    | Elvis Presley (RCA)—Filipinas                |
| 2              | 2         | RHYTHM OF THE RAIN               | The Cascades (Warner Bros.)—Mareco           |
| 3              | 3         | JUST FOR TONIGHT                 | Henry Mancini & Ork (RCA)—Filipinas          |
| 4              | 4         | DEAR HEART                       | Teddy Randazzo (ABC-Paramount)—Dyna Products |
| 5              | 8         | I'LL FOLLOW HIM                  | Little Peggy March (RCA)—Filipinas           |
| 6              | 7         | LET'S GO STEADY AGAIN            | Neil Sedaka (RCA)—Filipinas                  |
| 7              | —         | (I Love You) DON'T YOU FORGET IT | Perry Como (RCA)—Filipinas                   |
| 8              | 10        | PIPELINE                         | Chanayars (Dot)—Mareco                       |
| 9              | 6         | PROMISE OF LOVE                  | Sandy Stewart (Colpix)—FAMA                  |
| 10             | 9         | I'LL SEE YOU IN MY DREAMS        | Jerry Reed (Columbia)—Mareco                 |

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

| This Last Week | Last Week | Title                     | Artist                                    |
|----------------|-----------|---------------------------|---|
| 1              | 1         | LUCKY LIPS                | Cliff Richard (Columbia)—Cromwell         |
| 2              | 2         | BLUE TRAIN                | John D. Loudonville (RCA)—Acuff-Rose      |
| 3              | 3         | I WILL FOLLOW HIM         | Little Peggy March (RCA)—Waldeck          |
| 4              | —         | EXCLUSIVELY YOURS         | Dickie Leader (Parlophone)—Belinda        |
| 5              | —         | YOU BELONG TO MY HEART    | Ned Miller (Renown)—Southern Music (S.A.) |
| 6              | 4         | THE END OF THE WORLD      | Sketeer Davis (RCA)—Compass               |
| 7              | 6         | HAPPY BIRTHDAY MY DARLING | Bob Gallion (Continental)—Acuff-Rose      |
| 7              | 8         | I WALK THE LINE           | Dean Martin (Reprise)—Belinda             |
| 9              | 10        | ONE BROKEN HEART FOR SALE | Elvis Presley (RCA)—Elvis Presley         |
| 10             | 5         | TULIPS FOR TOINETTE       | Johnny Kongos (RCA)—Southern              |

## Pop Sheet Music Sales Take Nose Dive in Hungary

BUDAPEST — There has been a drastic decline in sales of Hungarian pop song sheet music. This kind of business was quite acceptable two or three years ago, when editions of 2,000 to 3,000 and total sales of 8,000 to 12,000 per hit were achieved. But last year the drop in these sales were alarming, and this year no Hungarian hit has been published for sale so far.

Sales in sub-published foreign hits are not as bad. This year the following hits have been published by the Hungarian State Publisher (Editio Musica, Budapest): The old famous French revival "Fascination," by Marchetti; the German "Kalkutta," by Gaze; the American hit, "Speedy Gonzales," by Kaye and Hill, and the two Italian hits, "Popocatepetl Twist," by Mengozzi, and "Toni Renis' "Quando, Quando, Quando." Also in print is Rudolf Friml's evergreen, "Indian Love Call," and the original two-piano version of Gershwin's "Rhapsody in Blue."

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

150 BEST SELLERS—MONAURAL

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Weeks on Chart. Lists 150 monaural albums.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Weeks on Chart. Lists 150 monaural albums.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Weeks on Chart. Lists 150 monaural albums.

50 BEST SELLERS—STEREO

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Weeks on Chart. Lists 50 stereo albums.

Reprise is on the move!



TO PLAY AND PLAY AGAIN

# Country Classic Down Under

By GEORGE HILDER

Five years ago the field of country and western music was operating in Australia on a strong but limited basis. For years the c.&w. departments of record companies lay dormant and in the most part it was left to EMI, with great artists of the caliber of Slim Dusty and the like to provide lovers of country music with disks.

Probably the most recognized c.&w. disk jockey in Australia in those early days was Neville Pellitt with his "Harmony Trail" programs. These programs helped to circulate the music beloved by Australian c.&w. followers throughout a land equal in area to the United States but only 1/17 the population spread over it. "Harmony Trail" is still operating and devotes itself entirely to spreading the c.&w. gospel through a nationwide network.

The advent of independent record companies added much material for collectors and broadcasters and Neville Pellitt was soon joined by Eric Scott in Tasmania, Bill Mullin in Western Victoria and Ral Rumble in Queensland, to name but a few of over 20 big disk jockeys in this field in Australia today. Each man is devoted to the authentic country music in Australia.

The American sound of c.&w. music, with a predominance of fiddle, has never gained a strong

## International NEWS REPORTS



SLIM DUSTY

foothold in Australia. On the whole the biggest sales of c.&w. have been made on songs that have been promoted by tours of local artists appearing before the people. These Australian artists give the songs their own interpretation and musical arrangement. Simple arrangements of songs rendered in soft Australian drawl. Basically this pattern remains unchanged today; what has changed is the acceptance of c.&w. music by a much larger segment of the community, brought about by the tre-

mendous upsurge of c.&w. sound featured in the pop songs of today, mainly emanating from the United States.

In Australia, established artists of the caliber of Slim Dusty, Kevin Shegog, Bill Mullin, Rick and Thel Carey, the Hawkins Brothers, have spread their music over an ever widening sphere of influence. Most Australian c.&w. artists find regular spots in television and are eagerly sought for night spots in and around the cities.

In the recording field, experience has shown that in the most part the Australian artist enjoys far better sales figures than those overseas artists whose records have been released here under license—with, of course, big name exceptions. The reason for this is the personal appearances by Australian artists on such great traveling shows as Rick and Thel Carey's and Slim Dusty's. These shows are continually on the move, ranging up and down the vast eastern half of this continent with many one-night stands in small towns and longer established shows in the larger cities.

rector Len Wood for a new a.&t.r. man, musical director and even studio technicians. She gets her new MD in the shape of Tony Osborne, who has just rejoined EMI from Decca, and her recording manager will be Wally Ridley, although it is not yet certain whether she will switch from the Columbia label.

Yet another big overseas deal for the tiny DeLyse company's album, "A Nation Sings," featuring 5,400 Welsh voices recorded in May at the Royal Albert Hall. The company's managing director, Mrs. Isabelle Wallich, has inked with Gerry Oord's Dutch Bovema company for the album to be put out in Holland, Belgium, Germany, Austria and Scandinavia on the Imperial label. A U. S. deal has still to be tied, but the disk is now also accounted for in Canada (Dominion), South Africa (Teal), Australia and New Zealand (World Record Club). Incidentally, Gerry Oord and his son, N. Hutter, finalized their part of the deal on a recent visit to London for talks at EMI. They also met Bobby Weiss here and had discussions.

### Visitors

Ed Sullivan arrived on an unspecified visit and is having talks at the Grade Organization—probably booking British artists for his autumn programs. . . . Michel Berson, export manager of Pathe Marconi, has been to London for talks at EMI head office. . . . Mr. Bigle, of Walt Disney's office in Paris, make a return visit to Cologne this week to tie up the handling of Buena Vista and Disneyland representation by Electrola in Germany and Austria. . . . EMI hosted a reception of major business personalities to greet Nat King Cole three days before the triumphant start of his British tour with the Ted Heath orchestra. . . . Pat Boone flies in today (27) from Dublin to spend the entire month of August com-



KEVIN SHEGOG, one of Australia's foremost country and western singers, signs on the dotted line as Ron Gillespie, executive of W.&G. Records, looks on.

## U. S. LABELS TRADED IN REDS' DISK DEAL

WARSAW — Representatives of Ars Polona, the Polish import-export firm, recently concluded a deal in Cuba for the purchase of 50,000 phonograph records, some \$83,000 worth. Cuba in turn, is to buy \$32,000 worth of records from Poland. Since the Castro take over and nationalization, the Cuban recording firms have continued to issue records made by RCA Victor, Capitol and other leading American and world Companies.

pleting his new Seven Arts picture, "Never Put Anything in Writing," . . . Suffering from a virus infection, Ketty Lester flew back to New York, canceling two weeks of her British tour. . . . Tommy Roe is due September 14 for a three-week tour with Billy J. Kramer which Arthur Howes is planning. To do it Kramer has been withdrawn from Peter Walsh's tour which stars Roy Orbison and Bob Luman over exactly the same period. . . . Bruce Yarnell is due next month to start rehearsals for a new American musical, "Go for Your Gun," which U. S. producer Jerry Schaefer hopes to open in the West End in late September after a tryout in the provinces. . . . Gene Vincent lies to Germany on September 8 for a 16-day ballroom tour. He is due in France around October 5 for three weeks.

### Record Business

A new Dorothy Provine single, "Music, Music, Music"—unissued in the U. S.—has been released here by Warner Bros. . . . "Sukiyaki" gets even more international treatment with another British cover on Decca by Dutch group, the Blue Diamonds. English lyrics were penned by Decca's Marcel Stellman and are published by Welbeck Music. . . . Two weeks ago Pye announced impending deletion of its sound track album from the BBC-TV series "Step toe and Son"—but since then the platter has entered the best selling LP chart and it is to be reintroduced in the company's cheaper Golden Guinea series on August 19.

The \$100,000 musical, "The Perils of Scobie Prill," starring

## San Remo May Use Foreign Acts

ROME—Rumors and stories about the 1964 San Remo song festival have already begun to fly. A story carried in Tutta-musica, the record periodical, said that a complete renovation of the festival is at hand. The story said that this coming year's song fest might very well use as many foreign singers as native Italian stars.

In any case, the new singing names in line for San Remo as a result of the Milan competition are Lilli Bonato, Fabrizio Farretti, Remo Germani, Ricky Gianco, Fausto Leali, and Bobby Solo. The critics, however, felt that the best of the singers was Iva Zanicchi who was passed over in audience voting.

pop singer Mike Sarne, never made the West End. After several minor delays since its provincial opening, the production has been abandoned and Sarne flew to France for a holiday "away from it all." . . . Pye Records has set up its own distribution in the Irish Republic. A depot has been opened in Dublin and the company's representative there, John Woods, has been appointed manager of the new distribution set-up.

## CHILE

## Spanish Artists Take Over Chart

By RICARDO GARCIA  
Radio Minería  
Moneda 973, Santiago

A very important change in popular music has taken place in Chile. For a long time English songs have been preferred by young people and few Spanish songs attained success. Young singers were always trying to imitate American singers and even young composers wrote their songs in English. Now, after an intensive campaign lead by the main deejays, the young set is now buying disks in Spanish. The result is that only one record of the current top 10 is of foreign origin.

The industry has been forced to change its recording programs

## BELGIUM

## Smith & Shank Top Jazz Bill

By JAN TORFES

Stuivenbergvaart 37, Mechelen

The annual Jazz Festival at Comblain-la-Tour will have U. S. acts, the Jimmy Smith Trio, Bud Shank and Nelson Williams, and some of the best known European talent, Rita Keys, Sadi, Jack Pelzer, Benoit Quersin, Fud Candrix, Philippe Catherine, Leo Souris. There is also a pop music section in this festival that will be held on August 3 and 4. In this section the Peters Sisters, Robert Cogoi, Patricia Roberts, Robin Hood, Wilhelmine, Philippe Clay and, of course, Adamo.

Speaking of Adamo, his best selling record, "Sans toi, mami," is on top of our best seller list (French Belgium) for the 16th consecutive week. Adamo will also appear at the big show, organized on August 25 in Leval-Trazengnies. Also on the bill: Michel Lemaire, Samy Rey, the Gentlemen, Les Diables, Noirs, I Delfini, Dany Garcia, Robert Cogoi, the Cousins and Les Endiables.

"Kissing Twist," written and sung by Ronnex foremost artist, Jack Hammer, has been chosen to be played in a Hungarian picture. . . . There's a new record by the Cousins, "Tel Aviv" b.w. "S.O.S." on Falette.

French Mercury issued Les Gams' debut disk. . . . Riverside has two new albums on the market, Art Blakey's Jazz Messengers with "Caravan" and Cannonball Adderley with "Cannonball Plays Bossa Nova." . . . Major Bill Smith, manager of Paul and Paula, plans a European tour for this famous duo at the beginning of September. If everything works out well, they will visit Belgium.

## BRITAIN

## BBC, Lux Ban 'Christine' Disk

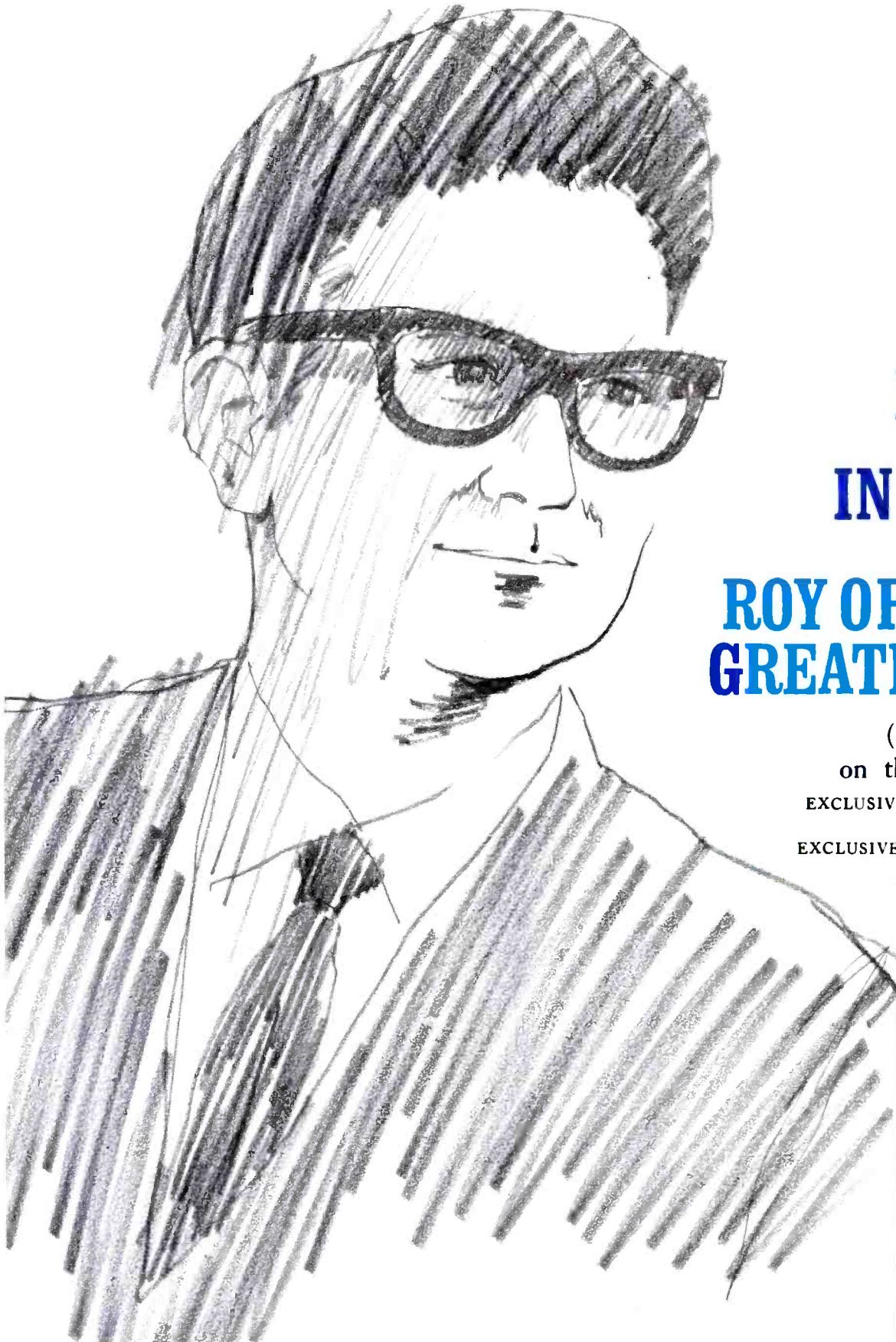
By CHRIS HUTCHINS  
News Editor,  
New Musical Express

There's been something of a storm here over Ember's "Christine" single which is inspired by the recent scandal that rocked the government. The disk is the first to be banned by commercial Radio Luxembourg, and Ember boss Jee Kruger has threatened to withdraw his program from the station. The BBC has also decided the disk is "unsuitable for broadcasting. Identified on the label as Miss X, the chanter is really Joyce Blair, who happens to be a neighbor of Christine Keeler's friend, Dr. Stephen Ward. The disk gets American release on Jubilee.

"Cleopatra" single and LP were released this week by EMI from 20th Century-Fox. Disks are being released with a split logo, divided between the EMI Stateside subsid and the 20th mark. Dispute over the label delayed the release of the album by four weeks, for the picture is opening this Wednesday (24). "The Longest Day" sound track will be issued in October from 20th on a similar split logo deal.

Yet another major disk association ends with the parting of Shirley Bassey from her recording manager for the past four years, Norman Newell. Miss Bassey is understood to have asked EMI managing di-

# ROY ORBISON



current single:

**FALLING**

current album:

**IN DREAMS**

SLP 18003 (stereo)

MLP 8003 (monaural)

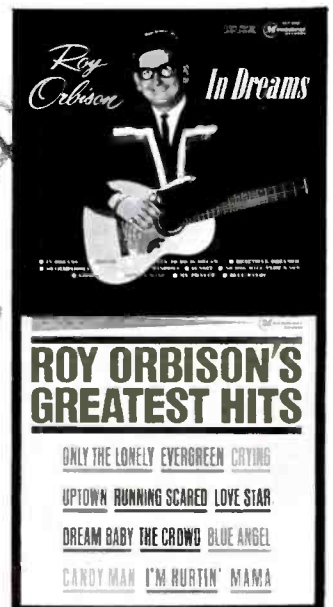
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JOHNNY COPELAND  
Golden Eagle Records #101  
Produced by Charlie Booth  
Nationally distributed by  
JAMIE/GUYDEN Phila. 23, Pa.

SMASH IN NEW YORK!  
**TWO FRIENDS**  
Bob Knight Four  
Jubilee 5451  
Nationally distributed thru  
JAY-GEE RECORD CO., INC.  
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**THE FLAMINGOS**  
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**"HEAT WAVE"**  
Is a hit wave  
Martha and The Vandellas  
Gordy 7022  
TAMALA/MOTOWN RECORDS  
DETROIT, MICH.

in order to keep its sales up. The main part of recording material now comes from Argentina and Mexico. American pop music has been reduced only to its principal stars (Presley, Anka, Sedaka, Brenda Lee, Connie Francis) and a few occasional hits as "Tell Him" by Billy Davis, "I'll Follow Him" or "Big Girls Don't Cry."

Best LP sellers are: "Carrera de Exitos," Volumes 1 and 2 by Bert Kaempfert (Polydor); "All Star Festival"; "Citara al Sur de la Frontera" by Ruth Welcome (Capitol); "Enrique Guzman" (CBS); "Adentro" by Los Chalchaleros (RCA). Philips is sending a gold record to Bert Kaempfert for his high sales in Chile.

"El Show de Antonio Prieto" and "La Chica del pullover" by Adriano are the first Microphone label records launched in our country by Patino y Ortiz, "Blame It on the Bossa Nova" is the greatest foreign hit at the moment. Eydie Gorme's record was launched by Goluboff in a Spanish version. "Puente Pexoa" (Pexoa Bridge) by the Trovadores del Norte is another hit that also has a strong interpreter in GINETTE ACEVEDO, a young Chilean girl whose first two records have reached huge sales in the last few months.

Another national economic crisis has been a serious concern for the recording industry. The very high price of the dollar (more than E 3.—for \$1) has forced the government to forbid private foreign money transactions. Record prices have gone 20 per cent higher.

**EIRE**  
**Pye Getting Too Big for Quarters**

By KEN STEWART  
Irish Times, Ltd., Dublin

Because of continued expansion of Pye Records, due in no small way to the acquisition of many new artists from the U. S., U. K., and particularly from Ireland, the firm has moved from Dundrum (where it was associated with Pye's radio and television sales departments) to larger premises at Mountjoy Square, Dublin. The new distribution center, managed by John Woods, will be known as Pye Records (Sales), Ltd.

The company has been particularly active here in the last few months, notably with the introduction of the Piccadilly Heather series which launched Maureen Miller and Chuck Winter, both of whom are receiving excellent air play on their first EP's. Pye also releasing Chubby Checker's single "Black Cloud." The twist king began a short Irish tour July 20.

"Ring of Fire," the current CBS Johnny Cash American hit, was issued by Irish Record Factors, Ltd. . . . It is expected that some highlights of President Kennedy's recent visit to this country will be included on a special album, although no specific firm has been mentioned yet. . . . The Olympia Theater, Dublin, will be auctioned in early autumn if it is not sold in the meantime.

the **FUTURE** with a **NAVY** promise

**FRANCE**  
**Chant du Monde Folkways Distrib**

By EDDIE ADAMS  
92 quai du Marechal Joffre  
Courbevoile (Seine)

Folkways Records will be distributed on an exclusive basis by Chant du Monde. First albums to be released are by Big Bill Broonzy, Jubilee Singers, Pete Seeger, Brownie Mac Ghee, Snooks Eaglin and Woody Guthrie.

Polydor is regularly marketing special jazz collectors' series, such as "Pioneers of Jazz," "Kings of Swing" and "This Is the Blues," which have met with large success. The new series, called "Jazz Museum," is comprised of 10 EP's devoted to King Oliver, Frank Teschmacher, Alabama Jug Band, Fletcher Henderson, Irving Mills, Clarence Williams, Joe Venuti, Eddie Lang, the Georgia Washboard Stompers, etc.

Connie Francis was in to record for Polydor, MGM's distributor in France, her second EP in French. . . . Spanish publisher and composer Augusto Alguero was in for talks with Francis Day's Jack Denton. . . . Dexter Gordon, while in Paris, recorded an LP with Kenny Clarke and Bud Powell, to be issued by Blue Note. . . . Isaac Stern, Robert and Gaby Casadessus and Zino Francescatti will be big names at French International Music Festivals held during summer at Aix en Provence, Menon and Divonne. A new label, "Golf Drouot," distributed by Barclay, appeared on the market, with two EP's by Les Aiglons and Les Jumelles.

**GERMANY**  
**Kraus on B'way; Manuella's Hit**

By JIMMY JUNGERMANN  
102 Ismaninger St., Munich 27

"Broadway Baby" is the title of the new Polydor record by Peter Kraus, b.w. "Pico Pico Bello." . . . 200,000 records have been sold of Manuela singing "Schuld War Nur Der Bossa Nova," German version of U. S. hit "Blame It on the Bossa Nova" on Telefunken. . . . 150,000 records have been sold of Gitta singing "Ich Will 'Nen Cowboy Als Mann" on Columbia. Gitta will play "Gigi" in the musical based on the novel by Colette. . . . The German Electrola version "Sag Warum," sung by Camillo, sold 100,000 records in France. . . . "Paul Anka's 21 Golden Hits" released by RCA.

**HOLLAND**  
**Enzersdorf Wins Organ Contest**

By SKIP VOOGD  
Joh. Camphuystraat 189,  
The Hague

The Austrian Wilfried Grasmann of Mario Enzersdorf won the 13th international organ improvisation contest in the Great Church in Haarlem July 3. Other contestants included Steglinden Ahrens of Berlin, Nic

van de Hoeven of The Hague (Holland) and the Czechoslovak Karel Paukert.

Phonogram introduced the English-Decca recording of Benjamin Britten's "War Requiem" in Holland. . . . Otto Vriezenberg (26) of Dutch Philips' Phonographic Industries, visited Philips in London. . . . Rob de Nijs (22) has been selected to join the Dutch crew for the Knokke Song Festival (Belgium) this summer.

"Sukiyaki" was released in Holland in three different versions: the instrumental by Billy Vaughn on London, English vocal version by the Blue Diamonds on Decca, and a Dutch translation by Wanda. . . . New U. S. hits in Holland are by Little Eva, Roy Orbison, Johnny Cymbal and Marcie Blane, all on the London label. . . . Pat Boone's German recordings, "Baby, Oh Baby" and "Komm Zu Mir" ("Love Letters in the Sand") were also released here on London. . . . New American LP's released by Phonogram include George Jones on Mercury and the Carmel Jones Group on Fontana.

His Master's Voice hit the market this week with another recording by young, talented vocalist Christy Heupink, and the newly formed duo Shirley-Tony Ronald. . . . Columbia released new items by Chris Barber, Mr. Acker Bilk and the new Helen Shapiro LP. Also its initial recordings of De Frisia's and Minne van Harlingen. . . . Imca Marina appeared several times on VARA-TV.

On the occasion of the 150th anniversary of the Kingdom of the Netherlands, the famous Sonate da Camera and members of the Netherlands Chamber Orchestra gave a concert in the Old Church in Scheveningen. This concert was part of the Holland Festival. An important contribution to the Holland Festival was given by the New York "Pro Musical" ensemble under the baton of Noah Greenberg. The program included vocal and instrumental music from London, Venice and the Netherlands dating back to the period 1550-

**ITALY**  
**Big Names Lead Parade to Casino**

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

Taormina's new Casino has scheduled a parade of names for August 18-29 with Xavier Cugat-Abbe Lane making it one of their 10 Italian stops. Other names will include Chubby Checker, Caterina Valente, Petula Clark, Charles Aznavour, Los Hermanos Rigual, Marika Nemeth, Lys Assia, Fud Leclerc and Rita Pavone.

Messaggerie Musicale which distributes all CGD and Galleria del Corso labels has issued a plastic catalog disk of its principal items. . . . August Batzem, export manager of Electrola of Germany, and Aldo Barbero of Voce del Padrone who distributes the German disks in Italy toured the Northern Alto Adige cities where the population speaks more German than Italian. . . . Although Alida Ferrarini, 17, won the new voices competition in which 4,000 competed sponsored by Adriano Celantano for his Clan label. She signed a contract with Pathe. She has also just won the Festival of Veneto Songs at Sandrigo. . . . Voce del Padrone has put out Kyu Sakamoto's "Sukiyaki" here with the sub-

title "We Walk Looking at the Sky."

No surprise that Rita Pavone is at the 400,000 mark with her Italian version of "Heart!" backed by "The Lunatic's Ball," but coming up fast in the summer sweepstakes are Los Hermanos Rigual with "When the Moon Shines." A year ago they topped the list with "When the Sun Warms." All the disks are RCA. . . . Interesting also is the fact that Los Marcellos Ferial, another Mexican group, who ran close to the leaders a year ago, are doing the same once again for Durium.

Don Marino Barretto Jr., long inactive in Italian recording returns to Philips with "When They Ask Me About You" and "Don't Say Goodbye," both of which he will present at the Venice song festival. . . . Jayne Mansfield is planning to record in Italy. Several labels have been approached but no contract is set. . . . Having scored a hit with his own song, "The Young Young," Pino Donaggio is now fronting a combo which calls itself the Young Young. . . . New TV show, "Squash," has signed Neil Sedaka, Little Tony, Cetra Quartet and Joao Gilberto as guests.

Ruth Morin will represent Italy at Poland's Danzig Song Festival. Voce del Padrone and Columbia have each put special albums entitled "Souvenir d'Italie" with their top artists and top songs of the year. . . . Special art album "I Am Edoardo Vianello" has been issued by RCA as the artist's first LP.

**JAPAN**  
**Ram Records Dark Ducks**

By J. FUKUNISHI  
108 Kakinokizaka,  
Meguroku, Tokyo

Buck Ram, who visited Japan as a tourist, recorded an album by Dark Ducks, a top-ranking male quartet here for King Records. Set consisted by three original works by Ram, "Twilight in Tokyo," "The Most Beloved Woman" and "Soba" (Noodle), as well as versions of Japanese pop and folk songs. This stereo LP is slated to be marketed this autumn under the title of "Memories in Japan."

M. Bernard, representing the Supraphon label of Czechoslovakia, arrived in Tokyo June 23 to negotiate a renewal of the contract with Shinsekai (New World) Records. Nippon Victor has been pressing and distributing the label for the past three years on behalf of Shinsekai which has no pressing plant, and scored a fairly good result accounting for 30 per cent of the total sales of Shinsekai that also represents the Soviet Russian State-owned label. Bernard reportedly approached another major Japanese company to acquire general information on the current Japanese recording industry. He is leaving Tokyo July 12 and will decide during August to which company he will grant the Supraphon license.

There is a plant afoot to tape the performances at the annual Record Festival which takes place November 3, a national holiday, and produce an album. Proceeds would be donated to the funds of the 1964 Olympic Games and social welfare work. The Festival is held annually by Japanese recording companies with the participation of their top-notch artists. The National Record Dealers Union is now working closely with the Japan

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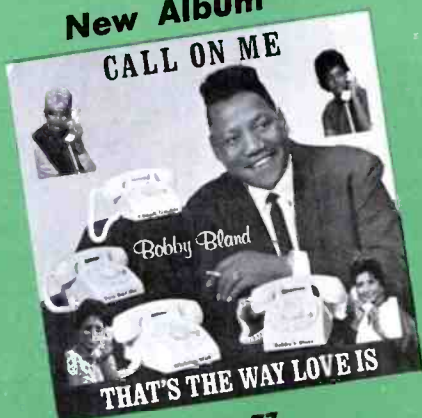
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Phonograph and Record Association to realize this project.

The Westfälische Kantorei conducted by Dr. Wilhelm Ehmann arrived and performed through July 6. . . . The Cannonball Adderley Sextet arrived July 8 on a three-week concert tour. A jazz festival is held at Hibiya Concert Arena September 7 and 8 under the sponsorship of Little Blue Theater, concert management office. All of the leading bands and noted jazz composers such as K. Miho, M. Yagi, N. Mayeda and others are to perform.

The July issue of the Dance and Music reports that "Rhythm of the Rain," by the Cascades (Warner Bros.), was the top seller at retail shops during May, followed by "Concerto Disperato," by Nini-Rosso (Grove); "Hey Paula," by Paul & Paula (Philips); "Young One," by Cliff Richard (Odeon), and "The Longest Day March," by Mitch Miller (CBS). "Rhythm of the Rain" and "Hey Paula" are now being performed almost every day by Japanese talents both in Japanese and English

versions on radio and in TV programs.

The construction of the new six-story building of Nippon Columbia in Tokyo, started July 1. It will be equipped with two recording studios, and will be completed in September 1964.

W. J. Richmond, EMI supervisor for Africa and Pakistan, arrived in Tokyo and left for Johannesburg by way of Hong Kong and Karachi. During his short stay, he had talks with Toshiba Records and other parties concerned.

**PHILIPPINES**

**Rehearsal Set For First LP**

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Pelita Corrales is rehearsing for her first Philippines LP album of new and old songs of local origin.

The Lovers Trio back from a successful tour of Honk Kong, Tokyo and Taipei. The popular singing triumvirate together with the Tres Rosas have a following LP in the making.

Nick Abelardo Jr., bandleader and arranger, emplaned recently from Guam for the unveiling of his father's statue in Bulacan province. The late Nicanor Abelardo was one of the country's finest composers. . . . Carmen Perina is back in town, after triumphant singing engagements in Malaya and Bangkok (for almost four years). . . . Mike Velarde Jr. has a new composition yet to be released by a major recording company, titled "What Else Can I Ask For."

**POLAND**

**Szeryng Concert Is A Sellout**

By ROMAN WASCHKO  
Warsaw 22, Glogera 4

Recent sensation in the music world here was the visit of Mexican violinist of Polish origin, Henryk Szeryng. His concert tour was a sellout, and the critics were highly enthusiastic.

The first National Song Festival was held in Opole. . . . Early in July a talent competition was held in Szczecin — the young talents are mainly rock 'n' rollers. . . . In August the International Song Festival will be held at Sopot, the Baltic holiday spot.

Polskie Nagrania—the country's leading recording firm—is preparing a series of 12 LP's

featuring the whole of "Pan Tadeusz." This is an epic romantic poem by 19th century poet-dramatist, Adam Mickiewicz. The disks are being cut mainly for the American "Polonia" Society.

Poland is exporting more and more musical instruments. A whole batch of pianos have been sold to Switzerland, and a five-year contract for the export of pianos to Italy has also been signed. Poland also specializes in building pianos suitable for tropical climates. Apart from pianos, guitars and accordions are also exported, particularly to the United States and Canada. Other instruments on the export list include mouth organs and drums.

**PUERTO RICO**

**Gird Island For Invasion**

By ANTONIO CONTRERAS  
26 Gertrudis St., Santurce

Columbia Records will kick off its convention at the Americana Hotel in San Juan Wednesday (17). This will be the first time the firm has held its annual meet outside the limits of the continental United States. Some 500 sales personnel from all over the United States will be

on hand as well as a good many officials from overseas branches. Delegates will come from as far away as Argentina and Japan.

Los Chavales de Espana are on their 10th visit to the island and dealers and distributors are concentrating on material by this group on RCA Victor, Seeco and Ansonia labels. . . . Miguelito Valdes is also in Puerto Rico for another visit.



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## HONOR ROLL OF HITS

TRADE MARK REG.

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

| FOR WEEK ENDING JULY 27 |           |   | Weeks on Chart     |
|-------------------------|-----------|---|--------------------|
| This Week               | Last Week | Tune  | Composer-Publisher |
| 1                       | 2         | <b>SURF CITY</b>  | 6                  |
|                         |           | By Berry-Wilson—Published by Screen Gems-Columbia (BMI)     |                    |
| 2                       | 1         | <b>EASIER SAID THAN DONE</b>                                | 6                  |
|                         |           | By Linton-Huff—Published by Nom (BMI)                       |                    |
| 3                       | 4         | <b>SO MUCH IN LOVE</b>                                      | 5                  |
|                         |           | By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI) |                    |
| 4                       | 7         | <b>FINGERTIPS (Part II)</b>                                 | 4                  |
|                         |           | By Paul-Cosby—Published by Jobete (BMI)                     |                    |
| 5                       | 3         | <b>TIE ME KANGAROO DOWN, SPORT</b>                          | 6                  |
|                         |           | By Harris—Published by Beechwood (BMI)                      |                    |
| 6                       | 8         | <b>WIPE OUT</b>   | 4                  |
|                         |           | By Surfaris—Published by Miraleste-Robin Hood (BMI)         |                    |
| 7                       | 5         | <b>MEMPHIS</b>  | 6                  |
|                         |           | By Berry—Published by Arc (BMI)                             |                    |
| 8                       | 12        | <b>(You're the) DEVIL IN DISGUISE</b>                       | 3                  |
|                         |           | By Giant-Baum-Kaye—Published by Presley (BMI)               |                    |
| 9                       | 15        | <b>BLOWIN' IN THE WIND</b>                                  | 2                  |
|                         |           | By Dylan—Published by Witmark (ASCAP)                       |                    |
| 10                      | 16        | <b>JUST ONE LOOK</b>  | 4                  |
|                         |           | By Carroll-Payne—Published by Premier (BMI)                 |                    |
| 11                      | 13        | <b>NOT ME</b>   | 4                  |
|                         |           | By Anderson-Guida—Published by Rock Masters (BMI)           |                    |
| 12                      | 23        | <b>JUDY'S TURN TO CRY</b>                                   | 2                  |
|                         |           | By Ross-Lewis—Published by Glamorous (ASCAP)                |                    |
| 13                      | 6         | <b>SUKIYAKI</b>   | 10                 |
|                         |           | By El-Nakamura—Published by Beechwood (BMI)                 |                    |
| 14                      | 19        | <b>HOPELESS</b>   | 3                  |
|                         |           | By Pomus-Jeffreys—Published by Brenner (BMI)                |                    |
| 15                      | 10        | <b>BLUE ON BLUE</b>   | 9                  |
|                         |           | By David-Bacharach—Published by Famous (ASCAP)              |                    |
| 16                      | 20        | <b>RING OF FIRE</b>   | 4                  |
|                         |           | By Carter-Kilgore—Published by Painted Desert (BMI)         |                    |
| 17                      | 11        | <b>PRIDE AND JOY</b>  | 5                  |
|                         |           | By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)       |                    |
| 18                      | —         | <b>CANDY GIRL</b>   | 1                  |
|                         |           | By Santos—Published by Saturday-Gavadima (ASCAP)            |                    |
| 19                      | 14        | <b>HELLO STRANGER</b>                                       | 9                  |
|                         |           | By Lewis—Published by McLaughlin (BMI)                      |                    |
| 20                      | 25        | <b>DETROIT CITY</b>   | 3                  |
|                         |           | By Dill-Fillis—Published by Cedarwood (BMI)                 |                    |
| 21                      | 18        | <b>HARRY THE HAIRY APE</b>                                  | 4                  |
|                         |           | By Stevens—Published by Lowery (BMI)                        |                    |
| 22                      | 9         | <b>ONE FINE DAY</b>   | 7                  |
|                         |           | By King-Goffin—Published by Screen Gems-Columbia (BMI)      |                    |
| 23                      | 22        | <b>NO ONE</b>   | 3                  |
|                         |           | By Pomus-Shuman—Published by Hill & Range (BMI)             |                    |
| 24                      | —         | <b>TILL THEN</b>  | 1                  |
|                         |           | By Wood-Marcus-Seiler—Published by Pickwick (ASCAP)         |                    |
| 25                      | 27        | <b>MY TRUE CONFESSION</b>                                   | 2                  |
|                         |           | By Stevens-Singleton—Published by Lowery (BMI)              |                    |
| 26                      | 17        | <b>IT'S MY PARTY</b>  | 11                 |
|                         |           | By Wiener-Gluck-Gold—Published by Arch (ASCAP)              |                    |
| 27                      | —         | <b>DON'T SAY GOODNIGHT AND MEAN GOODBYE</b>                 | 1                  |
|                         |           | By Partee-DiAngelis—Published by Maggie (BMI)               |                    |
| 28                      | —         | <b>DENISE</b>   | 1                  |
|                         |           | By Levenson—Published by Bright-Tunes (BMI)                 |                    |
| 29                      | —         | <b>ABILENE</b>  | 1                  |
|                         |           | By Loudermilk—Published by Acuff-Rose (BMI)                 |                    |
| 30                      | —         | <b>MORE</b>   | 1                  |
|                         |           | By Ortolani-Oliviero—Published by Marks (BMI)               |                    |

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SURF CITY** — Jan & Dean, Liberty 55580.
- EASIER SAID THAN DONE**— Essex, Roulette 4494.
- SO MUCH IN LOVE** — Tymes, Parkway 781.
- FINGERTIPS (Part II)** — Little Stevie Wonder, Tamla 54080.
- TIE ME KANGAROO DOWN, SPORT**—Pat Boone, Dot 16494; Rolf Harris, Epic 9596.
- WIPE OUT** — Safaris, Dot 16479.
- MEMPHIS** — Lonnie Mack, Fraternity 906; Dan-Dees, Vest 8002.
- (You're the) DEVIL IN DISGUISE**—Elvis Presley, RCA Victor 8188.
- BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368.
- JUST ONE LOOK**—Doris Troy, Atlantic 2188; Andy & the Marglows, Liberty 55570.
- NOT ME**—Gary (U.S.) Bonds, LeGrand 1005; Orions, Cameo 257.
- JUDY'S TURN TO CRY**—Lesley Gore, Mercury 72143.
- SUKIYAKI** — Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010; Clyde Beavers, Tempwood 1044.
- HOPELESS** — Andy Williams, Columbia 42784.
- BLUE ON BLUE**—Bobby Vinton, Epic 9593.
- RING OF FIRE**—Anita Carter, Mercury 72073; Johnny Cash, Columbia 42788.
- PRIDE AND JOY** — Marvin Gaye, Tamla 54079.
- CANDY GIRL**—4 Seasons, Vee Jay 539.
- HELLO STRANGER**—Barbara Lewis, Atlantic 2184.
- DETROIT CITY**—Bobby Bare, RCA Victor 8183.
- HARRY THE HAIRY APE**—Ray Stevens, Mercury 72125.
- ONE FINE DAY** — Chiffons, Laurie 3179.
- NO ONE**—Ray Charles, ABC-Paramount 10453.
- TILL THEN** — Classics, Music Note 1116.
- MY TRUE CONFESSION** — Brook Benton, Mercury 72135.
- IT'S MY PARTY**—Lesley Gore, Mercury 72119.
- DON'T SAY GOODNIGHT AND MEAN GOODBYE**—Shirley, Scepter 1255.
- DENISE**—Randy & the Rainbows, Rust 5059.
- ABILENE** — George Hamilton IV, RCA Victor 8181.
- MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; 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 Windink, Verve 10295.

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Walks by the  
Way He  
Looks at Me  
I Feel Like  
I'm the Only  
Girl in the Room

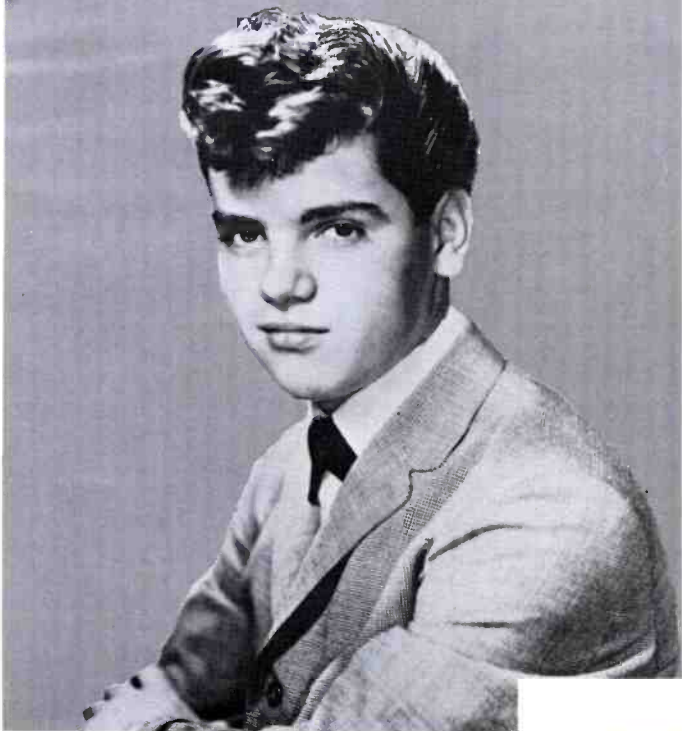
BV-3315  
Verve  
*billy storm*

# HIT MAKERS

Johnny Cymbal

**DUM DUM  
DEE DUM**

K-539



Ruby and  
the Romantics

**HEY THERE  
LONELY  
BOY**

K-544



# Paducah Station Changes Tune

## Now Heeds Call Of Community

By GIL FAGGEN

NEW YORK—One of the messy problems facing broadcast station owners in both large and small markets is how to best determine the needs of their communities and to serve these needs to the satisfaction of the Federal Communications Commission and themselves.

There are, of course, a number of ways to canvass your community area and assess how your station is or will serve it. Here's how Arthur C. Schofield, president of WKYB AM-FM tackled the responsibility in Paducah, Ky., a market of 35,000 inhabitants and three radio outlets.

Art Schofield, a former Storer Broadcasting Company executive, purchased WKYB, 1,000 watts day and 500 watts night, in June of 1962. The station at the time was programming an ear-splitting diet of only rock 'n' roll music.

"I couldn't believe that most of the people wanted only this type of programming," Schofield said. "Tune-ins have fallen off tremendously in many areas of the country because people didn't like what radio was giving them. People do the thing they want to do and if radio gave them what they wanted, they would tune it in," he said.

Schofield has set up a "WKYB Advisory Board" comprised of community leaders. The board elected their own officers (a rabbi is president, vice-president is a League of Women's Voters officer and a priest is secretary).

### Live Programming

Working closely with his new advisors, Schofield inaugurated an extensive live-talk schedule across-the-board from 9:30 to (Continued on page 56)

# This Guy's a Real Landmark

By NICK BIRO

CHICAGO—A biography of Eddie Hubbard would note—among other things—that he authored a hit comedy, "Heir Time," which ran here recently at Wheeling's Starlight Theater, starring Patti Gilbert and Tony Mockus.

Eddie has also composed a large number of tunes, several of which have been recorded. In fact, Hubbard recorded some of the selections himself.

He's also a ham radio operator and has produced a filmed movie background for television disk jockey shows as well as acting in summer theater.

All this, of course, is secondary, because to Greater Chicago and to most of the radio and record fraternity, Hubbard is one of the best known and best liked deejays around.

His morning wake-up program on WGN has been a standard since Hubbard started it over six years ago. His ratings have regularly placed him at or near the top for his time slot.

Hubbard also does an afternoon hour-long feature with Jack Brickhouse, during which the pair spin records and interview assorted personalities from the world of entertainment, sports and politics.

You might say that Hubbard has come a long way from a white marble-stooped Baltimore home where his only contact with show business was to learn to play the ukulele during a siege of measles.

His family was dead set against his doing anything as way-out as going into radio. His father insisted he study law, and that's exactly what Eddie did.

On the side, however, he participated in shows at the Uni-



EDDIE HUBBARD

versity of Baltimore and eventually followed another promising youngster named Garry Moore as emcee after Garry's graduation.

From this point on, Hubbard was bitten. He left school, got a job as a bank teller, and spent as much time as possible working part-time in radio. His first position was with station WCAO (Baltimore) giving health talks without pay for a local chiropractor.

From here he joined a new station, WITH, working with such staff announcers as Gene Rayburn and Fred Robbins. He was later given his own all-night show, and in some four years became one of the top announcer-deejays in the city.

From WITH, Eddie moved to Chicago's WIND. During this time he went to New York for two summers (1947-1948) replacing Martin Block with NBC's Supper Club.

In addition to Supper Club and touring with two orchestras as the club moved around, Hubbard made his first appearance on television (1948) on ABC's Audio Varieties show.

It was the second highest rated show in Chicago, coincidentally being beaten out only

by a program done by Jack Brickhouse, with whom Hubbard was later to team.

Currently Eddie is something of a Chicago landmark. There's even a joke about "Eddie's Street." Before WGN moved to its present Northwest Side quarters the studios were located near East Hubbard Street.

The street sign is marked plainly E. Hubbard and Eddie used to get a kick out of simply pointing to the sign, shrugging his shoulders and not saying a word.

Of course the street was there long before Eddie, but for a generation of young Chicagoans who grew up listening to Eddie's voice it could well have been the other way around.

## Station Winds Up Six-Week Safety Drive

ROANOKE, Va. — Prizes worth \$1,000 were awarded by radio and TV stations WLSL here with the close of a six-week highway safety campaign that encompassed Memorial Day and Independence Day.

Herm Reavis, sales manager of WLSL AM-FM devised the plan based on a safety contest and campaign to remind motorists and pedestrians of the importance of accident prevention on the streets and highways.

More than 30 merchants from the Roanoke Valley displayed a safe in their places of business containing entry forms. Contestants were asked to complete a four-line safety limerick. A drawing was held at each location and the entry selected from each individual location awarded \$20 in merchandise or \$20 in cash.

The best entry in each of the 39 locations was combined with entries from the other participating merchants and five grand winners selected. First prize was \$500; second prize, \$200; third prize, \$150; fourth, \$100, and fifth, \$50.

A special awards program was conducted on WLSL-TV's "Profile" with all the participating sponsors and representatives of various law enforcement and safety organizations who have aided in making the campaign a success.

## Radio Goes Hoot

HOLLYWOOD—"Hootenanny" has invaded KHJ Radio with a weekly two-hour program hosted by Michael Jackson, who conducts nightly "Talk" program on the RKO outlet. Jackson will act as moderator and host—not deejay on the show.

## VOX JOX

By GIL FAGGEN

WE GOOFED! Seems that a May listing of deejays is outdated in July nowadays. Updating the July 13 story on the San Diego radio scene we are informed that **Geoff Edwards** is no longer with KFMB and **Ed Thomas** has left KDEO (El Cajon). KGB's lineup this week includes: **Art Way** (6-10 a.m.) former KDWB staffer; **Dick Drury** (11-1 p.m.) ex-WIL-KQV program-air exec.; **Bill Wade** (1-3 p.m.) of KHJ; **King Richard** (3-6 p.m.) former KWK star and **Jim Mitchell** (9-1:30 a.m.) formerly KMAK. **Dan Ronald** (KDWB) and **Fred Lewis** (WOKY) are new KGB newsmen. **Lucky Pierre** (KNJ) and **Mike Hunter** (KTKT) at KSON. Last but not least, KDEO's **Don Bowman** was identified as **Newman** and the **Dick Drury**s are expecting a baby and better ratings in December.

**OTHER SEGUES:** **Bill Keffury**, KRLA (Pasadena) exits post for stint with Army. . . . **Pete Berry** adds music director duties to his air shows, **Larry Peck** is as news director and **Lee Gray** will handle promotion and production duties in addition to his air shows at WABY (Albany, N. Y.) . . . **Joe C. Monroe** joins local sales staff of WFAA (Dallas). . . . **Clark Andrews** named producer for WCB'S **Ed Joyce**, **Ted Steele** and **Bob Maxwell** Shows. . . . **Kay Jordon** to KING (Seattle) news staff. . . . **Thomas J. Knott** upped from producer-director to public affairs director of Group W's WBZ-TV (Boston).

Also **Larry Dent** joins announcing staff of WTMJ AM-FM-TV (Milwaukee). . . . **Herb James** appointed account exec WMT Radio (Cedar Rapids). . . . **Larry Walton** in at KPRC (Houston). . . . **Bill Hall** to KDIA (Oakland) from WZUM (Pittsburgh) as deejay. . . . **Bill Donovan**, former p.d. at KOWL (Tahoe) to KQCY (Quincy, Calif.) as p.d. **Bill Kingman** moves into vacated slot at KOWL. **Barney Pip** out in WISH (Indianapolis) owner change. . . . **Wallace Thorton** new p.d. from KNEW. . . . **Gordon K. Thomas**, president of United Press Broadcasters of Pa. joins WIP (Phila.) news department. . . . Heard **Jack Starr Sterling** on WMID (Atlantic City). . . . **Dick Kent** to KWK (St. Louis).

And **Terry Brown** new music director at WHYE (Roanoke). . . . "Insane Father" back on WINS (N. Y. C.) Saturday nights. . . . **Marvin M. Freeman** named promotion manager of WTVO (Rockford, Ill.). . . . **John Michaels** to KDKA Radio (Pittsburgh) news staff. . . . **Don Brooks** has joined KEX (Portland) as weekend air personality. . . . **Frank Leslie** joins WERE (Cleve.) news department. . . . **Chuck Moffett** now with WJJD (Chicago) with **Brad Ellis** handling his all-niter at KCKN (Kansas City). . . . **Ted Cramer** is p.d. . . . **Lou Morton** and **Larry Aiken** handling p.d. and m.d. duties respectively at WPLO (Atlanta). . . . **Jack Morton** added to KVI Radio (Seattle) air staff.

**Tom Campbell** now with WFLA (Tampa) as all nighter with **Johnny Dollar** handling 7 to midnight slot. . . . **Larry James** named p.d. at KAPE (San Antonio). . . . **Eric Goldman** new p.d. at KYOK (Houston). . . . **Dave Diamond** (former WKGN) joins WIL (St. Louis) as air personality. . . . **Jlm Wood** now hosting WJR's (Detroit) "Music Hall."

**RECORDS ARE NEEDED** by **Ralph Howard**, p.d. WOTT (Continued on page 56)

## RADIO REVIEW

### From the Front of the Bus

Ever been on a Freedom Ride? I was, along with many thousands of WNEW (New York) listeners Sunday, July 14—without leaving my home—as Ike Pappas took us along on "The Freedom Ride of Bus 203."

The half-hour documentary was a revealing portrait in sound of the highly planned and coordinated waging of an integration non-violent battle at Baltimore's Gwynn Oak all-white amusement park. The listener was there at the preliminary briefing, heard comments by Negro and white participants; listened-along to the hymn-singing integrationists as they rode from New York to Baltimore; shared the tension of the just before battle briefings and the experience of arrest by park police.

WNEW's Pappas was everywhere with the mike—bringing the listener the full range of feeling and comments from both sides. Among those heard beside the freedom riders were Robert Lally, Baltimore County police chief; David Price, owner of the park; bystanders and the Rev. Eugene Carson Blake, head of the United Presbyterian Church.

Pappas never fell into the trap of keeping up a personal running commentary. His narration was reserved as a transitional device thus allowing the story to be told by the people living it on both sides.

Award-winning News Closeup is produced by Lee Hanna and Marlene Sanders.

### Folk Music Scene

A fine skimming of the whys and wherefores of the current folk music craze was aired on WNBC-TV's "New York Illustrated." Oscar Brand proved an amiable and communicative host for the 30-minute pubserver that featured "city billies," the **Tarriers**, **Jean Ritchie** and **Phil Ochs**.

The "bluegrass" area of folk music was richly explored by a dexterous instrumental of "Rawhide," by the **Tarriers**. **Jean Ritchie's** sensitive reading of "Great Speckled Bird" served as the Gospel offering and **Phil Ochs' "50 Miles"**—a contemporary satire on the President's physical fitness program—proved that the folk music scene is here now!

Producer - director is **Max Miller**. **GIL FAGGEN**

### Raises Money

**BUFFALO**—WKBW Radio raised \$6,700 and recruited nearly 8,000 teen-agers for the ALSAC campaign for leukemia. The Buffalo drive was conducted by WKBW personality **Joey Reynolds**.

## FCC EXTENDS BEEF DEADLINE

WASHINGTON—The FCC has agreed to extend deadline for comment on its proposals to set up allocations by market, limiting the AM service, and to separate at least partially the AM-FM programming. Deadline has been moved from July 17 to September 16 at the request of the FM broadcaster association and the Association on Broadcasting Standards, Inc.

The paper tonnage at the agency should be record-breaking: Comment on proposals to limit broadcast commercial time are due on the same day.



# The Cinderella Story of the year!

*thanks Music Dealers of America*

# PEGGY MARCH

CURRENT HIT SINGLES

**"I WILL FOLLOW HIM"**

(RCA Victor 8139)

CURRENT ALBUM

**"I WILL FOLLOW HIM"**

(RCA Victor LPM 2732)

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*"I Remember You"*

Regina REGINA 282

# JACK LA FORGE

HIS PIANO AND ORCHESTRA

*Featuring*

SIDE A  
I Remember You  
Blue Moon  
My Foolish Heart  
Blues on Velvet  
I Concentrate on You  
The Cleopatra Kick

SIDE B  
I'll Remember April  
What's New  
I Feel Pretty  
Carmen Does the Bossanova  
Misty  
Mock the Knife

ORCHESTRA  
ARRANGED  
AND  
CONDUCTED  
BY  
DON SEBESKY




DOROTHY DONEGAN

Regina REGINA 285

*Swingin' Jazz In Hi-Fi*

HI-FIDELITY  
33 1/3 R.P.M.



**HIT ALBUM**

**"I REMEMBER YOU"**

Jack La Forge  
his piano and orchestra

REGINA 282 (MONO & STEREO)

**A WILD SWINGIN' ALBUM . . . Just Released**

**"SWINGIN' JAZZ AND HI-FI"**

Dorothy Donegan

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*A NEW Single and a NEW DANCE CRAZE . . . Just Released*

**"THE CLEOPATRA KICK"**

Jack La Forge his piano and orchestra —REGINA 284 (MONO & STEREO)

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2. SIDED Million Selling . . . **SMASH!!!**

# THE 4 SEASONS

# CANDY GIRL

On  
VEE JAY  
#539

and

# "MARLENA"

ON  
VEE JAY  
#540

WITH A SLEEPER HIT!!

# HEDY SONTAG . . . "HELLO HEARTACHES"

HEADING FOR HITSVILLE!!

# "que sera, sera"

BY  
THE  
**HIGH KEYS**

On  
ATCO  
#6268

BREAKOUT . . . DETROIT . . . BUFFALO!!!

**THE SHEPHERD  
SISTERS**

**"THE GREATEST  
LOVER"**

c/w

**"TALK IS  
CHEAP"**

On  
ATLANTIC  
#2195

REGIONAL BREAKOUT . . .

## POCO LOCO

BY

### L. B. WILSON

On VIVID #1002

A SMASH FROM CANADA

## LARRY LEE

# "STOOD UP"

On GENIUS #2100

**GINNY ARNELL—"I'M CRYING TOO" c/w "TROUBLE'S BACK IN TOWN"** On MGM #K13146

LOOK OUT FOR THESE

## COMING

## ATTRACTIONS...!

from

## TRACEY DEY . . . . . ON LIBERTY RECORDS

## LENNY O. HENRY . . . ON SMASH RECORDS

# programming newsletter

By **BILL GAVIN**

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

**NEW IDEAS** are the life blood of radio. Stations that stand pat on an established format and an operational procedure become more and more vulnerable as time goes on. Most successful stations today are those which go along with changing tastes and changing times.

It takes only a brief glance at recent radio history in New York, Cleveland, Baltimore, Cincinnati, Seattle, San Francisco and many other cities to note the remains of once potent pop music stations. Most are under new ownership. All have switched to a "good music" format. An autopsy in each case reveals that the demise resulted from an overdose of stereotype-itis. Each station was trying to follow the same old procedures, which worked well enough until competition loomed up in the form of fresh new ideas that captured listener interest immediately and won the rating battle in short order.



Not all new ideas are good, of course, and not all old ones are bad. The old idea that is still basic to all top pop programming is the facts—in preference to personal opinions—must determine what records are played. Sales and requests are proved guides to successful programming. Today's trends place more emphasis on request action, especially in smaller markets, but sales are still the No. 1 criterion of record popularity.

**IN STRONGLY COMPETITIVE** markets, progressive station managers have been taking a long hard look at the old methods of taking and applying the weekly survey of retail sales. Let's say that the music director phones the leading retailers on Monday for their best selling singles. Then on Tuesday or Wednesday he presents to the DJ staff the new releases he recommends for their consideration.

Next day the list goes to the printer, and copies go into the stores by Saturday morning. On this same Saturday the "new" top 40 is presented on the air. Remember, here it is Saturday, the end of the current week, and our survey is based on the previous week's sales—already one week out of date.

Then from Saturday through the following Friday this same survey continues to be the basic programming guide. By the following Friday it is already two weeks out of date.

With a weekly turnover of from 12 to 15 per cent in chart listings, this two-week lag behind the actual record popularity trend can render a station pretty vulnerable to competition that stays closer to current trends.

A few stations have for some time been featuring each day's top request action. KJOY, Stockton, and KLAN, Hanford, Calif., for instance, have been using this "Voice Your Choice" feature successfully for the past five years. Wink Martindale, KFWB, Hollywood, and Paul Drew, WAKE, Atlanta, are among the nation's top DJ's who tabulate and feature the top phono action on their shows.

Dick Starr, WFUN, Miami, and Ken Elliott, WNOE, New Orleans, report that their stations have recently switched to an "instant survey"—a daily check of record sales in their cities. Both men note excellent listener response. As I reported in a previous Newsletter, KJR, Seattle, makes a daily check with distributors and concentrates its late afternoon play on the top of the new action.

Many other progressive stations are recognizing the need for eliminating the time lag of the old-fashioned weekly survey. A notable by-product of this increased emphasis on new hits has been a marked upturn in retail sales volume, not only in the newer releases, but all along the line.

Success is always worth a little extra effort.

## WKYB, Paducah, Changes Tune

Continued from page 52

11 a.m. which includes an interview show with Paducah residents of diverse backgrounds and occupations. The following half hour is called "Just Talk" and Schofield does just this in person, talking about everything and anything. The final 30-minute segment "In Your Opinion" throws the station's beeper phone line open to public comment and discussion on a question of the day.

The evenings at WKYB are punctuated with public service live shows too. Highlights include a Friday press conference by the local high school editors with community leaders.

Saturdays 2 to 3 p.m. the station is turned over to the teenagers. They treat it as a separate radio station (even call it "Station YOP"—Youth of Paducah). The teenagers select their own records, invite their own guests and even sell their own time. Three youths have their own programs on the outlet as a direct off shoot of the Saturday stanza.

### Local Promotion

Schofield's WKYB is a promoter too. They jumped into the breach last year and staged a Christmas parade when the retail merchants backed down. A Navy band flew up from Memphis to participate. More than 500 youngsters crawled all over the city park at the WKYB sponsored Easter Egg hunt.

In a direct effort to show Paducahites how much the WKYB payroll means to the community, Schofield paid the staff in \$2 bills. Schofield relates that the bit wasn't exactly a rousing success in Paducah because the people hadn't seen a \$2 bill for so long they held on to them and the circulation was held down.

Schofield's personal acceptance is demonstrated by his election to three community and civic boards, program committee of the Rotary and campaign chairman of the Chamber of Commerce. In Paducah Schofield is WKYB.

# 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.

### POPULAR

18 **YELLOW ROSES & 11 OTHER HITS**—Bobby Darin (Capitol T 1942, ST 1942) "Walk Right In" (BMI)

**THE MARVELETTES ON STAGE**—(Tamla 243) "Someday, Someway" (Jobete, BMI)

**GOOD NIGHT SWEETHEART**—Morton Gould & Ork (RCA Victor LM 2682; LSC 2682) "Soft Lights and Sweet Music" (Berlin, ASCAP) (2:26).

## 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.

## 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         | TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596                 | 8                |
| 2         | 4         | BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368          | 5                |
| 3         | 2         | SUKIYAKI, Kyu Sakamoto, Capitol 4945                                | 12               |
| 4         | 5         | HOPELESS, Andy Williams, Columbia 42784                             | 5                |
| 5         | 3         | BLUE ON BLUE, Bobby Vinton, Epic 9593                               | 11               |
| 6         | 8         | DETROIT CITY, Bobby Bare, RCA Victor 8183                           | 7                |
| 7         | 6         | NO ONE, Ray Charles, ABC-Paramount 10453                            | 7                |
| 8         | 9         | MY TRUE CONFESSION, Brook Benton, Mercury 72135                     | 7                |
| 9         | 15        | TILL THEN, Classics, Music Note 1116                                | 6                |
| 10        | 20        | MORE, Kai Winding, Verve 10295                                      | 4                |
| 11        | —         | ABLENE, George Hamilton IV, RCA Victor 8181                         | 6                |
| 12        | 12        | GOODNIGHT MY LOVE, Fleetwoods, Dolton 75                            | 9                |
| 13        | 17        | SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020                 | 10               |
| 14        | 18        | GREEN, GREEN, New Christy Minstrels, Columbia 42805                 | 5                |
| 15        | —         | MY WHOLE WORLD IS FALLING DOWN, Brenda Lee, Decca 31510             | 4                |
| 16        | 7         | ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526 | 9                |
| 17        | 14        | BE TRUE TO YOURSELF, Bobby Vee, Liberty 55581                       | 6                |
| 18        | 19        | BE CAREFUL OF STONES THAT YOU THROW, Dion, Columbia 42810           | 4                |
| 19        | —         | I WONDER, Brenda Lee, Decca 31510                                   | 3                |
| 20        | 11        | MY SUMMER LOVE, Ruby & the Romantics, Kapp 525                      | 11               |

## YESTERYEAR'S HITS

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

### POP—5 YEARS AGO July 28, 1958

1. Hard Headed Woman, E. Presley, RCA Victor
2. Patricia, P. Prado, RCA Victor
3. Poor Little Fool, R. Nelson, Imperial
4. Splish Splash, B. Darin, Atco
5. Yakety Yak, Coasters, Atco
6. Rebel-Rouser, D. Eddy, Jamie
7. Whon, Kalin Twins, Decca
8. Purple People Eater, S. Wooley, MGM
9. My True Love, J. Scott, Carlton
10. Endless Sleep, J. Reynolds, Demon

### POP—10 YEARS AGO July 25, 1953

1. I'm Walking Behind You, E. Fisher, RCA Victor
2. Song From Moulin Rouge, P. Fatih, Columbia
3. No Other Love, P. Come, RCA Victor
4. Yaya Con Dios, L. Paul & M. Ford, Capitol
5. April in Portugal, L. Baxter, Capitol
6. P. S.: I Love You Hilltoppers, Dot
7. Ruby, R. Hayman, Mercury
8. Lmislright, F. Chackfield, London
9. You, You, You, Ames Brothers, RCA Victor
10. Half a Phonograph, K. Starr, Capitol

### RHYTHM & BLUES—5 Years Ago—July 28, 1958

1. Yakety Yak, Coasters, Atco
2. Splish Splash, B. Darin, Atco
3. Poor Little Fool, R. Nelson, Imperial
4. Hard Headed Woman, E. Presley, RCA Victor
5. Willie and the Hand Jive, J. Otis, Capitol

1. Patricia, P. Prado, RCA Victor
2. What Am I Living For, C. Willis, Atlantic
3. My True Love, J. Scott, Carlton
4. Endless Sleep, J. Reynolds, Demon
5. For Your Precious Love, J. Butler & Impressions, Abner

## VOX JOX

Continued from page 52

(Watertown, N. Y.) and Bobb Hadden p.d. at WMAC (Metter, Ga.) — station is putting out top 40 sheet... KINT (El Paso) staffed by Mike McCoy, Bob Mitchell, Jerry Bachman, John Sherman and Tom Tyner (plus Dick Clark) is now playing pop records.

**OTHER PROMOTIONS:** An estimated 50,000 attended WBSA-Day at Williams Grove Amusement Park, south of Harrisburg, Pa. Show headliners were: Gene Pitney, Brian Hyland, Adam Wade and the Tymes.

WFGB AM-FM-TV (Altoona) sold 433 flag kits at cost in conjunction with flying the flag promotion on July 4... WINZ (Miami) has completed a promotion where the station played all Reprise new releases. Listeners also wrote in to tell why they would like to go to Hollywood to meet Sinatra on a movie set or recording session. Contest was run with Topps Record Distributing Company of Miami... WNAC (Boston) recently arranged for any lady over 18 who had never flown before to receive a half-hour free flight on EAL. More than 2000 applications were received.

### Opening Ranks

SPRINGFIELD, Mo. — The Missouri Broadcasters Association has opened its membership to those in allied fields with an invitation to attend the fall convention to be held in Jefferson City during October.

**RELIABILITY—QUALITY RECORD PRESSING**  
Originators of the Patented rim drive thick-thin type record  
**RESEARCH CRAFT CO.**  
1011 NORTH FULLER  
HOLLYWOOD 46, CALIF.

**WE ARE A MAJOR INDEPENDENT RECORD COMPANY AND WE NEED A YOUNG MAN WHO CAN CREATE AND PRODUCE LP'S AND SOME SINGLES.**

**WE NEED SOMEONE WITH FRESH IDEAS. SOMEONE WHO CAN THINK FOR TODAY. SOMEONE WHO IS NOT A "RUBBER STAMP."**

**WE DO NOT NEED "MORE THEMES FROM HOLLYWOOD" OR "THE ITALIAN HITS RIDE AGAIN." THE MAN WE NEED MUST BE ABLE TO SEARCH OUT NEW TALENT WHICH CAN SELL ON RECORDS. WE ARE NOT INTERESTED IN ARTISTIC TRIUMPHS WHICH DO NOT SELL.**

**THE MAN WE WANT WILL HAVE A BACKGROUND IN THE RECORD BUSINESS AND IS PROBABLY WORKING FOR ANOTHER COMPANY.**

**IF YOU THINK YOU HAVE SOMETHING TO OFFER. WRITE AND TELL US ABOUT YOURSELF, YOUR BACKGROUND, EXPERIENCE AND SALARY REQUIREMENTS. ALL REPLIES WILL BE HELD CONFIDENTIAL.**

BOX 507, c/o BILLBOARD, 1564 BROADWAY, NEW YORK 36, N. Y.

**"PEACE IN THE VALLEY"**  
THE HARRY SIMEONE CHORALE  
From the Album  
"SING WE NOW THE SONGS OF FAITH"

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The midnite show . . . for the first time . . . recorded exactly as performed . . . live from the stage of Sahara Hotel's Casbar Theatre . . . note for note . . . beat for beat . . . word for word . . . nothing left out . . . a performance syncopated by the rattle of glasses, the whirling of blenders, the stirring of swizzle sticks, the clinking of ice, the laughter and excitement . . . cameras flashing and the standing ovation to the attraction Ed Sullivan calls "the greatest act in show business." . . . This magnagroove LP was made during an historic record-breaking engagement . . . surpassing any attendance record ever made by an attraction in the history of Las Vegas . . . impassable crowds overflowing into the casino . . . people standing on tiptoe to get a glimpse of Prima and his All Stars . . . ears straining to catch the sounds of the most contagious music on earth . . . As one writer put it, "When you have seen a Prima show, you go away feeling good inside." . . . and when you hear this album, you will feel good inside . . . you will enjoy the right-down-to-earthiness of the Prima Gang . . . this Magnagroove Recording will take you thru this live performance and you are there in the famous Casbar Theatre of the Sahara Hotel enjoying every wild minute . . . This is more than just an album . . . It is a collector's item that you will treasure for all time.

### Louis Prima

with *Gia Maione*

SAM BUTERA and the WITNESSES

side one

"SOLITUDE" 4:05  
Words: Eddie De Lange, Irving Mills  
Music: Duke Ellington  
Publisher: American Academy of Music, Inc., ASCAP  
"YOU BROUGHT A NEW KIND OF LOVE TO ME" 1:55  
Composers: Sammy Fain, I. Kahal, P. Norman  
Publisher: Famous Music Corp., ASCAP  
"YOU'LL NEVER GET AWAY" 3:33  
Words & Music: Joan Whitney, Alex Kramer, Hy Zaret  
Publisher: Bovino, ASCAP  
"IT'S ONLY A PAPER MOON" 3:05  
Words: Billy Rose, E. Y. Harburg  
Music: Harold Arlen  
Publisher: Harms Inc., ASCAP  
"GREENBACK DOLLAR" 4:14  
Composer: B. Gray, P. Central  
Music: B.M.I.

side two

"I LOVE PARIS" 3:12  
Music & Lyrics: Cole Porter  
Publisher: Buxton-Hill, ASCAP  
"IMAGINATION" 3:27  
Music: Jimmy Van Heusen  
Lyrics: Johnny Burke  
Publisher: ABC, ASCAP  
"HELLO LOVER" 2:28  
Horace Ott, sole writer  
Publisher: Roosevelt Music  
"YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU" 3:03  
Words & Music: Russ Morgan, Larry Stock, James Cavanaugh  
Publisher: Southern Music, ASCAP  
"LAS VEGAS WOMAN" 3:25  
Composer: Louis Prima  
Publisher: K & L Music, ASCAP

### A Great New Single . . . A Great New Song!



"The Big Horn Himself"

**SAM  
BUTERA**

plays

"THINKING MAN'S SAX"  
c/w "MOONLIGHT IN VERMONT"

### America's Newest Sensation



**GIA  
MAIONE**

sings

"WON'T YOU WAIT UNTIL  
TOMORROW" (Marechiaro) c/w "LOST"  
(MARECHIARO)

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Sun State Music Distributors, Inc.  
Dumont Record Distributing Corp.

All State Record Distributing Corp.  
All South Distributing Corp.  
Bill Lawrence, Inc.  
Commercial Music Company  
Calmar Distributing Company

M. B. Krupp Distributing Company  
Cosnat Distributing Corporation  
Disc City One Stop

And to all our foreign distributors.

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\* A Big New Sound • More Depth • A New Clarity • More Plays • Processing by RCA Victor

# JACKIE WILSON

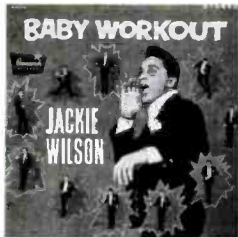
*thanks dealers  
all over America  
Jackie*

CURRENT HIT SINGLE

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FROM BABY WORKOUT ALBUM  
(Brunswick 55246)

ALBUMS



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SHAKE A HAND BRUNSWICK BL 54113

Personal Management  
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1619 Broadway  
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Exclusively on:  
BRUNSWICK  
RECORDS



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BENTON**

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CONFESSION**

**MERCURY 72135**

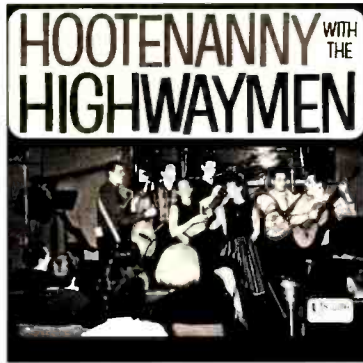
**PERSONAL MANAGEMENT:**  
**HERBERT L. WRIGHT**  
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RECORDS**

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THE  
HIGHWAYMEN



(UAL 3294)

*thanks, dealers of  
America*



Personal Management  
KEN GREENGRASS

Direction  
I.T.A.

Exclusively on  
UNITED ARTISTS  
RECORDS

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National Distributors for  
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(215) PO 5-1010

WANT RECORDS—45'S, SURPLUS RETURNS, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 483 McLean Ave., Yonkers, N. Y. Phone: GREENleaf 6-7778. au17

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IDEAL LOCATION FOR RECORD STORE on Pitkin Ave., Brooklyn. Very heavy traffic in heart of retail shopping area; 25 x 50. Also Washington Heights location, St. Nicholas Ave., north of 181 St.; 10 x 30. Very busy thoroughfare. WE 3-6544. ch-19

#### MOSS (Music Operators Stereo Service) A regular program of 33 1/2 stereo singles for Operators.

Developed by RSI\* in cooperation with Rock-Ola Rowe-AMI and Wurlitzer.

#### DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #3 IN THIS ISSUE

\*Record Source International, A Division of Billboard.

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed alongside for your convenience.

### WOBBLE WITH ROLF WE HAVE THEM GENUINE MASONITE WOBBLE BOARDS 20 1/2 x 30 1/2

A hot item for promotions by distributors, radio stations, record or department stores. The DJ's go wacky with a genuine Wobble Board.

70c F. O. B. Cincinnati, minimum 25.

Fast Delivery. Write, wire or phone

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Individuals appointed will be trained to demonstrate the new electronic "Magic Music-Man." No sales experience required. Some musical knowledge helpful. Applicants must expect to maintain residence in present area for next five years and be able to invest \$3,500 in area distributorship.

Write, sending full details and phone number to

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Dept. B27  
Englewood Cliffs, N. J.

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### MISCELLANEOUS

#### ATTENTION, SONG WRITERS BRIGHT TUNES PRODUCTIONS, INC., and BRIGHT TUNES MUSIC CORP.

are looking for original song compositions for—  
CHIFFONS, RANDY AND THE RAINBOWS, ANDREA CARROLL, THE FOUR PENNIES, and THE TOKENS, as well as other artists.

Send Demos and Lead Sheets to:  
BRIGHT TUNES MUSIC CORPORATION  
ONE HANSON PLACE  
BROOKLYN 17, N. Y.  
Do Not Call

#### Attention, Radio Stations:

#### Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

#### RSI

Record Source International  
1564 Broadway, New York 36, N. Y.  
PL 7-2800

ANNOUNCING THE ARRIVAL OF THE Jockey Joker, a new series of one-line gags and bits for DJ's and comics. First edition, \$2.50; write for complete catalogue of other gag files. Show-Biz Comedy Service (Dept. JJ), 65 Parkway Court, Brooklyn 35, N. Y. jz27

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| Distributors & Employment Advertisers | \$5  | \$9  | \$15 | \$5                  |

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

#### USE THIS HANDY AD ORDER BLANK

Please insert the following ad for \_\_\_\_\_ consecutive issues.  
Classification: \_\_\_\_\_ Size: \_\_\_\_\_  
 Set regular classified style.  Set boxed classified style.  
 Amount enclosed.  
Copy: \_\_\_\_\_  
Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Please enclose your payment. We do not bill for classified ads.

### BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

1564 BROADWAY  
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Times Square Office  
Space for Rent.

8700 Square Feet.

Central Air Conditioning.  
Very Reasonable Rental.

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KENNETH LAUB  
of Collins Tuttle & Co.  
261 Madison Ave.  
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Murrayhill 2-4020

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

### EMPLOYMENT SECTION

#### HELP WANTED

WANTED — BINGO MECHANIC FOR work in fabulous Las Vegas. Must be experienced. Call (702) DU 2-3633, ask for Norm Little. jz37

#### SITUATIONS WANTED

#### MAN FRIDAY THRU THURSDAY

Seeking career opportunity with sound, swinging record company, production house or publisher. Experienced all phases label operation from a.&r. to collections. 5 years as jazz label executive, indie producer in pop, folk, r.&b. Strong business management, accounting background.

College grad. 35. More or less single.

East Coast preferred. Will relocate anywhere for right slot with challenge, stability, future.

Highest references. Replies confidential.

Contact BOX #505

Billboard, 1564 Broadway  
New York 36, N. Y.

The Company that REALLY goes after more business CAN get more business...

by consistent advertisements in Billboard's

Buyers and Sellers' CLASSIFIED MART

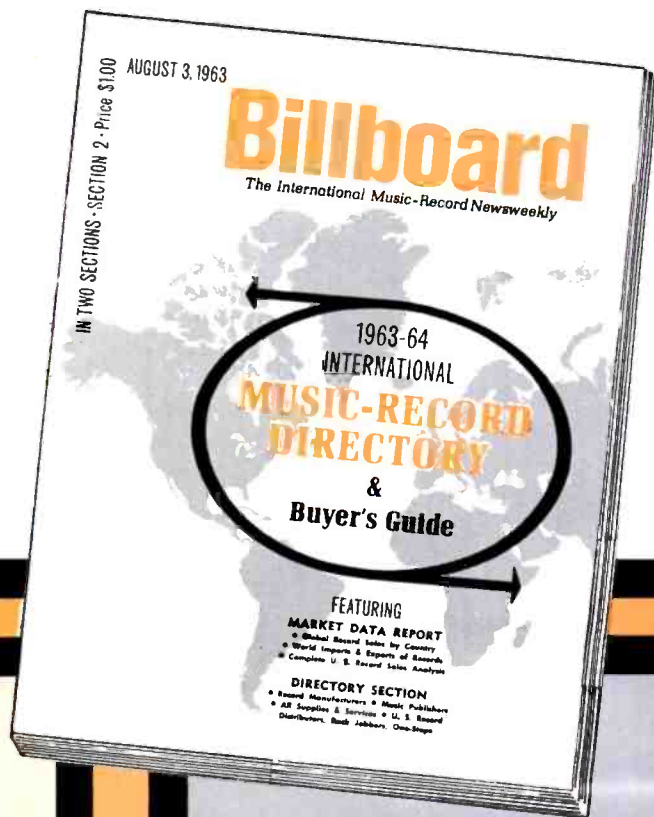
It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard... see what others are doing... then see what you should do to meet and beat the competition.

# COMING NEXT WEEK...

## THE INDUSTRY'S MOST IMPORTANT REFERENCE ANNUAL OF THE YEAR

Billboard's  
1963-1964 INTERNATIONAL  
MUSIC-RECORD DIRECTORY  
& BUYER'S GUIDE



The only separate  
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published for the  
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# Ginsburg Re-Buys Atlas

CHICAGO — Atlas Music Company, one of the Midwest's largest coin machine distributorships, was re-acquired last week from Automatic Canteen Company of America by Eddie Ginsburg.

Ginsburg, together with his brother Morrie (since deceased), founded Atlas some 30 years ago. Canteen bought Atlas (then a Seeburg distributor) some two years ago, switching it over to the Rowe AC Services (AMI) line.

Atlas will continue as a full-line distributor for Rowe AC's complete phonograph, background music and vending line.

No purchase price was disclosed. During the past two years, Ginsburg has remained with Atlas as an advisor and consultant.

In addition to Ginsburg, Atlas' executive staff will include: Bill Phillips, vice-president in charge of phonograph sales; Bob Fabian, vice-president in charge of vending sales, and Paul Huebsch, administrative vice-president in charge of domestic and foreign sales.

The Atlas acquisition some two years ago was one of the most talked-about event in the industry. It was part of an overall Canteen move that included

acquisition of the R. F. Jones Western empire with offices in San Francisco, Denver, Los Angeles, Seattle and Hawaii; Trimount offices in Boston, and Bush International offices in Miami.

(The Jones, Trimount and Bush distributorships remain under Canteen ownership.)

Subsequent to the Canteen acquisition of Atlas, Nate Fein-



EDDIE GINSBURG

stein and Harold Schwartz, both long-time Atlas executives, left the firm and bought World Wide Distributing Company from Joel Stern.

World Wide had been named Seeburg distributor when Atlas changed hands. Feinstein and Schwartz along with Irv Ovitz and Howard Freer (also former Atlas employees) continue to operate World Wide today.

In addition to the Rowe AC juke box, background music and vending line, Atlas also handles a line of pool tables and the Bally amusement game and ride line.

Eddie Ginsburg commented that his "life has been spent in

*(Continued on page 67)*

## Pool Tables Get Big Play At Shore's Ritz Carlton

ATLANTIC CITY—One of the world's biggest coin-operated pool table locations is in the recreation room of the posh Ritz Carlton Hotel here.

The 8,000-square-foot room, which has entrances on both the Boardwalk and the hotel lobby, has 36 Irving Kaye Deluxe Eldorado Mark III pool tables.

The sale was made by the Runyon Sales Company to Jack Cohen, owner of the Music Box operation here. Music Box services the Ritz.

Vacationers begin playing pool when the room opens at 10 a.m., and they keep playing till the wee hours. One day, closing wasn't until 6 a.m., when the last pool sharks called it quits.

Originally, the installation was 30 tables, but Cohen added six more within a few days to accommodate the action.

Two attendants are on duty at all time to make change and assist the players. Bill Tensley, veteran mechanic, is available for service problems.

Cohen, who has operated in the Atlantic City area for more than 30 years, has more than 100 pool tables on location.



ATLANTIC CITY'S RITZ CARLTON Hotel isn't too ritzy for 36 coin-operated pool tables.

## Coin Machine

**OPERATING**

• MUSIC MACHINE PROGRAMMING
• DOUBLE PLAY DISKS

• RECENT STEREO RELEASES
• BULK VENDING

## Scopitone in Great Strides in Britain

By JOHN THOMPSON

LONDON—Scopitone, French-made cinema juke box, is making steady headway in the United Kingdom, particularly in the South, according to Norman Miller, production executive of Radiovision (Westminster), Ltd., Scopitone sole distributor, here.

"We have just passed the ton (100) mark in siting boxes," he reported. "And we have started a mass attack on London metropolitan area."

Radiovision's spearhead of Scopitone promotion comprises seven salesmen in speedy minicars. "They are really getting around," Miller said.

### Option

Radiovision is offering split take siting, or rental, or outright sale to location owners. Split-take arrangement means the first \$28 to Radiovision with a 50-50 division of the balance of coin. Rental is a straight \$84 weekly, with all earnings to the site operator.

Eighty of these Scopitone locations are "in the country," rural areas, Miller confides. The rest are in London suburbs and South Coast resort towns.

Juke box operators won't handle Scopitone but Radiovision is confident of effecting substantial distribution. The firm is installing film-juke units in any half-way profitable site for short spells.

"This is the way we spread the word," Miller said. "Some better site owner either comes forward in the district, or we find one," once the area has been exposed to the medium.

### Name Artists

Radiovision is backing its word about film-selection releases using American and Canadian artists that British record manufacturers keep under wraps on the home scene.

Paul Anka filmed one short last month in Paris. Petula Clarke, U.K. vocalist, put one in the can in the same city recently. Both are due for Scopitone releases. Titles are not yet confided.

These follow 11 new selections released within the past month, six of them of British filming by top pop artists. The other five are French Scopitone productions. And they capture good coin, Miller claims.

The executive's mode of expressing lack of assists from the British Phonographic Industry, and from the juke box trade, is: "They are not 100 per cent not co-operative."

## NATIVES BEWARE!

# French-Swiss Firm to Invade U. S. With New Juke Box Push

STRASBOURG — A brand-new European juke box will soon invade the U. S. market with the best prospects of any European box marketed in America since the war.

The phonograph is the Jupiter, manufactured by the Electro-Kicker Company, a Franco-Swiss concern. A company executive disclosed that plans are now well advanced for Jupiter's U. S. sales drive. He said:

"Other producers, especially those in West Germany, have been talking for a long time about producing the 'Volks-wagen phonograph.' But only we have done it, if by a 'Volks-wagen phonograph' you mean an inexpensive, serviceable machine very easy to operate and maintain.

"Just as important, we not only have the technically suit-

able box, but we also intend to build the sales and servicing organization to put the box over in the States.

"Too many of our colleagues here on the Continent talk big and actually produce good machines, but they fail to follow through with adequate distribution and service organizations. This mistake we will not make."

### Good Reputation

Electro Kicker has had long experience manufacturing coin games for the European trade. It has built a reputation for precision craftsmanship, and Jupiter is being promoted under the

*(Continued on page 70)*

## Swing Along Features 3 Swinging Targets

CHICAGO — Gottlieb's new Swing Along two-player pinball game features swinging targets that emit an unusual hi-fi sound when hit. The targets are located in the center of the playfield and carry pictures of musical instruments. They revolve on a horizontal axis and spin when hit.

Swing Along also has four side targets that light corresponding pop bumpers for high score: side and bottom rollovers

which light for high score, and a number of servicing extras.

Both the playboard and front moulding are secured by a single locking clamp. The playboard clamp is an improvement over the former method of fastening the playboard by six separate screws. Swing Along also has a double-size cash box, maximum security door lock, stainless cabinet trim and a match feature. Shipments on the game were begun last week.

**MAIL THIS COUPON TODAY**  
for your copy of the just-published  
**INTERNATIONAL COIN MACHINE DIRECTORY**

Single Copy Price: \$1.00

Please ship \_\_\_\_\_ copies of Billboard's International Coin Machine Directory.

My check for \$ \_\_\_\_\_ is enclosed.

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

Mail to: Joe Pace, Dept. 525, Billboard, 2160 Patterson St., Cincinnati 14, Ohio

**DOUBLE-PLAY DISKS**

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

|  |
|--|
| <b>CANDY GIRL</b><br>4 SEASONS, VEE JAY 539                      |
| <b>MARLENA</b>   |
| <b>NO ONE</b><br>RAY CHARLES, ABC-PARAMOUNT 10453                |
| <b>WITHOUT LOVE (There Is Nothing)</b>                           |
| <b>MY WHOLE WORLD IS FALLING DOWN</b><br>BRENDA LEE, DECCA 31510 |
| <b>I WONDER</b>  |
| <b>SURF PARTY</b><br>CHUBBY CHECKER, PARKWAY 879                 |
| <b>TWIST IT UP</b>   |
| <b>I WILL LOVE YOU</b><br>RICHARD CHAMBERLAIN, MGM 13148         |
| <b>TRUE LOVE</b>   |
| <b>THIS IS ALL I ASK</b><br>TONY BENNETT, COLUMBIA 42820         |
| <b>TRUE BLUE LOU</b>   |
| <b>RAT RACE</b><br>DRIFTERS, ATLANTIC 2191                       |
| <b>IF YOU DON'T COME BACK</b>                                    |

*Recent*

**STEREO RELEASES**

*for Music Operators*

■ **SEEBURG LITTLE LP's**

**Pop Vocal**

EYDIE GORME—Blame It on the Bossa Nova... Columbia

**Pop Instrumentals**

DAVID ROSE—More Music of the Stripper... MGM

PETE FOUNTAIN—Plenty of Pete... Decca

**Jazz/Rhythm & Blues**

EARL BOSTIC—Bossa Nova... King

**Country & Western**

FARON YOUNG—This Is Faron... Mercury

**Specialty/Spanish**

MARIACHI VARGAS—Pasodobles... RCA

\* \* \*

■ **SEEBURG ARTIST OF THE WEEK**

WEBB PIERCE—I've Got a New Heartache

Decca (Country Vocal)

Oh Lonesome Me/A Little Bitty Tear • What Good Would It Do/One More Time • Walk On By/Are You Sincere? • I Can't Stop Loving You/I've Got a New Heartache • If I Last Your Love/Georgiatown Blues

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

# Peach State Open House

COLUMBIA, S. C.—The Peach State Distributing Company here kicked off its \$12,000 gift promotion Sunday (14) with an all-day open house. Despite heavy rains, some 100 operators from all over the State and Georgia attended the affair.

The promotion works like this: Each operator who buys five new Wurlitzer wins a prize automatically. As soon as 15 winners are accumulated, the contest ends and drawings are held. First prize is a fully equipped Cadillac. Other prizes are a Chevrolet pickup truck, a Chicago Coin Shuffle Alley, two Kelvinator freezers, five RCA portable tele-

vision sets and five Poloroid Land cameras.

To date, some 61 new machines have been sold. When the number reaches 75, the drawings will be held. According to Dyke Hawes, Peach State president, the drawings will be held this month.

Guest speaker at the open house was Aaron Sternfield, Billboard coin machine editor. Sternfield discussed programming trends and explained the Music Operators Stereo Service which makes available to juke box operators stereo singles selected from top-selling albums.



DYKE HAWES, right, president of the Peach State Distributing Company, discusses the music operators Stereo Service program with Aaron Sternfield, Billboard coin machine editor.



SOUTH CAROLINA servicemen hold an informal session during the Peach State open house in Columbia.



JIM FAULK, right, manager of the Columbia Peach State office, talks over the situation with Dyke Hawes.



PEACH STATE PRIZES include the Cadillac and Chevrolet pickup truck.



REVIEWING THE TROOPS: The head man looks over the staff before the showing begins.

BULL SESSION: Operators swap trade talk during the open house.





# Sign of the Hot Disk Pays Off

ENGLEWOOD, Colo.—Few phonograph operators can match the complete "merchandising package" which Ralph Lorenzo uses at the Jewel Lounge here.

Lorenzo first invested \$25 for a huge sign across the main window of the lounge which reads "Stereophonic Juke Music." Seen easily for blocks in either direction, the sign is painted in bright red, white and blue, reflects brilliantly at night, and often stirs curiosity on the part of cocktail lounge patrons.

Then, when Lorenzo meets newcomers at the door, he points out the gleaming new 200-record stereo AMI box, explains how it distributes music through a half dozen speakers and concludes by asking each new patron what he likes in recorded music. Playing the record creates much good will, and often it is a better-received overture than offering to buy the first drink.

### 'Match for Tune'

Bar and waitress personnel have been given the same sort of training, a short capsulized discussion to pass along to the customers. Each member of the staff is also authorized to "match for the music," bringing the suggestion up whenever a half-dollar or a quarter comes up in the change. Naturally, Lorenzo enjoys this, since the house is winner either way.

Lorenzo buys his records carefully, doing all of the programming himself, from R. F. Jones, Denver distributor. Lorenzo puts stress on old favorites, rather than hot new tunes. And because he offers dancing in the lounge, many of his best-played

tunes are slower "slide favorites," which adults particularly enjoy. And more particularly dancing too.

### Keeps After Hours

He changes five records every two weeks at an average, and constantly badgers patrons to name their favorite request, with the result that as much as 25 per cent of the 200-disk menu is made up of "Request Music for You."

The juke box provides dancing

except on Saturday nights, when a live combo comes in. Otherwise, the carefully programmed personally suggested AMI phonograph is the sole source of music.

"I didn't think my customers were particularly carried away with the idea of stereo music until I took the trouble to explain what it was," Lorenzo said.

"It was surprising to find out how little the average person knew about the subject."

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

**Rowe AMI Music**  
makes pheasant  
more pleasant



OPERATE  
**UNITED**  
**Shuffle Alleys**  
and  
**Bowling Alleys**  
WELCOME EVERYWHERE

★  
UNITED MANUFACTURING CO.  
3401 N. California Ave.  
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when answering ads . . .  
Say You Saw It  
In Billboard

**CROWN Imperial 6-POCKET POOL TABLES**  
by  
**Fischer**



RUGGED . . .  
DEPENDABLE . . .  
FUNCTIONAL BEAUTY  
. . . your assurance of  
Operating Security.

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BEST EQUIPMENT ALWAYS**

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666 N. Broad St., Phila. 30, Pa.  
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Write or wire for prices

FOR EXPORT ONLY  
— 100 —  
Bally Shoot-A-Line, like new . . . \$350.00

SUPER-CRANES, Merchandise and Premium Vendors . . . \$275.00

JAGUAR, brand new, similar to Holly Cranes. \$750.00  
I.o.b. Italian Port

| SHUFFLES                    | VENDED MACHINES                                  |
|-----------------------------|--|
| Stardust . . . . . \$425    | Stoner 11-Col. Candy, Gum & Mint . . . . . \$375 |
| Viking . . . . . 595        | Rowe Teaty Twenty . . . . . 375                  |
| Crystal . . . . . 595       | GuGramer Candy, mart KYN, 8 col. . . . . 145     |
| Dolphin . . . . . 525       | U-Select 11 Col. . . . . 145                     |
| Shuffle Baseball, new 450   | Rowe 7-Col. Gum & Mint . . . . . 125             |
| Sure Fire . . . . . 350     | Wittensborg 611, refrigerated . . . . . 450      |
| Four Way . . . . . 395      | Rowe Model 145 Sandwich, roofing . . . . . 295   |
| Five Way . . . . . 450      | Stoner Factory, 4 col. . . . . 150               |
| Bally Club . . . . . 195    | Vendo 210 Milk . . . . . 350                     |
| Cyclone . . . . . 195       | Vendo 210 Ice Cream. 375                         |
| <b>BOWLERS</b>              | Rowe Ambassador . . . . . 125                    |
| Seven Stars . . . . . \$745 | Cigt. 14 col. . . . . 125                        |
| Classic . . . . . 495       | DuGrenier K-14 Cigt. 125                         |
| Alama . . . . . 750         | Stoner 500 Coffee & Choc. . . . . 175            |
| Lucky . . . . . 825         | Cole-Spa Specials . . . . . 295                  |
| Princess . . . . . 675      | 4-Set. Cold Drink . . . . . 225                  |
| Duplex . . . . . 395        | Vendo Hot Food, 2 sel. . . . . 225               |
| Challenger . . . . . 425    | Rowe Hot Food, 7 sel. 295                        |
| King . . . . . 395          |  |
| Savoy . . . . . 515         |  |
| Bonus . . . . . 295         |  |

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

M. S. GISSER  
Sales Manager

## EUROPEAN NEWS BRIEFS

### Bingo's Green Light

BRUSSELS—Belgian authorities have indicated that bingo will be permitted to continue indefinitely in Belgium, despite the government's plans to bar the game.

The latest position of the government is said by interior ministry officials to be that the game is "on its good behavior." "As long as operators are vigilant in preventing major abuses, it is unlikely that the game will be prohibited," an official said.

"It is up to the operators and the public. We recognize the game's popularity and virtues, but we also have the responsibility for policing the game to prevent abuses."

Originally, the government announced that the ban would come into force July 1, 1962. This was extended to January 1, 1963, and then suspended indefinitely. Not all operators are grateful for the stay of execution, however. Some of them refer to "the sword of Damocles" left hanging over their heads.

### Juke Box on Rails

MILAN—Juke boxes are being successfully tested on several crack Italian trains operating between Milan and Naples, in the south. The Italian State Railways is testing the phonographs in the lounge and club cars of selected trains as a service to patrons.

"We find that there is no real substitute for phonograph entertainment," a railway official said. "They are better than the radio. They let the patron pick his own music, and they provide music for dancing."

"We are experimenting, too, with train cinema shows, but juke boxes so far have proved the most successful."

### New Payout Debs

BINGEN — Loewen - Automaten is introducing a new payout, the Rotamint - Diamant, which has a three-way win combination. This is the 24th machine in the Rotamint series produced by NSM, Loewen-Automaten's parent manufacturing company. NSM has produced over 150,000 machines in the Rotamint series in the last decade.

### Beirut Booms

BEIRUT — This Lebanese Middle East crossroads is booming as the coin machine capital of the Arab world.

For the same reason, it has become the commercial center of the Middle East: geography plus Lebanese commercial talents are both contributing factors. Lebanon now boasts more juke boxes than any other Middle East nation—some 5,000 all told, including those in the dis-

creetly maintained harems of holidaying Arabian oil sheiks.

Lebanon also has more games (around 2,000) than any other Middle East country. Perhaps more important, it has become the big coin machine trading center for the Arab world, headquarters for the Middle East coin machine trade.

Cairo, on the other hand, has lost its old eminence as the coin machine mecca of King Farouk's rule.

### Nigeria's Expanding . . .

LAGOS, Nigeria — Nigerian economic development is expanding the market for reconditioned coin-operated games, and Lagos trade sources predict almost indefinite expansion.

Nigeria is receiving substantial economic assistance from West Germany and from the British Commonwealth. The rising standard of living is stimulating game imports.

Shuffle alleys are a prime attraction, and payouts are doing well. Importers favor non-electronic games because of servicing problems with more sophisticated equipment. Trade sources predict that Nigeria eventually will become a major African coin machine market because of its rising prosperity and British Commonwealth trade ties.

(Continued on page 69)

NEW for '63!  
**POOL TABLES**  
by  
**VALLEY**

DELUXE 6-POCKETS  
BUMPER POOL®

NEW DESIGN! MECHANISMS!  
At your distributor or write—

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See the  
**ROCK-OLA**  
**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.

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Shoot Against Time - OR 25 Shots for 10¢

Optional Extended Play and Match-Play feature!

SLIDE-OUT SERVICE PANEL

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**BULK VENDING**

**Salt Lake Shells Out for Nuts**

SALT LAKE CITY—Peanuts have become once again an extremely profitable item for bulk operators in this area—and on a 5-cent basis.

Rising costs of peanuts, plus the reluctance of the cities' 25-odd bulk operators to tackle the difficult job of cleaning the machines and maintaining their appearance had just about knocked peanuts out of the box.

However, one enterprising operator, Roger Kimball (a direct descendant of the original Brigham Young scout), decided to make one last-ditch experiment—replacing all of his former 1-cent peanut machines with the 5-cent variety. At least 90 per cent of these locations were in service stations, car washes, automotive garages, or stops otherwise associated with the automotive business.

**Initial Response**

At the end of the first month, when he made his collections, Kimball was delighted to find that almost every bulk vender in some 60 locations had nearly sold out, and that obviously, both mechanics working in the shop, and their customers, vastly preferred to pay 5 cents for a small handful of peanuts than a penny for a dribble.

Kimball immediately did away with all of his 1-cent peanut machines in favor of the 5-cent version and has continued to operate on the same basis ever since. It wasn't long, naturally, before other operators followed suit, and now, whether Spanish peanuts or the American variety are concerned, it is difficult to find a 1-cent machine in the Salt Lake City area.

Although the average bulk-route operator is servicing his peanut machines from three and

one-half to four times more often, in order to keep pace with faster emptying of the machines, returns equivalent to the old days of low-cost peanuts have made the extra work highly acceptable.

A typically good location which is showing many times the average return for a Salt Lake City operator is the Big Volkswagen dealership on South

Main Street, where some 15 5-cent peanut machines are in everyday use.

These are serviced once a week, whereas with the old penny machine, once a month was considered adequate. Even German mechanics, by and large unfamiliar with salted nuts when they left their homeland, are constant customers for 5-cent peanuts.

**The Good Old Annual Location Check-Up**

SALT LAKE CITY—Once a year Lee Andrasik, bulk operator with headquarters in the Sugar House section of Salt Lake City, sends each one of his locations a "recap" letter.

Usually in late January or early February, each location owner gets a letter thanking him for his close co-operation with Andrasik in maintaining profitable bulk-vending machine sales.

A second paragraph gives the total amount of bulk sales accomplished, and reflects the increase or decrease, such as the case may be.

The third paragraph usually incorporates suggestions on how to improve volume, particularly if the location posted a decrease for the previous year.

Following this same policy for years, Andrasik feels that he

has probably accomplished more to good location relations with the letter than with personal calls.

"A grocery store owner or ice cream shop manager is always surprised to receive a communication such as this," he said. "That ensures that he remembers my name, and how to spell it, whenever he looks at the vending machines. It also helps to make the location owner do a better job in keeping the machines clean, attractive, and in the best possible position."

Andrasik writes all the letters himself on a portable typewriter. He writes about 250 letters a year.

Because each letter is individually written, he can make personal references to location owner's children's graduation,

**NY STATE ASSN. SETS '63 MEET**

NEW YORK—The New York State Coin Machine Association will hold its annual meeting at the Nevele Country Club, Ellenville, N. Y., at noon, September 21. Operators from all over the State will be on hand, as the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild all have a joint outing at the Nevele that week-end.

recovery from illness, his appointment to a civic committee.

It hasn't been unusual for the Salt Lake City operator to receive two or three new locations each month simply because his name and telephone number have been given to the prospective location owner by one of his established spots.

In every case, he is convinced his "once a year" letter has been the fundamental reason.

**USED VENDING MACHINES**

|  |         |
|--|---------|
| N.W. Model 49, 16 or 34                  | \$ 9.95 |
| N.W. Tab Gum                             | 15.00   |
| N.W. 5c Package Gum                      | 17.50   |
| Mills 16 Tab Gum                         | 16.00   |
| 3-Col. Trading Card with 5,000 cards     | 20.00   |
| Victor Toppers, 1c                       | 8.50    |
| Victor Baby Grand, 5c capsule            | 7.50    |
| Victor Vendorama                         | 12.50   |
| Victor 10c Pen Vendors                   | 19.50   |
| Ajax 3-Col. Hot Nut (as is but complete) | 15.00   |
| Reacto Game, like new                    | 19.50   |

**BULK MERCHANDISE**

|                                 |    |         |
|---------------------------------|----|---------|
| Cashews, 450 ct.                | 30 | Per Lb. |
| Mixed Nuts                      | 30 | Per Lb. |
| Spanish Peanuts                 | 30 | Per Lb. |
| Virginia Spills Peanuts         | 30 | Per Lb. |
| Rainbow Peanuts (Candy)         | 30 | Per Lb. |
| Boston Baked Beans              | 30 | Per Lb. |
| Licorice Licorices              | 30 | Per Lb. |
| Confection Mix                  | 30 | Per Lb. |
| Leaflets (M&M Style Candy)      | 25 | Per 100 |
| Tasty Jelly Beans               | 25 | Per 100 |
| Candy Corn                      | 25 | Per 100 |
| Marsheyettes                    | 25 | Per 100 |
| Chicle Base Cub Chicks 520      | 38 | Per 100 |
| Chicle Base Cub Chicks 520      | 38 | Per 100 |
| Rainbow Tabby-Lets 520          | 38 | Per 100 |
| Matties (Ball Style, 100 Count) | 35 | Per 100 |

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.

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**AMCO SANITARY VENDOR**

The Finest for Vending Flat Pack Products

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Vends flat packs up to 1/8" x 2" x 4 1/4". Advance 0 detector with auto on return when m em ty Seb color box

For Details and Prices Write, Wire, Phone Today.

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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Prizes, Vendors, Folders, Cigarettes and Candy Machines, Sanitary Vendors, and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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Say You Saw It in Billboard

**NOT AT THE STORE**

**CLEOPATRA SNAKE RINGS**

Eppy is first to bring you this exclusive "CLEOPATRA SNAKE RING" for your Penny Charm Machines. WE PREDICT it will bring back the good old days. Get busy and order now!

GET ORIGINAL TRADE MARK

\$7.75 per M

F.O.B. Jamaica, N. Y. Or your nearest EPPY Warehouse.

**EPPY CHARMS INC.**

97-18 144th Place, Jamaica 35, N. Y.

**Northwestern HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**BIRMINGHAM VENDING CO.**  
520 Second Avenue, North Birmingham, Alabama  
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**VENDING HEADQUARTERS for VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vender, 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.

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Phone: DRake 7-4300

**VICTOR 2000**

Image of the Victor 2000 vending machine.

**COINMEN IN THE NEWS**

**DENVER DOINGS**

Sharp changes have occurred at Draco Sales Company where Howard Hold, partner, is taking over the traveling chores, formerly held down by Mike Savio. Hold recently rejoined the Denver Wurlitzer distributor after several years as an operator in the Colorado high country.

Don Woodruff, Los Animas, Colo., was buying new phonographs and games recently. The fishing season, no its new year-

round basis, has considerably broadened play, Woodruff reports. . . . Leo Negri, Struve Distributing Company, is busier than ever in designing custom stereo systems for large bars, restaurants, cocktail lounges and bowling alleys. Negri has been a one-man sparkplug for "true stereo" for the past five years.

Wilbur Beyer, Fort Collins operator, spent his birthday in early June hauling truckloads of phonographs and games into the Colorado mountain resort area. Beyer will operate more than 100 pieces of equipment in mountain lodges and resorts this year. . . . A rash of light plane crashes in the past few months. Roggo, who pilots his own plane on most travels, also operates a flying school in Las Vegas, N. M.

Gus Brown, Draco Sales Company, is out introducing the distributorships new line of Universal vandy vendors. . . . Ben DeGarmo, who recently sold Deines Music Company of Boulder, is concentrating on cigaret vending for the future.

Keane Smith, Denver operator, vacationed in California last month.

**Paul Price Warns On Infringement**

NEW YORK—Paul A. Price, novelty manufacturer of Roslyn, N. Y., has advised the trade that the title, "Scare-ems," is an exclusive Price trademark and is registered under a U. S. patent. Price said that anyone "using this mark or any colorful imitation on any soft-molded simulations of animals, insects or other figures," would face legal action on grounds of infringement and unfair competition.

**Harvey Hobbs Dies; Shaffer Cincy Mgr.**

CINCINNATI — Harvey Hobbs, 50-year-old manager of the Cincinnati office of Shaffer Music Company, died Wednesday (3) of a heart attack. Funeral services were held in Columbus Saturday (July 6) and interment was in London, Ohio.

Hobbs had served in various capacities with Shaffer since he joined the company in 1935.

He is survived by his widow, Dorothy, and daughter, Karen.

Registered U. S. Patent Office.

**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vender**

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vender and the new V2 capsule.

**VICTOR VENDING CORP.**  
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New V2 Capsule shown actual size.

**BIG SAVINGS on BALL AND VENDING GUMS**

Direct Low Factory Prices

|                              |                 |
|------------------------------|-----------------|
| Bubble Ball Gum, 140, 170 G  | 28 1/2¢ per lb. |
| 110 ct. 5¢ Giant Size        | 28 1/2¢ per lb. |
| Chicle Ball Gum, 130 ct.     | 28 1/2¢ per lb. |
| Clear-o-Vend Ball Gum        | 41¢ per lb.     |
| Clear-o-Vend Chicks, 320 ct. | 41¢ per lb.     |
| Chicle Chicks, 320 ct.       | 37 1/2¢ per lb. |
| Bubble Chicks, 320 G         | 29 1/2¢ per lb. |
| 520 ct.                      | 29 1/2¢ per lb. |
| Tab (short stick), 100 ct.   | 34¢ per box     |
| 5-Stick Gum, 100 packs       | \$1.90          |
| F.O.B. Factory 150 lb. lots. |                 |

**AMERICAN CHewing PRODUCTS**  
38 years of manufacturing experience  
4th & Mt. Pleasant • Newark 4, N. J.

**BRAND NEW - LARGE SCARE-EMS**

The largest and best mixture available. They look real—they feel real. Beautifully molded and finely detailed life-like plastic.

Assortment consists of Snakes, Mice, Lizards, Centipedes, Scorpions, Shrunken Heads, etc.

FOR BEST RESULTS BUY THE BEST AND ORIGINAL SCARE 'EMS. ONLY \$36.00 per M Capsuled Live displays available.

**PAUL A. PRICE CO., INC.**  
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# Jersey Ops Get Low-Down on State Laws

HADDONFIELD, N. J. — Presentation of detailed information on the collection of taxes by the State of New Jersey on personal property used in business, and institution of a system for exchanging credit information on prospective location owners, were the highlights of a regular meeting of the Amusement Guild of South Jersey, held at the Cherry Hill Inn here last week.

Here to present their views to the operators on the personal property business tax were Ephraim Hoffman, CPA; Marvin Rosenbaum, CPA, and Jerome Kaplan, an attorney specializing in tax matters. All three took part in a one hour question and answer session, following their talks.

Later, it was agreed that every member of the association would

contribute information to the file on the integrity of prospective location owners. This sharing of information, it was said, "should go a long way toward decreasing the victimizing of member operators by fraudulent practices."

It was also decided to re-incorporate the organization as the New Jersey Coin Machine Association, "to better identify our business." During the meeting, signed applications for MOA membership were received from five members. Twenty members attended in addition to president William Cannon.

Also in attendance were Abe Witsen from Scott Crosse; Jim Ginsburg, Fred Walters and Joe Zable from Banner Specialty; Fred Pliner from Active Amusement, and Joe Wasserman and Sam Kennan from David Rosen, Inc.



JOE SHIELDS (center) says goodbye to Roy McGinnis and Art Weinand during a special ceremony last week honoring Shields retirement and Weinand's joining J. H. Keeney & Company. Shields is a long-time Keeney executive, having held the titles of secretary, treasurer, vice-president and general manager. He'll move to his farm, "Verdigo," near Asheville, N. C.

## Report From Britain

### British Briefs:

Gordon Marks, partner of Photographic Equipment, Ltd., London, is back at his desk after a tour of U. S. coin-amusement enterprises in Nevada, Illinois and New York. . . . K. J. Strachan has ankle Film-box Equipment, Ltd., distributor of Italian Cinebox, and J. C. Gelardi, managing executive, presently doubling in vacant sales management chair. . . . Cyril Shack, partner and principal buyer of Phonographic Equipment, Ltd., returned to London after a visit to Bally plant, Chicago, and Las Vegas, on an equipment buying junket. . . . New advertising and publicity executive with Ruffler & Walker, Ltd., London coin-amusement manufacturing distributor, is E. T. Engleman, former advertising agent in Philadelphia. . . . First Cinebox installation in Scotland was achieved last month by Film-box Equipment, Ltd., reports Roger Proudlock, firm's production executive. . . . Licensed Victuallers' Association, whose exposition hosted British coin-amusement traders in March, is to tackle British brewing houses for a statement of policy on fruit machines in taverns.

A body of LVA members is opposed, indicates Major A. Klea, an official. . . . T. C. Whent, head of Nevada Holdings, Ltd., South Wales, features a Rock-Ola Capri juke box in his living room, and has built his howroom for coin-amusement in his front garden. Firm has eight staff, and prospers. . . . Blackpool Amusement Caterers Association branch has slated its annual festivity for October 7 at the Savoy Hotel in that town. . . . Merchants on Dublin's main drag, O'Connell Street, want coin amusements restricted, on the grounds too many arcades and fruit machines. Eire has no restriction on cash payouts.

### Ginsburg Rebuys

Continued from page 63  
this (coin machine) industry and the many business contacts and solid friendships I've made are an integral part of my everyday life."

Commenting on his previous 30 years in the business, Ginsburg said he invited everyone to come over to Atlas and "watch my steam."

"The second 30 years should be a lulu," he quipped.

Ginsburg said that a complete schedule of schools for music and vending will be started this fall. Frank Bach, service chief, will be assisted by a crew of John Havrila, Ray Grier, Bill Fredericks, Irwin Bryant, Howard Siegel, Nestor Nieves and Ed Chesney.

Traveling service representative will be Frank Gumma. Mort Jacobs will be in charge of parts.

## Bill Schwartz Named Boston Seeburg Dist.

BOSTON — W. S. Distributing Company, Brighton, Mass., has been named Seeburg distributor for the New England area, replacing Redd Distributing Company.

W. S. is headed by William Schwartz, formerly sales manager for the Seeburg vending division. The firm will handle the entire Seeburg juke box, vending and background music line for Maine, New Hampshire, Vermont, Rhode Island and Massachusetts.

Schwartz is a veteran vending equipment sales executive who's been in the business over 20 years. He's especially well known along the Eastern seaboard where he has lived and worked for most of his business life.

He entered the vending industry in 1941 when he set up his own business to re-furnish and sell used equipment. He was with the Stoner Company for 16 years, from 1945 through the period when the firm was acquired by the Vendo Corporation.

W. S.' sales staff will be headed by Bob Jones. Music sales personnel will include John Colgan, Robert Green and

Robert LeBlanc. Vending salesmen include Julius Jacobi and Robert Filteau. A separate back-

**Northwestern**  
**MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

**WIRE, WRITE OR PHONE FOR COMPLETE DETAILS**

**Northwestern CORPORATION**

2635 Armstrong St. Morris, Ill.  
Phone: WHiting 2-1300

ground music department is headed by Jim Cooper, manager, and Dick Flanagan, assistant manager.

Roy Sayer will head a service department composed of 12 full-time employees. Ronald Rego will be parts manager assisted by Earl Durrett.

The W. S. facilities include an 18,000-square-foot area for sales, parts, warehouse and parking.

**MANDELL GUARANTEED USED MACHINES**

|   |         |
|---|---------|
| N.W. Model 49, 16 or 26                             | \$14.00 |
| N.W. Deluxe, 16 or 26 Comb.                         | 12.00   |
| N.W. 10-Cal. 16 Tab Gum Mach.                       | 18.00   |
| N.W. Model 233, 16 Parc. Converted for 100 ct. B.O. | 6.50    |
| ABT Guns  | 30.00   |
| Mills 16 Tab Gum                                    | 12.00   |
| Accorn 9 lb. Globe                                  | 10.00   |

**MERCHANDISE & SUPPLIES**

|                                    |     |
|------------------------------------|-----|
| Pistachio Nuts, Jumbo Queen, Red   | .49 |
| Pistachio Nuts, Jumbo Queen, White | .43 |
| Pistachio Nuts, Large Tulp         | .40 |
| Pistachio Nuts, Vendor's Mix       | .30 |
| Pistachio Nuts, Shell, Red         | .44 |
| Cashew, Whole                      | .41 |
| Cashew, Buttr                      | .45 |
| Peanuts, Jumbo                     | .45 |
| Spanish                            | .45 |
| Mixed Nuts                         | .37 |
| Baby Chicks                        | .35 |
| Rainbow Peanuts                    | .36 |
| Bridges Mix                        | .36 |
| Boston Baked Beans                 | .36 |
| Jelly Beans                        | .33 |
| Licorice Gums                      | .34 |
| M & M, 500 ct.                     | .47 |
| Marshmallows                       | .47 |

---

|  |      |
|--|------|
| Rain-Blo Gum, 72 ct.                           | .32  |
| Malt-Wh, 100 ct., per 100                      | .32  |
| Rain-Blo Ball Gum, 140 ct.                     | .32  |
| 170 ct., 210 ct.                               | .32  |
| Rain-Blo Gum, 100 ct.                          | .34  |
| 300 lb. minimum gross on all Rain-Blo Ball Gum | .34  |
| Adams Gum, all flavors, 100 ct.                | .45  |
| Wrigley's Gum, all flavors, 100 ct.            | .45  |
| Beach-Nut, 100 ct.                             | .45  |
| Milky Way's Chocolate, 200 ct.                 | 1.30 |
| Minimum order, 25 Boxes, assorted.             |      |

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**Norse Hit Alleys**

OSLO — Bowling is scoring striking success in Norway as a family sport. Alley allure attracts entire families as a unit to restaurants and other entertainment centers with bowling games.

United's bowling game has been promoted vigorously in Scandinavia by Skandia Automater of Oslo, and the game now leads all others in popularity in Norway.

Its success is credited to the game's "togetherness" quality and to its competitive character. This latter characteristic is being promoted heavily in the form of arrangements for international United bowling competition pitting Scandinavian pinball kingpins against competition in North Africa and the Middle East.

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Company

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5c ATLAS MASTER Jumbo Charm Vender

# Juke Box Collections Up In Chi; Surfing Strong

CHICAGO—Juke box operator buying picked up substantially here last week as the full impact of summer hit the city. Both teen and adult locations reported an increase in business.

Fred Sipiora, of Singer One-Stop, said that a broad cross-section of singles were moving at both the operator and store level.

The surfing craze continued to be reflected in surflless Chicago with a flood of requests for the Beach Boys' new Capitol disk, "Surfer Girl" b/w "Little Deuce Coupe." The record had not been delivered as of Billboard press time but stores and operators were already asking for it by name.

Interestingly, Capitol was pushing the ballad side, "Surfer Girl" instead of the reverse, which is a strong surfer-type number.

Two other Capitol disks were getting strong operator action: "Painted Rose" by Al Martino;

and a re-release of "Blackboard of My Heart" by Hank Thompson.

From the "old standard" category, operators were buying "Lay Something on the Bar" by Guy Lombardo on Decca. Sipiora again emphasized that the standards were continuing to get strong operator action.

Also doing well was "Still Number Two" by Ben Colder on MGM and "Tie Me Kangaroo Down" by Rolfe Harris on Epic. The Harris record currently has enjoyed the longest popularity of any disk.

It started as a rock and roll number, but it has become virtually a standard. Sipiora noted that operators continue to come in and buy more of the records to cover all the locations. He described "Tie Me Kangaroo Down" as an excellent universal record going over with all age groups.

Regarding the general pick-up in activity, Sipiora said it was mostly seasonal. Summer is traditionally a good time for the coin machine industry.

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## Central Sales Open House for Houston Trade

HOUSTON — Central Sales Company recently held an open house on the opening of firms new offices and recent appointment as distributor for complete line of Rowe-AMI products in Houston area.

Despite seasonal unsettled weather, Central Sales owners, George and Louis Jamail, were pleased by the large attendance of operators.

The crowd viewed the complete Rowe-AMI line together with a display of Williams, United and Valley novelty games for which the local concern is agent.

Along with George and Louis Jamail, the entire Central Sales personnel welcomed the guests. Included were: Al Mason, head of phonograph department; Fred Wynn, vending sales; veteran coinman Francis Cruz, head of service department. Hans Von Reydt, regional sales manager, Rowe AC services (long time Houston resident), was on hand to greet old friends and make new ones. John Pentecost, field engineer for music, explained features of model LB phonograph. Vincent Francischetti, field engineer, Rowe Manufacturing Company, demonstrated the Rowe vending equipment.

## HOW TO WIN FRIENDS AND INFLUENCE 4TH ESTATE

MEMPHIS—Drew Canale, president of Canale Enterprises, Inc., music and cigaret vending operation, loaned a juke box for a picnic staged last week by Newspaper Guild of Memphis.

It was a public relations gesture by Canale, who has several friends in the press corps.

The picnic was a late afternoon-night affair on an estate in the county. The Guild, whose members comprise the editorial employees of both daily newspapers in addition to advertising and commercial department employees, has an annual banquet or picnic at which it presents an award to the outstanding citizen of the year.



IT WAS A SPECIAL MEETING OF THE KEENEY KEY CLUB—but no bunnies—only Key Men. Purpose was to initiate Art Weinand (left foreground), new president, and Maurice Sykes (right foreground), Keeney representative in Continental Europe. Sykes is head of Mar-Matic Sales, Inc., Baltimore and London, and General Sales Company, Ltd., Ireland and Bermuda. Looking on are Roy McGinnis, Keeney board chairman (left rear), and other key Keeney executives. The party also feted Joe Shields, long-time Keeney executive who was retiring.



DINO DONATI (second from left) and George Johnson (extreme right) stand with a sample of the new JEL Rowe AMI phonograph, for which they have just placed a large order with the R. F. Jones Company. The pair head D. J. Music & Vending Company, a top operation located in Daly City, Calif. Looking on (left to right) are Bill Erskine, Dean McMurdie (center), Rowe AC Services executive vice-president; and R. F. Jones.



## EUROPEAN BUYERS! Meet and Greet THE ROSEN BROTHERS

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## Smokeshop Set For MOA Show

CHICAGO—Automatic Products Company, St. Paul, manufacturer of the Smokeshop cigaret vender, signed last week to exhibit at Music Operators

of America's September 4-6 convention in Chicago's Morrison Hotel.

The firm's newest Starlight line features a choice of 36, 27 or 18-column models. The machine accepts half dollars or quarters and give change in nickels.

SPECIAL—85 BRAND-NEW BALLY SPINNERS. PLEASE MAKE US YOUR BEST OFFER. WE WANT TO BUY AND WILL ACCEPT IN TRADE—USED POOL TABLES — PIN BALLS — KIDDIE RIDES — ARCADE MACHINES.

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# DISK MEMORY NOT WHAT IT'S CRACKED UP TO BE

PHOENIX — Don't trust entirely to your memory, says Doug Burgess, music route manager for Garrison Sales Company, at Phoenix.

Burgess, with five large phonograph routes, maintains a master sheet, on which are listed all phonograph stops with symbols, either a "zero" or "x" to say whether the location is good or bad. There are, of course, many grays between a good and bad location, but the zero and x markings, by and large, rule on whether Burgess will go out of his way to buy an especially requested record, or let a request go by the board.

"Invariably, in handling some 25 to 30 requests for the week, we will find one or two which are completely impractical. We suspect, in such cases that the bartender or location owner is feeling a nostalgic twinge to listen to a ditty which has some sentimental significance to his past. It's silly, of course, if the phonograph is located in a marginal situation, to make a heavy effort to locate the record in a retail record shop, or a one-stop."

Burgess can point to many advantages which have accrued

from coding the reliability or the interest of various locations. For one thing, many locations beseech the Garrison Sales Company for a new stereo phonograph, when the volume in the cash box is only adequate for whatever equipment is already installed.

Topnotch spots, naturally do get consideration on all requests but if the coding on the clipboard which lists all of these elements, shows that the spot isn't really worth the extra trouble, Burgess doesn't try.

The rating system which Burgess uses is largely dictated through personal experience, through reports of collectors, and, of course, the play meter at each spot.

SALT LAKE CITY — Ray Samuelson, of Ray's Music Company here flatly discourages requests.

There are plenty of reasons for this, reports Samuelson, who has been an active phonograph and games operator for more than 35 years.

"The fact is that requests

seldom show anything like the play which the location owner expects. Even the most enthusiastic bartender or restaurant owner who has requested an old favorite, will play it two or three times, forget to suggest it to others, with the result that it doesn't get played much."

During recent years, Samuelson has set a policy of noting every request that comes in, together with the name of the location owner, and then, filing it away for later reference. When

a location owner complains that the box is not showing the returns he expected, Samuelson can usually point out that the low play numbers are requests — his own!

Frequently, Samuelson has run up against location owners who are completely overzealous in listing the requests they would like, and who must be reminded by good record-keeping that their requests didn't jell so far as earnings are concerned. It only takes a few

such instances to make an "incurable requestor" go to depending upon his regular collectors for planning the music menu.

Not the least important point, Samuelson stressed, was the fact that many requests require a special trip to a one-stop or even a retail record dealer, in order to fill them. The requested number always costs more, and if it doesn't get results, the veteran Utah operator is twice as disgruntled.

## EUROPEAN NEWS BRIEF

• Continued from page 65

### Mobile Phono

DUBLIN — Sony, the big Japanese electronics producer which assembles radios in Ireland, is experimenting with a transistorized phonograph for mobile placing.

The firm refused to supply details concerning what it claims is "an important trade secret." But Irish trade sources understand that the Sony test product is little larger than the firm's big transistor radio and even smaller than the conventional tape-recorder.

It is being tested as "the second phonograph" for the operator with a mobile or seasonal trade. For example, Sony's portable, tentatively tabbed the Magic Carpet, is being tested at Irish seaside locations.

It is designed for shifting from site to site in response to seasonal or unusual demand.

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- 5 Royal Crowns, 16' ... \$800 ea.
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- 10 Jumbos, 13' or 16' ... 275 ea.
- 10 Bonus, 13' or 16' ... 300 ea.
- 5 Playtimes, 13' or 16' ... 325 ea.
- 2 Teammates, 16' ... 375 ea.
- 4 Crown 100 Pool Tables, like new ... 525 ea.
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| IRVING KAYE FLEETWOOD, Mah. .... |       |                                 | \$175 |

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| Keeney Sportsmen          | 95.00    |
| Bally Star Shuffle        | 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    |

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|  |          |
|--|----------|
| Wurlitzer 2400, 2404, 2410, 2445, 2400 | \$445.00 |
| Wurlitzer 2300, 2304, 2310, 2315       | 445.00   |
| Wurlitzer 2300                         | 445.00   |
| Wurlitzer 2100                         | 295.00   |
| Rock-Ola Hide-A-Way 1440               | 75.00    |
| Seaburg 200 Sel. WB                    | 49.50    |
| Seaburg KO                             | 295.00   |
| AMI 120 WB                             | 20.00    |
| Wurlitzer 5210 WB                      | 59.50    |
| Wurlitzer 5207 WB                      | 37.50    |
| Seaburg 3W1 WB                         | 18.50    |
| AMI Lyric 100                          | 395.00   |
| VL 200 Seaburg                         | 225.00   |
| AMI E 120                              | 85.00    |
| AMI G 120                              | 195.00   |
| AMI Bar Brackets                       | 2.70     |

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**French-Swiss Firm to Invade U. S.**

• Continued from page 63

sales slogan, "Time—and music—are the art of the Swiss."

Jupiter claims to require less maintenance than any other box now produced in Europe. It is priced from \$750, and comes in models offering 96 and 120 selections—hi-fi or stereo.

Before building Jupiter, Electro Kicker's technicians toured Europe, interviewing representative operators in every country on their conception of the "ideal" juke box. Synthesized, these interviews provided the basis for Jupiter.

"Obviously, every operator wants a big American-style box at the large economy price, one that he never has to touch except to tally the collections," a Jupiter executive said.

"Jupiter is not quite that, of course, but it represents a realistic compromise between what European—and American, we hope—operators want and what is possible."

Aside from the economy features of Jupiter, its most distinguishing aspect is the hard-

sell organization formed to push the box on the Continent. Jupiter executives are critical of their Continental competitors for failing to meet U. S. standards of aggressive salesmanship. They argue that the failure of European phonograph manufacturers to penetrate the American market is as much the fault of the management as of the phonograph.

"Here at Jupiter," an executive remarked, "we personally feel that the best box in the world will lay an egg in the U. S. market unless it is vigorously promoted, according to U. S. sales techniques."

"The leisurely pace of gracious living is fine for Europe,

but it doesn't sell boxes in the States, or so we have observed."

The confidence exuded by Jupiter executives is largely the product of the phonograph's fantastic sales success in the United Kingdom market, which Electro Kicker visualizes as a laboratory experiment for the U. S. invasion.

**Like U. S.**

In the U. K., Jupiter has done everything it hopes to do in the U. S., beginning with a strong distribution organization. Major credit for the U. K. success is given Jupiter's U. K. distributor, Phonographic Equipment, Ltd., whose proprietors, Cyril Shack and Gordon Marks, are praised by Jupiter executives as being

among the world trade's top salesmen.

Since last December, Shack and Marks have moved over 500 Jupiter machines, including the two console and one wall models. The phonograph has sold fast in Britain, according to the firm, for the same reason the German Volkswagen is a car sales legend: gross collections cover the machine's cost in the first year and operating costs are only a fraction of those for U. S. boxes.

**Danes Tax Relief**

COPENHAGEN — In connection with the tariff upheaval looming because of the trading bloc dispute, the Danish trade intends pressing for an overhaul of this country's onerous tariff and tax burdens on the coin machine trade.

The tariff tiff between the European Common Market and the British-led Out Seven countries has focused on Denmark's unusually high duty on certain products.

On phonographs, for example, an ad valorem duty of 18 per cent is levied and on other coin equipment, 15 per cent. There is a sales tax of 30 per cent on phonographs and 10 per cent on other equipment.

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250 OF THEM**

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| Playtime Bowler, 16 Ft.             | \$400.00 |
| Jumbo Bowler, 16 Ft.                | 235.00   |
| Bonus Bowler, 16 Ft.                | 375.00   |
| Bally Strike                        | 149.50   |
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| C.C. Aristocrat Shuffle             | 495.00   |

All above equipment is reconditioned and in A-1 condition. Hills Panorama .....\$375.00  
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| United Royal     | \$195 |
| Bally Trophy     | 195   |
| Bally Lucky      | 185   |
| Bally Challenger | 295   |
| United Holiday   | 745   |

**ARCADE**

|                   |       |
|-------------------|-------|
| Wms. Ten Pins     | \$145 |
| Squire Gun        | 295   |
| United Sky Raider | 225   |
| Hole-in-One       | 75    |

|                       |       |
|-----------------------|-------|
| Multiscope            | \$125 |
| Jet Pilot             | 195   |
| Pottard Football      | 125   |
| Field Goal            | 95    |
| 4 Am. Basketball      | 145   |
| Shot                  | 145   |
| Wms. '62 World Series | 375   |
| Keeney Sportsman      | 145   |
| Exhibit Rifle Gallery | 85    |

**PUCK BOWLERS**

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|---------------|-------|
| Bally Monarch | \$295 |
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| Bally DeLuxe Club     | \$245 |
| Bally ABC             | 145   |
| Bally Congress, Reg.  | 150   |
| Bally Lucky           | 145   |
| United Handicap       | 175   |
| Keeney Diamond        | 95    |
| Keeney Bonus          | 95    |
| United Mars           | 125   |
| Chicago Coin Blinker  | 125   |
| Chicago Coin Venus    | 125   |
| Keeney Palisades      | 145   |
| Chicago Score Line    | 125   |
| United Shooting Stars | 75    |

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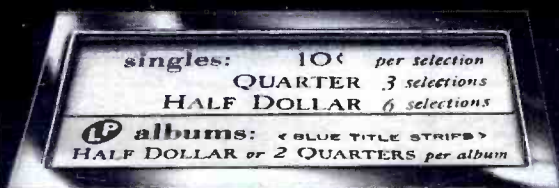


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| <b>EARL GRANT</b><br>Beyond the Reef                       | DECCA    |
| <b>TONY BENNETT</b><br>I Wanna Be Around                   | COLUMBIA |
| <b>TONY BENNETT</b><br>Tony Bennett at Carnegie Hall       | COLUMBIA |
| <b>BIG TINY LITTLE</b><br>The Best Songs Are the Old Songs | CORAL    |
| <b>FRANK SINATRA</b><br>The Great Years                    | CAPITOL  |
| <b>CONNIE FRANCIS</b><br>Country Music Connie Style        | MGM      |
| <b>ANDY WILLIAMS</b><br>Moon River                         | COLUMBIA |
| <b>RUSS MORGAN</b><br>Music in the Morgan Manner           | EVEREST  |
| <b>FRANK SINATRA</b><br>Sinatra and Strings                | REPRISE  |

#### JAZZ/RHYTHM & BLUES

|  |               |
|--|---------------|
| <b>RAY CHARLES</b><br>Modern Sounds in Country and Western Music, Vols. I and II | ABC-PARAMOUNT |
| <b>JOHN COLTRANE</b><br>Ballads  | IMPULSE       |
| <b>STAN GETZ/CHARLIE BYRD</b><br>Jazz Samba                                      | VERVE         |
| <b>AL HIRT</b><br>Our Man in New Orleans   | RCA VICTOR    |
| <b>COUNT BASIE</b><br>String Along with Basie                                    | ROULETTE      |
| <b>CANNONBALL ADDERLEY</b><br>Cannonball Adderley in New York                    | RIVERSIDE     |
| <b>BILL DOGGETT</b><br>Oops!   | COLUMBIA      |
| <b>GLORIA LYNNE</b><br>Gloria Lynne at Basin Street East                         | EVEREST       |
| <b>JIMMY REED</b><br>Just Jimmy Reed   | VEE-JAY       |

#### FOLK/COUNTRY & WESTERN

|   |            |
|---|------------|
| <b>KITTY WELLS</b><br>Kitty's Choice                                | DECCA      |
| <b>JIM REEVES</b><br>A Touch of Velvet                              | RCA VICTOR |
| <b>EDDY ARNOLD</b><br>Let's Make Memories Tonight                   | RCA VICTOR |
| <b>PATSY CLINE</b><br>Patsy Cline's Golden Hits                     | EVEREST    |
| <b>WEBB PIERCE</b><br>Cross Country                                 | DECCA      |
| <b>RAY PRICE</b><br>San Antonio Rose                                | COLUMBIA   |
| <b>BURL IVES</b><br>Funny Way of Laughin'                           | DECCA      |
| <b>ERNEST TUBB</b><br>Golden Favorites                              | DECCA      |
| <b>MARTY ROBBINS</b><br>Devil Woman                                 | COLUMBIA   |
| <b>VARIOUS ARTISTS</b><br>The Honest-to-Goodness Country Music Hits | RCA VICTOR |

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1133 B21020 32.



**CAREER BOUND:** Christine Ridley ascribes her signature to contract with Vito-Mass Productions. With her are proud managers of indie firm, Tom DeVito (left) and Nick Massi.

# Billboard PHOTO GALLERY OF Newsmakers



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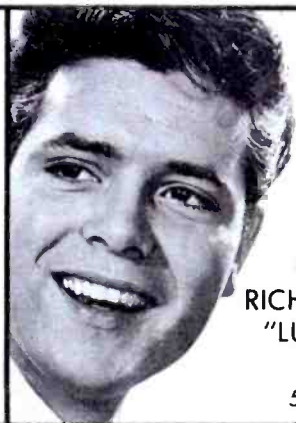


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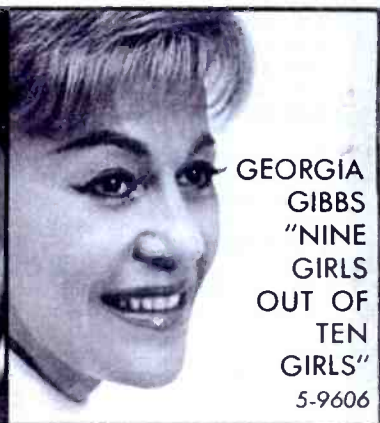
**EPIC**  
**SINGLES  
RING UP  
HOT  
SUMMER  
SALES**



CLIFF  
RICHARD  
"LUCKY  
LIPS"  
5-9597



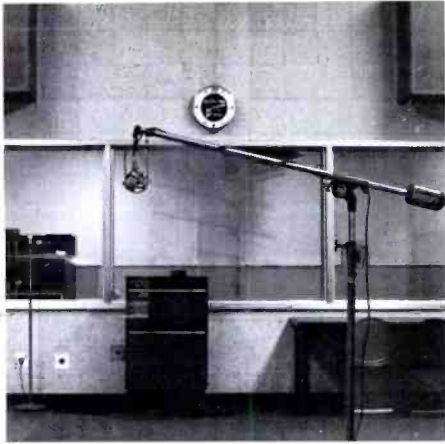
ADAM  
WADE  
"THEME  
FROM  
IRMA  
LA DOUCE"  
(LOOK  
AGAIN)  
5-9609



GEORGIA  
GIBBS  
"NINE  
GIRLS  
OUT OF  
TEN  
GIRLS"  
5-9606

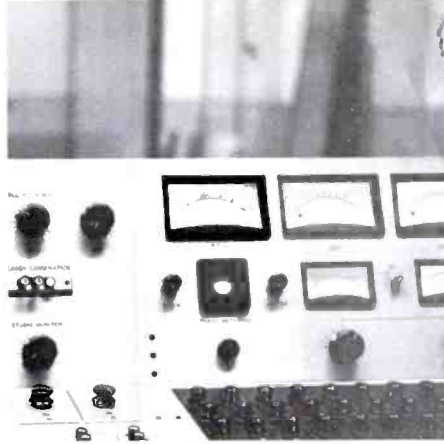


# WHAT'S NEW AT RCA CUSTOM?



## STUDIOS

(newly redesigned, rebuilt, refurbished, re-equipped in New York, Chicago, Nashville, Hollywood)



## CONSOLES

(new, ultra-modern, multi-channel consoles can provide up to 16 mike input positions)



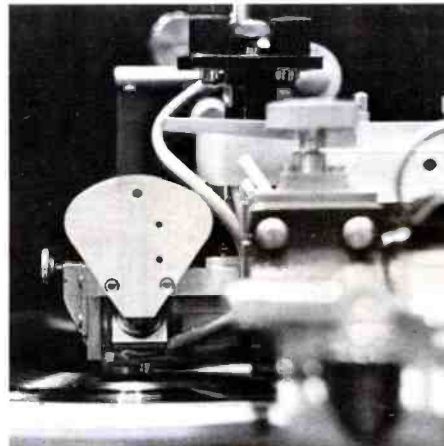
## ENGINEERS

(only experts with many year's experience in recorded sound are at the controls)



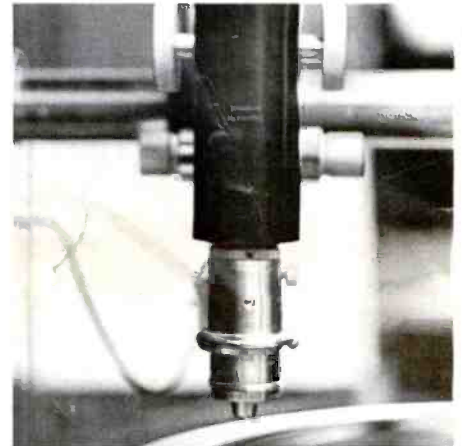
## TAPE MASTERING

(new, top-secret RCA-designed equipment offers the absolute ultimate in flexibility)



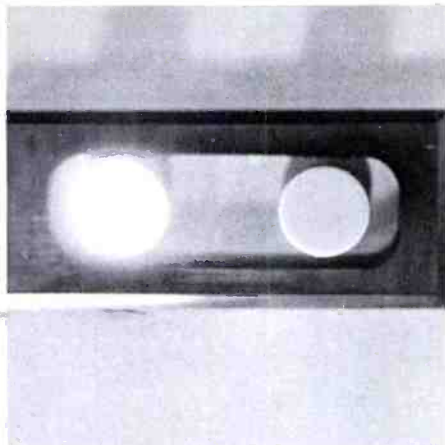
## LACQUER CUTTING

(new "thinking" device speeds lacquer cutting and cuts overall recording costs)



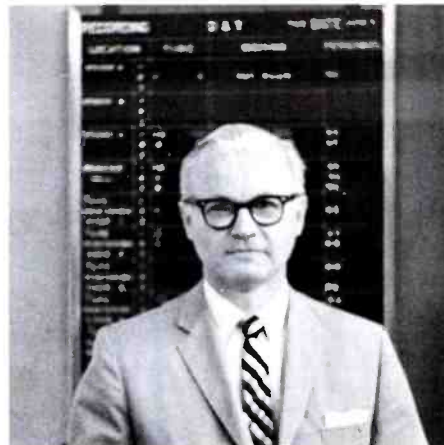
## INSPECTION

(a team of experts checks the surface of every lacquer, microscopically inspects every groove)



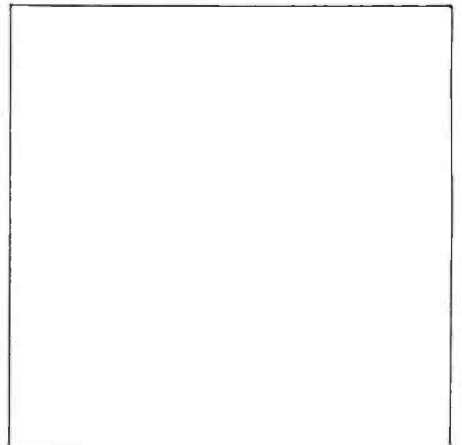
## COMPARISON

(RCA-designed consoles make instantaneous A-B comparison between tape source and lacquers)



## SERVICE

(new completely personalized service caters to every artist's individual needs)



## SOUND

(new! new! new! nothing can show it . . . you've got to hear it to believe its startling presence)

# JUST ABOUT EVERYTHING!

Come see and hear for yourself what's happened at RCA Custom Studios. Talk about comfort—our new physical facilities provide the utmost and they're as acoustically-correct as modern sound technology can make them. Our new and improved electronic equipment—the most ad-

vanced to be found anywhere—was developed in cooperation with the top sound engineers in the country. The resulting recorded sound is absolutely the most brilliant, and has the most dynamic startling presence you've ever heard. But why just take our word for it? Come see

and hear for yourself the next time you need recording facilities, master lacquers, fast tape-duplicating—anything in recorded sound. Call: **RCA CUSTOM RECORD SALES** NEW YORK MU 9-7200; CHICAGO WH 4-3215 NASHVILLE AL 5-5781; HOLLYWOOD OL 4-166

# Annual Music Merchants Survey - 1963 Edition

JULY 27, 1963 • SIXTY-NINTH YEAR • 50 CENTS

published in conjunction with 62d Annual

# Billboard

The International Music-Record Newsweekly

## NAMM CONVENTION

Chicago, July 21-25

See page 15

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

## Columbia Unveils New Pricing Policy

### THE MUSIC SHOW

## Wheeling, Dealing, Competing Loom as Highlights of Year

By DAVE LACHENBRUCH

CHICAGO—This year's music show is bound to be the biggest ever, from the standpoint of the home entertainment business. It also seems certain to be the biggest ever from the standpoint of wheeling and dealing.



steadily all year.

The Music Show climaxes a year marked by the most intensive competition ever seen in the phonograph, tape recorder and radio businesses—not to mention the television business. Prices have been whittled away Can they go down even further?

There's an undercurrent of feeling that the Music Show will see more cuts and more special deals than any in history. And this will occur during the best sales year in the history of the phonograph and tape recorder industries. Yes, business is excellent, but competition was never more severe.

Is there a shakeout coming in the phonograph business? It's extremely probable. The good sales of stereo are attracting new firms into the business almost weekly—just as in the early days of television. In 1952, there was nearly 100 American TV manufacturers. Today there are 40—and that's stretching it. Among the major

(Continued on page 15)

## Year-Round Dealer Price Key to Plan

By SAM CHASE

SAN JUAN, P. R.—Columbia Records finally took the wraps off its long-awaited price stabilization program at the firm's three-day convention in this city's Americana Hotel. The basic points of the Columbia price stabilization plan included a year-round price to dealers of \$2.25 for \$3.98 LP's, and \$2.81 for \$4.98 list LP's, plus the end of twice-a-year "buy-in" deals. The firm's new policy will both remain in effect throughout the year without any special discount allowance or sales incentive.

Columbia's plan has been awaited with much anticipation by many in the industry as a possible guide to a general stabilization of prices. The net effect of this move is seen by Columbia as possibly opening the way to what Bill Gallagher, marketing vice-president, called an "age of reason" in the record industry.

Coming on the 15th anniversary of Columbia's introduction of the long-playing record, the plan, while undramatic on its face, is intended to offer some intriguing alternatives to present sales practices prevalent in the industry.

First, it is devised as a means of enabling retailers to buy realistically and to concern themselves with ordering only product that will sell. It is geared to help dealers avoid getting into a credit bind by over-buying "program" product because of temporary price advantages. Thus, it would point the way to avoiding what Jack Loetz, general manager of Columbia Record Distributors, termed today's greatest single risk in the business—stagnant or "orbiting" inventory.

Second, by eliminating the factor of price, it is Columbia's hope to refocus the attention of dealers on quality of product rather than the size of the deal. Echoing the words spoken recently by Dave Miller at the ARMADA distributor convention in Miami Beach, Fla., Gallagher recalled wistfully the day when retailers and juke box operators evaluated the salability of each piece of merchandise by its sound rather than by the inducements being offered to buy it. He voiced the hope that the Columbia move would encourage the revival of that practice.

Columbia distributor salesman, said Gallagher, no longer could be regarded as "bargaining agents" by retailers. In turn, Ken Giancy, sales vice-president, told the salesmen that they now would truly have to become salesmen again. He said that

(Continued on page 6)

## Big News Has Trade Talking

NEW YORK—The Columbia moves toward stabilizing the chaotic price situation in the disk business have already stirred much talk in the trade and they are expected to stir even more in the weeks to come.

Many traders are forecasting considerable future benefits in the concept of eliminating special deals. The Columbia move was seen as a forward step toward price stabilization—in that it would tend to eliminate massive buying at special periods of the year. These big buying periods, inherent in the special deal programs, have accounted for many of the credit problems in the industry, traders say.

From another point of view, that of the manufacturer specifically the move tends to eliminate the possibility of heavy indebtedness building up with the bigger retail customers. With regular monthly releases of album product, rather than twice a year massive releases and smaller releases other times, ordering could conceivably take on a buy-as-you-need character, with the manufacturer having the opportunity to stay on top of the delinquent accounts on a monthly basis. Before a big receivable builds up, an account could be put on notice or on a c.o.d. basis.

## SINATRA SIGNS BING CROSBY

HOLLYWOOD — Frank Sinatra's Reprise Records last week signed Bing Crosby, thus bringing both vocalists together on the same label for the first time in their careers.

Last time the two dueted in a recording was the original sound track LP of "High Society," issued by Capitol. For Reprise, Crosby and Sinatra will blend voices for the first release, a Christmas LP.

## Kintner Adds Some Thoughts: Real Cure Is Fair Prices

By MILDRED HALL

WASHINGTON—Attorney Earl Kintner's diagnosis of the record industry as "shot through with illegalities" was shock treatment to ARMADA conventioners at Miami Beach — but last week the special counsel to the independent distributors and retailers association outlined a follow-up therapy that could remove much of the industry's nervous jangle and confusion.

The best medicine, Kintner told Billboard's reporter, is Knowledge. The cure for the ills of unfair practices lies in first knowing the laws that govern competition in the record industry, as in all industry, and second the mutual agreement on voluntary compliance with fair practice guides.

Otherwise, the record industry, up to now largely unsupervised, uninvestigated, and uninhibited, may find itself taking a painful government cure, Kintner said. This could take the shape of new and stringent regulation, or a series of Federal Trade Commission complaints, costly lawsuits, and fines for violating orders.

The FTC already has an enormous number of complaints about unfair practices in the industry. The Roosevelt Small Business Subcommittee hearings later this summer will put even more facts on the public record, and this committee aims at legislation, Kintner points out. If the symptoms uncovered are severe, and the patient continues to show no signs of trying to help himself—the government almost certainly will act.



EARL KINTNER

The first step Kintner, a former chairman of the FTC, suggests to alleviate the ills of ignorance, is for everyone in the industry to take the trouble to learn how federal laws work to provide fair and equal treatment in prices, in promotional allowances, and functional discounts. There are laws to prevent destroying a competitor either wilfully or inadvertently, by business practices not sanc-

(Continued on page 8)

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**EPIC**  
**SINGLES**  
**RING UP**  
**HOT**  
**SUMMER**  
**SALES**



CLIFF  
RICHARD  
"LUCKY  
LIPS"  
5-9597

ADAM  
WADE  
"THEME  
FROM  
IRMA  
LA DOUCE"  
(LOOK  
AGAIN)  
5-9609



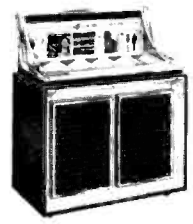
GEORGIA  
GIBBS  
"NINE  
GIRLS  
OUT OF  
TEN  
GIRLS"  
5-9606

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Never before has a half-dollar delivered so much tip-top entertainment...and so profitably for the operator. Each stereo Little LP equals a full side of a 12-inch stereo LP. And it's stereo not available on singles. Only the Little LP gives you 50¢ play really worth 50¢ to the public. On the revolutionary

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STEREO CONSOLETTES



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|--|--|--|
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| <b>EARL GRANT</b><br>Beyond the Reef DECCA                       | <b>JOHN COLTRANE</b><br>Ballads IMPULSE  | <b>JIM REEVES</b><br>A Touch of Velvet RCA VICTOR                              |
| <b>TONY BENNETT</b><br>I Wanna Be Around COLUMBIA                | <b>STAN GETZ/CHARLIE BYRD</b><br>Jazz Samba VERVE  | <b>EDDY ARNOLD</b><br>Let's Make Memories Tonight RCA VICTOR                   |
| <b>TONY BENNETT</b><br>Tony Bennett at Carnegie Hall COLUMBIA    | <b>AL HIRT</b><br>Our Man in New Orleans RCA VICTOR  | <b>PATSY CLINE</b><br>Patsy Cline's Golden Hits EVEREST                        |
| <b>BIG TINY LITTLE</b><br>The Best Songs Are the Old Songs CORAL | <b>COUNT BASIE</b><br>String Along with Basie ROULETTE   | <b>WEBB PIERCE</b><br>Cross Country DECCA                                      |
| <b>FRANK SINATRA</b><br>The Great Years CAPITOL                  | <b>CANNONBALL ADDERLEY</b><br>Cannonball Adderley in New York RIVERSIDE                        | <b>RAY PRICE</b><br>San Antonio Rose COLUMBIA                                  |
| <b>CONNIE FRANCIS</b><br>Country Music Connie Style MGM          | <b>BILL DOGGETT</b><br>Oops! COLUMBIA  | <b>BURL IVES</b><br>Funny Way of Laughin' DECCA                                |
| <b>ANDY WILLIAMS</b><br>Moon River COLUMBIA                      | <b>GLORIA LYNNE</b><br>Gloria Lynne at Basin Street East EVEREST                               | <b>ERNEST TUBB</b><br>Golden Favorites DECCA                                   |
| <b>RUSS MORGAN</b><br>Music In the Morgan Manner EVEREST         | <b>JIMMY REED</b><br>Just Jimmy Reed VEE-JAY   | <b>MARTY ROBBINS</b><br>Devil Woman COLUMBIA                                   |
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