**Hootenanny Flood Is On**

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Both these sets have been put together to cash in on the widespread and growing popularity of folk TV and elsewhere, of this spontaneous folk music performance type of show. It is believed that many more albums from practically all disk companies are on the way.

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**Rep. Roosevelt Invites Dealers to Have Say**

**BY MILDRED HALL**

WASHINGTON—Rep. James Roosevelt, chairman of the House Small Business Subcommittee on Distribution, told Billboard's research panel that, just as the committee will hear those in the record industry who want to appear before current hearings on dual distribution, ARMADA spokesmen, who have left no stone unturned in the Capital, will be given a chance to present their case probably in July, when hearings now in progress will resume after a short recess.

Dual distribution, as the Roosevelt committee defines it, "occurs when an independent businessman's supplier is also his competitor." The most obvious example in the record industry, committee spokesmen say, is the setting of records by manufacturers through their own record clubs at prices lower than to the retailer. There are less obvious but equally damaging types.

The small and old-line record dealer and distributor plans to Roosevelt will undoubtedly speed decision at the Federal Trade Commission on the feasibility of setting up trade practice conferences as a curative in situations like the record industry. The Consumer Affairs Trade Practices Section of the FTC has had the matter under consideration for many months.

**PTC's Problems**

The problem confronting the PTC is whether this type of approach on an industrywide basis would effect a cure of the complaints. The agency favors the voluntary approach in principle, but it would not underwrite its adoption as the answer. The FTC, unless it is true they will effect reform. There are undoubtedly some at the Commission who question it.

Onlookers familiar with both the industry malpractices and the FTC procedures, say the **Continued on page 8**

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**How to Succeed in LP Covers**

***Without the Woes of Producing a Record***

**NEW YORK — So you're a record manufacturer and sales are slow. And even when you buy new wax, no one wants a deal so you can't make any money, anyway. So what can you do?**

**How about just setting album jackets? Without records, how about just selling album jackets? Without records in the store?**

**Are you kidding? Who'd buy them?**

**Everybody—if we do it right. What if we make up a phony series of album jackets, with provocative titles and wild art work. Like we'll call one "Songs for Swinging Mothers." And the cover will show six expectant mothers sitting on children's swings in the park. Then on the back we'll have a list of suggested song titles to go with the album. Like "I Should Have Danced All Night," "The Things We Did Last Summer," etc. Instead of a record we'll insert a black piece of cardboard shaped like a record. On it we'll have printed "I bought this as a gift. Sorry I couldn't afford the record."

**How will you sell them?**

**Through greeting card shops, and gift shops and book stores, and maybe even directly to people who have just heard someone sing each as gag studio cards. How much will they cost? About a dime each. Well, we'll treat them for 40 cents to dealers—we'll make a fortune! If you think this sounds a bit farfetched, you probably didn't make those mistakes. From Coast to Coast one of the hottest selling greeting cards is the spicy record jackets, with wild titles and even wilder pictures on the cover. They sell for $1 each, and so far the experts have sold close to 50,000 splices or a total of 300,000 jackets.**

They are issued by a pair of enterprising writer-publisher named Jackie Kannon and Alex Roman, through their Kannon publishing firm. These two produced the best selling "JFK Coloring Book" last year, and the book of poetry by Jackie Kannon called "Poems From the John." The albums are the brainchild of Bob Booker and Earl Dowd, the happy creators of Vaughn Meader's two "First Family" albums. Actually they worked on this idea because they saw the "First Family" bonanza happening.

**The titles of the six greeting card jackets are "Songs for Swinging Mothers," "Last Derriere and Other British Favorites," "Music for Casual Affairs" and "Music for Mixed Emotions" and "Victory at Sea." (The pictures on the covers, of course, are of the winners and losers and private mâles, fit the mood as expressed by the titles. On "Victory at Sea," for instance, a pair of guys are shown on a cruiser, while a bevy of naked girls are shown jumping overboard.) According to Alex Roman, the covers have been so successful that they are bringing out six more shortly. They are currently being carried by 3,000 greeting card and book stores. They are wholesaled by book and greeting card jobbers. The new covers, according to Roman, are even wilder than the last. He said a Playboy photographer took the pictures for the new covers.**
PAUL ANKA HAS A NEW HIT SINGLE!

PAUL ANKA
45 RPM
RCA VICTOR
47-8195

HELLO JIM / YOU'VE GOT THE NERVE TO CALL THIS LOVE

DON'T FORGET TO REORDER HIS NEWEST ALBUM,
"21 GOLDEN HITS"  LPM/LSP-2691
RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
NEW YORK—The stampede is on. The record industry has its biggest week of the year so far as reports on album product based on the music from the flick to pour in. Ultimately, it is believed that more than a score of LPs will be made of the music featured in the film, more than in the 20th-Century-Fox label. At the same time the producing machinery of the Time Records and United Artists to issue their leading copy on their albums based on "Cleopatra." Both are compiling for the 20th-Century-Fox re-quest.

Besides the Ferrante and Teicher United Artists album, UA is preparing a jazz LP by Al Caiola. MGM is supposed to have only one on the way, reportedly by David Rose. RCA Victor is preparing a program LP based on the music from the score by Hugo and Luigi's orchestra, recorded in Rome. The low price Ambassador label is taking orders for an album of music from the picture to sell at 99 cents. Dave Miller is believed to be recording the original sound track music in Germany and another album of music on one of his labels in the near future.

The first jazz versions of the "Cleopatra" score are also being released by Paul Anka, this week. A version featured are some of the leading jazz artist on a jazz interpretation of the score for Columbia. The most important of these called "Cleopatra and All That Jazz," by Al Caiola and the Nile Records. Dick Hyman, Clark Terry and other top-notch jazzmen are said to have been hired to take the queen down the river.

The first comedy LP based on the film also began. This is called "Cleopatra" (with art work parading the original) and is by comedy king Will Jordan on the Topical label.

Robert Signed By ABC-Para

NEW YORK—Robertb Sherwood has been signed to an artists contract with ABC-Para- mount Records.

She completed her first LP for the label recently, with release scheduled for late this month.

Report White House Mulls Proposal to Scuttle FCC

WASHINGTON—Momentum seems to be gathering for the proposal that the Federal Communications Commission is supposed to be considering by an administrator and court, with the White House reported to be looking after the matter "serious business."

The commission's new Chairman, Fred B. Werblin, and CBS-TV interview last week concurred with his former chief, Neil H. McCauley, that the judicial functions of the FCC should be transferred to a court and administrator.

Minow, now an executive with the Encyclopaedia Britannica, made the proposal in a letter to President Kennedy dated May 31.

Minow charged that the main shortcoming of the present FCC is its "lack of authority," a failure to lay down clear policies for the broadcasting and other communications media.

Minow said the body is unadapted to Republican or Democratic policy at the same time, or to do either well.

"I am the representative-member agency," he said, "has great difficulty reconciling differences among the members in their approach to basic policy."

Cadenhead Denies Columbia Has Edge

NEW YORK—Does Columbia Records, with its record club, have an unfair competitive advantage over an independent disk company that would violate antitrust law? At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question. At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question. At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question. At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question. At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question. At least 18,000 members of Columbia's own Disk Jockey Club have been asked this question.

For some years prior to his association with the company, that has been the question, Bleyer testified that at the inception of the club, the dealer support aids for the club were prepared along with a content of club sales items, involving potential members to dealers, at a total out of $300,000. It was also brought out by Wunderman that when Colum- bia learned in 1961 of Federal Trade Commission inquiries with respect specifically to the Col- umbia club and particularly connection with pricing practices, that a willingness to change the tenor of the club ads contingent on the acceptance of the same was suggested by the FCC Victor and Capitol clubs was repeatedly asked the Commission. No response was ever received from the FTC, it was said.

Audience Builder Mrs. Marianne Mussell, co-head of Cadence Records, testi- fied that she made the Columbia Club deal for her company "to reach a new audience on a mass basis. The old media is an advertiser ultimately was an owner of Cadence Records. The company enjoys the advantage of other media, according to our records, have not gone down during the period of club sales activity," she said.

Morris Schlang, head of Mershaw of America, Inc., a leading rock jobber, testified that the Columbia club deal for his company's existence, which would be a "dropping pin" in the company, his business had increased substantially every year, from a gross of $20,000 in 1959 to a gross of $50,000 to $460,000 in 1962. Schlang also said that he does not regard club as discounters since they obligate customers to buy Columbia album but yet get a discount on other records.

Earlier, Lester Wunderman, head of Wunderman, Ricotta and Kiper, Inc., a Buffalo, N. Y., handles advertising, notified evidence to show that Columbia album is so much better than out of an artist without giving a guarantee."

The House

Ennis also testified at length about his recent phenomenal seller, "Tonight Tonight," which was said by Cadence that was of the kind which gave complete cooperation in operating the album for him. Bleyer said that he does not regard clubs as discounters since they obligate customers to buy Columbia album but yet get a discount on other records.

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Goodies' Off and Running With Help of Browser

NEW YORK—Dealers and distributors all over the country are reporting a brisk sales reaction to Roulette Records' 12 "Golden Goodies" and Kazel, general sales manager for the diskery. Sets contain a very golden collection of rock and roll hits of the 50's.

Kazel said more than 275,000 of the albums have been shipped to stores that are utilizing the point of purchase shelf browser pre-packaged display rack containing a dozen of each of the 12 albums.

"Both the small stores and big users are having a field day with the albums," Kazel said. "The "Rack merchants such as U. S. Records in Fall River, Mass., say that the 'Goodies' far outsell Golden Goodies,'" he said. Kazel attributes the motivating force behind the stores sales not only in stores that have sold loose in store bins.
Capitol Starts Dealing Foreign-Made Disks

Sister Labels Doing Pressing

By LEE ZITO

HOLLYWOOD—Capitol Records last week started domestic distribution of phonograph records produced and manufactured abroad by its sister EMI labels. Operation is being handled by the recently formed Capitol Importing of United Records International Corporation. The foreign-made disks, to be marketed in the U.S., will have both the Capitol and Pathe labels, will be the actual pressing manufactured overseas by HBV, English Columbia, Parlophone, Electra, Loma, Del phosphore and Pathe-Marconi.

Fact that Capitol would import phonograph records from abroad for sale in this country was first revealed by Billboard in its December 22, 1962, issue. The exclusive report detailed CapitoI's formation of a revitalized international operation, headed by CRIC Executive Vice-President Bud Freedman and an executive subcommittee of the last line-up of longshoremen, including Beccich, Christoff, De Los Angeless, Furthwangler, Kreisler, Schnabel, Solomon, Toscantini, and Bruno Walter.

Capitol expects the imported pressings (more than 800 titles) to bolster sales of disks in the classical field (via the Angel label), and provide it with America's largest array of foreign disk productions. Sale of these foreign-pressed disks can enhance the company's earnings in the U.S. market.

IS THE CARIoca NEW THING?

NEW YORK—Maybe River- side's capital city Down South is starting to gain with Charlie Byrd and Cannon ball Adderley's bossa nova record. The Cartier label just issued something called "Brazilian newcomers." The label has picked up an interesting new group of producers, the producer Fred Marshall called "Playing It Cool In Rio." This one, conveniently recorded in his Brazil and in his Brasileiros, provides new interpretations of the carioca.

ARmADA sees capital action

NEW YORK — On the eve of the what promises to be one of the best attended ARmADA conventions in the organization's history, major capital, including an ARmADA representation to various federal government levels in Washington appear to be on the verge of bearing fruit. (See separate story, Page 1.)

The focal point of ARmADA activity—the setting of a trade practice conference for the record industry by the Federated Independent Record Dealers—has been achieved, representatives of such industry told The Music Trades. At a meeting of the Society of Record Dealers (SORD) have met recently with Commission officials here. Element of surprise and the practitioners who wish to be heard are expected to appear at things being held in the Roosevelt Room Business Subcommittee on distribution.

The commission is currently investigating problems of dual-distribution in a number of industries. Contact by the subcommittee's legal staff has already been made with the ARmADA office here and the association's executive secretary, Paul Ackerman, along with treasurer Jim Schwartz, will meet with subcommittee members Tuesday (11) in Washington.

Two weeks ago, top ARmADA executives including Schwartz and President Alton Heflicker, in the company of Schwartz's attorney, Earl Kintner, held a meeting in Washington with members of the FTC's Trade Practices Bureau. A week later, a similar FTC meeting took place with SORD President V. H. (Andy) Anderson and counsel, Dudley Webb. As a follow-up to those sessions it was understood that various record manufacturers are being asked to present their views on the ill affecting the business.

At least part of the current stepped-up pace of activity is being credited to the ARmADA within to get members to contact members of Congress. This campaign was generated at an emergency board meeting of ARmADA held last March in Chicago following the move a few weeks before of the well-known Handelman rack-jobbing organization into the distributing business in Detroit.

So far such an effort as the one spearheaded by Robert L. Humphrey of Minnesota, Sen. Estes Kefauver and Sen. Albert Gore of Tennessee and Congressman Ross Ban, also of Tennessee, have been reached.

All have had some support of distributors in their troubles. It is known that FTC chairman Paul R. Dixon acknowledged one request for an action that the commission was continuing its study of the situation and would continue its work with a view toward effecting at least one of several possible solutions, including a trade practice deal.

Meanwhile, the impact of these continuing developments was being felt in terms of advance reservations for the forthcoming ARmADA Convention, to be held at the Eden Roc Hotel, Miami Beach, June 25 and 26. Close to 200 reservations have already been made for the convention with the meetings still two weeks off.
MEET DION, THE PRODUCER

As Columbia Records' newest A & R man, he's justifiably proud of his first production. It really moves!

THE DEL SATINS

sing

"FEELIN' NO PAIN"

C/W

"WHO CARES"

Columbia Singles Sell!
Victor Streamlines Field Force By Televising Promo Duties

NEW YORK—RCA Victor is streamlining its entire field force operation, by uniting its field and promotional departments under one operation. Victor expects that this realignment of its field operation will give the firm more concentration in key markets.

Far East Robbing Us Blind, Diskman Says

HOLLYWOOD—Plagiarism of American music is rampant in the Far East, Mickey Goldsen, Criterion Films president of the Far East, told Billboard last week upon his return from a two-week tour of that sector. Goldsen had visited Tokyo, Hong Kong, Bangkok and Saigon before going to Hong Kong before the Music Publishers Protective Association.

According to Goldsen, newsstands and bootleggers through the Far East publish pirated reissues of U. S. standards at a fraction of their cost in this country. For example, Goldsen said, often fail to credit the writers, and never list the performers. American publishers are never paid for these deals. When the publication has been flourishing, Goldsen said, because the U. S. music firms do not have representation in these countries, and, therefore, violations cannot be policed.

According to Goldsen, the biggest transgression of songfaring exists due to a strong domestic market for domestic tunes. Popularity of American songs, he said, is prompted mainly by a love of a Chinese and English language, as they learn English than by their actual appreciation of domestic tunes. In the case of Singapore and Bangkok, for example, only the English lyrics are peddled since the Chinese and English residents lend themselves to performing music that is on the radio.

Goldsen said that laws exist in these lands forbidding the unauthorised copying of works. He expects MPA to investigate the possibility of gaining greater protection for the U. S. publishers and writers.

'Mondo Cane' Gets Much Disk Action

HOLLYWOOD—"Mondo Cane," the independent Italian film import, is enjoying unusually wide disk action. The original music, written by R. Geratti, with words by R. Morante and Norman Newell, is published in this country by the Columbia Music Corp. Picture is a Time-Film Release.

The picture, among the first to be handled here by Bob McCleskey, the local rep for the Mark L. Harris Motors, has disk versions under two titles: "Mondo Cane," plus three UA singles, including a Danny Williams jazz single, and "The Fabulous Mondo Cane," plus three original tracks from the original soundtrack. Original soundtrack is by Single and LP (Liberty), Steve Lawrence (Columbia), Della Reese (RCA Victor), Charlie Byrd (Riverside), Cleo Laine (Mercury), and soon to be issued, a jazz version on Cameo-Parkway, and a recording by Katyna Panieri on London.

Kayes to Head Victor Club; Hall Takes His Post

ROGER HALL

WASHINGTON—Leroy Collins, National Association of Broadcasters president, has announced appointment of a 14-member, all-industry rating council designed to oversee all-important NAB radio-TV ratings project.

Donald H. McGann, president of Group W (Washington Broadcasting Company), will chair the NAB's research committee, which intends to develop minimum standards in ratings methodology and a system for computer acceptable private services.

McGann and Collins last month opened the project to Rep. Orrin Hatch's special task force. Hatch's council of broadcasters and clients mandates, in his opinion, the current invasion to radio and television advertising.

The group will hold its first meeting within two weeks.

John Knode In New Post

CHICAGO—Westbound Music, American record publishing division, has named John F. Knodeas national promotion manager. The appointment came last week from Eddie Feldman, general manager of Westbound.

Knode was formerly promotion manager for Mercury's Min- neapolis distributor, Coda Distributing company. Prior to that he was employed as a vocalist in night clubs around the country.

He is a native of the Min- neapolis-St. Paul area and attended the University of Minne- saota. Knode will be responsi- ble for promotion of all West- bound material.

Westbound, which is making its material available to all labels, is concentrating its efforts in the Top 40 area, but is open to material of all types.

Collins Names Ratings Group

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authentic POP GOSPEL sounds
the albums have been good sellers on his racks. Schallang also said he undertook a survey of customers in his local discount store record departments. He interviewed 600 current and ex-club members and they were all buying from us in those departments," he said. "My personal conclusion was that the clubs were not hurting us much.

Fringo Benefit
Schallang is a stereo player, once offered by the club for $7.95, "was a terrific service to the business, and it allowed for new stereo record sales at the time," he said.

Another witness, Alan M. Cohen, treasurer of Cameo-Parkway Records, testified that his company received financial and advertising benefits from the club. Beyond that, he noted that his company’s business doubled each year in the two years since original club affiliation. He felt that retail sales, which were doubled in that period, had not been adversely affected by club offers.

In cross-examination, Cohen admitted that in a recent meeting, Columbia gave permission, for the sake of club sales, to attach a $4.98 list price to a forthcoming album that will bear a $3.98 retail list price for stereo sales. Cameo-Parkway sells both monaural and stereo product normally at $3.98. The album in question is a set by the Maynard Ferguson band, yet to be released.

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May Pick Up Challenge
The management of Mercury Subcommittees might pick up the challenge to such an extent that FTC would have to get busy correcting individual violations brought to light in hearing evidence. Many in the industry felt that the Commission, after its long research into this field, has enough on which to base initial findings before giving final determination in the discrimination, in addition to its present action alleged unfair practices by Columbia Record Club.

The Reover Subcommittees would be hard put to blame through tangled record industry practices where there are not only examples of dual distribution, but undoubtedly some triple and quadruple distributions. Lines of demarcation between the four tiers of record selling—manufacturer, distributor, retailer, consumer—and between different categories of sales at each level, are rapidly disappearing in the business.

Record retailers and distributors have watched giant rock jobbing moves offering moves in distribution; numerous distributors have been forced into one-stop and rack operations; mergers between rackers, distributors and one-stops are accelerating. In some one stops are non-distributing and also selling over the counter. Record retailers say racks persuade people to cross the line into retailing in direct competition with the dealers. Legal and financial frustration in the overlap operations have increased retail and some individual retailers to go to court.

Why Moves Are Made
Many small retailers hold that most of the moves are made to gain better deals from manufacturers—advantages in discount price, in returns, and free goods now going in huge rack operations and one-stops. These retailers feel that the intrusions of discrimination cannot be claimed on the basis of savings on cost-of-production by manufacturers. These independent retailers and some distributors are asking the government to act if this is against the Robinson-Patman law. If the rack, discount, one-stop and record jobber operations hold to the coming pattern of record selling, these dealer want to know that. One segment holds that the old-line standard retail outlet, with produce in depth, could still stay in business, even with all of these operations going, provided there is no price discrimination against him.

WITNESSES TELL OF BENEFITS GIVES

INDUSTRY BRIEFS

S. F. Distsrubs Move
SAN FRANCISCO — A new center for distributors is developing here, known as Apparel City, but by now probably deserves a new name. With the move about May 1 of C and C Distributing Company from downtown on Howard and Stockton streets, (another move about June 15 of King and Overture, another move back to back) there will be a total of six firms located within about a block or two-block area. D and M completed a move earlier this year, and it is reported that two others will be located in the area for about five years.

Field Reps Gordy
SAN FRANCISCO — Field Music Sales has been named Northern California distributor for the Gordy label. . . . Dick Gregory, regional manager for ASD, 2470 Grand Ave., greets the ASCO concurrent with the comic’s engagement at the hungry i. Distribution in the West is up a series of radio and TV interviews by every ASCO artist promoting the new album. . . . A pair of funny men have come to San Francisco, Frank O’Connor and Bert Freed, to do their new program “What a Night” weekdays on KPFA and KTVU. The shows, which started Feb. 21, are part of the San Francisco Free Music program. The TV show will be seen on the city-wide cable system.

De Courniers Cut 1st for Command
NEW YORK — Command’s first folk music album featuring the newly pasted Robert De Courniers Folk Singers will be released shortly. De Courniers and his group of 25 singers and five musicians were signed by Enoch Light after seeing them at the Bitter End. In

Price Chaos

Kapp Negotiates

THE ANSWER TO OUR PROBLEM IS RIGHT HERE IN . . . Billboard

KappBroadens Out, Now Has Bacharach

NEW YORK — Kapp Records expands its field this week of its continuing search and differentiation of product by signing Bert Bacharach, the multifaceted artist's recording contract. Bacharach is the multi-talented writer and arranger who has been involved in writing, arranging, playing and producing his own songs, recording many of his own hits as well as many others. Bacharach's first effort for the label is titled "Saturday Samba" and is the result of his current syncopating success of the off-the-moment "On Top of the World" by Tom Glazer and the Children's Chorus. This hit came as Julian Silverman directed Glazer into an acetate of the disk to Kapp which the label tested and decided was a hit. It is being capitalized on the hit will be on the market this week. Kapp has also signed a new singer, Don Franks, and is recording him (at this) (It has appeared on the Jackie Gleason television show. In the comedy field, the label is recording Bill (Jose Jimenez) De Colores, for a special performance at the Astronaut in Houston. The label is also recording Jimmy Witherspoon again. London had the "Presidents Day" package, a while back. Another Kapp LP in the works is the "Digs of the Chad Mitchell Trio."
Proud of Our Integrity

A newspaper whose comments and critique can be controlled by advertisers cheats its readers and ceases to be an honest newspaper.

We feel sorry for film producers who consider themselves above criticism, and we are amazed that distinguished establishments like Warner and Radio City should stoop to such disreputable, and inept, manner of advertising. They injure their own reputations, and hurt the critic not all.

Most is the sum of journalism's most competent critics. The Herald Tribune is proud of her talent and her integrity. We are also proud of journalistic standards which leave no room for such immoral practices.

(Ed. Note: Billboard is proud of the Trib's integrity, too.)

...UNQUOTE

Buddy Hackett (upon being chided for not introducing two Chinese friends): "Oh, what's the use? I meet them again in an hour, anyway.

Al Jolson Jr. (answering the age-old question): "Unlike Fredric Loewe, Dick Rodgers prefers the string bass line to the piano.

Donald O'Connor (about his youth): "I went to this Hollywood kid actors' school with Judy Garland, but I didn't even know she was there until Mickey Rooney explained the difference.

Al Jolson Sr. (to an employe): "Wagsstaff, you're nothing but a drudgery, creaking sleigh... I like Sassy!

Chubby Checker (denying he'll marry Dee De Sharpe): "Marry a girl? Mary the other chicks.

The President's mother (on charity lecture circuit): "Pope Pius XII gave Teddy his first Holy Communion, I thought with all those spiritual advantages Teddy might become a priest or even a bishop, but he met a beautiful blonde one evening and that was the end of it.

Zsa Zsa Gabor (after her first subway ride): "I'm not one of those girls who are packed in like caviar."

Phil Foster (a baseball nut): "Watching the Mets play is like listening to your wife's goodnight in the hallway... It's exciting, but oh, so frustrating.

Gertrude Berg (appearing on NBC's "Monitor"): "I cried a little when I came to NBC. After the show, her adviser, playing Molly Goldberg, gave, today, doesn't have the slightest familiar face. Was it really 30 years ago that 'The Goldbergs' began? I don't know... Anyway, it's the first time in my life... I don't feel older. I'm still planning ahead just as I did 30 years ago.

Work exhibited a little, pulsing sound. The lightness and the airiness and the line and the rhythm are a fine contrast to the direct, extravagant sound of Sims' and Kellaway's....."

SPEAKERS:ZOMI SIMS

work exhibited a little, pulsing sound. The lightness and the line and the rhythm are a fine contrast to the direct, extravagant sound of Sims' and Kellaway's. Roger Kellaway is one of the most promising jazz piano newcomers to hit the scene in some time. He plays a strong, per- cursive line that moves from idea to idea with the utmost continuity.

He also knows, as do all the players in this group, that a solo must have a beginning, a middlet, and an end, and that the artist any label should be happy to have on its roster. Drummer Walter Perkins and bassist Steve Swallow make a succinct rhythm team. The three tenor sound of Kamuza, Sims and Cobon would make a highly interesting experience and might just happen in the future.

Also on the bill are Chilean humorist Luchio Navarro and young singer Tommy Paxton. The latter is a pleasing youth from whom more may be heard when he has gained additional experience. Navarro specializes in fantastic recitations that reflect his effects (this LP was released recently) done without any aid except the p.a. system. As one way put it, this is one comic who needn't worry about anyone stealing his material. Incidentally, he's more of a comic artist than on disk.

(SAM CHASE)

The Al Cohn-Zoot Sims Quintet is back home, but one of its members is missing. The tenor sax team, complete with percolating rhythm sections and an outstanding young pianist, began another in its frequent extended stays at the Half Note in New York's Greenwich Village Tuesday (4) without the services of one of its founding fathers. Al Cohn is currently writing the charts for the forthcoming Keele Brassette TV show which is CBS summer replacement for Garry Moore. Though Al will not be around to see his first extended basis he is expected to appear on weekends and when his TV duties lessen a bit.

Filling his spot with the group is a tenor saxist of the same school, Reitha Kamuza. In his work with Sims, Kamuza was an able replacement and in stable.

ARTISTS' BIOGRAPHIES

For your programming consideration, here are some pertinent facts about hit record artists. If clipped and pasted on 3 or 5 cards these biographies will help you build a convenient file of such data.

ROLF HARRIS

Epic

PERSONAL MANAGER: Fred Harris. HOME TOWN: Perth, Australia. HOBBIES: Drawing cartoons, painting, sculpting. BACKGROUND: Rolf Harris was a successful performer in Britain and Australia when he came to the attention of the American public. He began studying piano as a child and later taught piano to children. To entertain his students, he developed a show that eventually won him a top place in "The Amateur Hour," an American talent show. He continued his show business in England where he appeared as a cartoonist on TV shows. He hit his peak of fame as a star of novelty tunes, and his records became big sellers in Britain and Australia. His appearance on the "Tonight" show in the U.S. kicked off "tie Me Kangaroo Down, Sport." in this country. Rolf Harris writes his own songs, including his current "SATURDAY-SUNDAY.

LONNIE MACK

Frataternity

PERSONAL MANAGER: Harry Carlson. REAL NAME: Lonnie McLemore. BIRTHDAY: July 14, 1941. HOME TOWN: Aurora, Ind. EDUCATION: High school. HOBBY: Fishing. BACKGROUND: Rull guitar. Lonnie Mack got his first guitar (a $9.95 Lone Ranger guitar) when he was 4 years old. At 6 he was playing and singing country music with his brothers and sisters. When he was 15 he ditched on an electric guitar and started working clubs with his brother Alvin. The next step was his own recording career, and he became known as one of the most successful guitarists in the world. He has had a number of hits, including his hit "Mississippi." LONNIE MACK is No. 57 on the Billboard Hot 100 chart this week.

Tari: Jazz' Gift To Pop Singing

Teri Thornton is a bright, young singing songwriter Tom Paxton. The latter is a pleasing youth from whom more may be heard when he has gained additional experience. Navarro specializes in fantastic recitations that reflect his effects (this LP was released recently) done without any aid except the p.a. system. As one way put it, this is one comic who needn't worry about anyone stealing his material. Incidentally, he's more of a comic artist than on disk.

(SAM CHASE)
THE ORIGINAL

HOOTENANNY

THE

GLENCOVES

SELECT 724

WAY, WAY AHEAD IN RADIO ACTION...SALES...AND THE COVERS!

THE TRUMPET MAN ON "LITTLE BAND OF GOLD"

JOHN MAHALIC

RED WING

COTTON FIELDS

SELECT 725

A GREAT SINGING TALENT FROM MEMPHIS, TENN.

BOBBY WOOD

I STILL HURT

JUST THE SAME

JOY 277

JOY/SELECT RECORDS 1619 B'way, N. Y. 19, N. Y.
DAVE GARDNER IS BACK ON THE CHARTS... WITH HIS FIRST GREAT CAPITOL ALBUM.

BROTHER DAVE GARDNER’S FIRST CAPITOL ALBUM, “IT DON’T MAKE NO DIFFERENCE”, IS RIDING THE BILLBOARD CHART! AND THIS MAY WELL BE HIS BIGGEST ALBUM YET, BECAUSE “IT DON’T MAKE NO DIFFERENCE”

DAVE GARDNER

“it don’t make no difference”

Capitol RECORDS

(S)T 1867
IS BOUND TO PLEASE BROTHER DAVE'S FOLLOWING AND GUARANTEED TO GATHER MORE FANS ACROSS THE NATION TO THE GARDNER FOLD. DAVE GARDNER IS ON CAPITOL NOW, AND IT DOES MAKE A DIFFERENCE.

SO SEE YOUR CRDC REP FOR EXCITING SPECIAL TERMS SURE TO MAKE YOUR SALES ON THIS GREAT NEW ALBUM EVEN MORE PROFITABLE.

Capitol President Alan Livingston presents Brother Dave with Billboard Magazine's 15th Annual Record Artist Popularity Poll for favorite comedy recording.

IT DON'T MAKE NO DIFFERENCE - DAVE GARDNER

Nothing connected with Dave Gardner is simple, but the most difficult thing to understand about his arrival as a humorist is why he did not appear sooner.

In the manner of novelist Faulkner or playwright Tennessee Williams, Dave Gardner uses his own selection of Southern history, custom, and language to force access to unexplored areas of the mind. But his subject matter somewhat transcends the Mason-Dixon line.

As all good Gardner fans know, Brother Dave is a truly loyal Southern boy who holds that the Earth is a Southern planet and that the only reason anyone lives in the North is because "they got jobs up there." The delivery too is in pure Southern with overtones of a radio evangelist. But the subject matter is something else:

"Some people fear the darkness and others run from the light. It is the thing that sustains the two concepts that we are searching for."

Or: "I believe the mind is beautiful, beloved. And you can think about a whole lot more than you can get. (pause) Now! It ain't on that plane!"

But to quote Dave Gardner is, in part, to misrepresent him. The words, without the man who delivers them, can never mean the same — or nearly as much.

As Brother Dave would say: "How you going to explain anything to anybody who hadn't ever?" If you "hadn't ever" heard Brother Dave Gardner, it is certain that no one could tell you what the experience is like.

"Two heads are better than one," may be just a saying to most of us, but to Dave Gardner it is a way of life. Considering the big bomb, he reassured one audience that "we would all go together and maintain our same relative position." When asked the best place to be when the bomb dropped, he answered. "Anywhere you can say, 'What was that?'"

The source of Dave Gardner's material is a method that would horrify almost any comedian working today. He walks on stage to "think." His explanation of the process is a characteristically straightforward enigma.

"If I had to go out on a stage and try to be Dave Gardner, I couldn't. I just have to be myself and think." From the first brush with an audience he erupts in a mixture of anecdote and observation punctuated with every- thing from one line refrains such as "Joy to the world," to the totally unrelated question, "What will the Preachers do when the Devil is saved?" The result of the process is another performance by Dave Gardner.

Today Brother Dave Gardner lives, with wife "Miss Millie," son Dave, 10, and daughter Candy, 12, in a 23-room, 8-bath mansion located in a section of Hollywood, California, which still preserves the grandeur that accompanied the era of the Duenenberg mansion and the pet cheeta.

Creature comforts and aids to divertissement of mansion Gardner include: four sun decks, a solarium, boomerang-shaped swimming pool, grotto with a rivulet, fish pond, gymnasium-sized library joined to a living room that dwarfs the library and has a full pipe organ tucked away in one corner of the room. Sandwiched between a regulation bowling alley and a wine cellar is a basement compartment larger than most living rooms which is required to house the machinery operating the pipe organ.

A guest wing larger than most homes is occupied solely by a myna bird named William who earns his keep by announcing callers on the servants' day off.

Brother Dave's deep love of all things living becomes most apparent when he shows the grounds — six tiers of landscaped gardening now being personally refurbished by the master of the house. One small isolated lawn occupying its own level seems a special favorite. Dave gets a faraway look when he points to the plot and vows that when he has finished cultivation of same it will "look like a pool table."

In his first Capitol album, Brother Dave chuckles over the thought of Norman Vincent Peale having to give serious thought to the Ten Commandments; takes us behind the scene at 1700 Pennsylvania Avenue where J.F.K. shouts "Bobbie!" and Bobby says, "Huh?"; speculates on the acoustical implausibility of the Sermon on the Mount having been delivered from a mountain top; ponders the equality of the "Guvnit" requiring up to 90% of personal income while 10% is said to be adequate for the Lord; and covers names in the news from Barry Goldwater to Jacqueline Kennedy. There is never need to comment on what might come across as Dave Gardner's best. Brother Dave works from one source and always gives his best.

— Hooper Fowler

Cover Photo/Capitol Photo Studio/George Jerren

Produced by DAMNER ENTERPRISES

THIS MONOPHONIC MICROPHONIC RECORDING IS PLAYABLE ON MONOPHONIC AND STEREOPHONIC EQUIPMENT IF CAREFULLY RECORDED. IT WILL CONTINUE TO BE A SOURCE OF OUTSTANDING SOUNDS, REPRODUCTION, PRESERVING THE FINEST MONOPHONIC PERFORMANCE FROM ANY PHONOGRAPHIC SOURCE. COPYRIGHT © 1967. PRINTED IN U.S.A. EDITION: 100,000.

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TALENT TOPICS

HOLLYWOOD

Nelson Riddle and George Greeley have hit the road on separate promotional tours on behalf of their Paradise releases. Both debut on the Frank Sinatra label's June release. Riddle is on a 10-city tour, and will plug five of his LP's as well as the Sinatra film, "Come Blow Your Horn," which he scored. Greeley's travels will include a concert in Atlanta later this month. Jazz songwriter Ruth Price starts a two-week run here at Shelly's Manne-Hole . . . Columbia's Big Miller is headliner artist for a two-week stand at Alex Bookman's La Ronde in New York Philharmonic at Sherman Oaks. Miles Davis and Harry James have been signed to appear at the Monterey Jazz Festival to be held in the Northern California city Sept. 20-22. Deal concluded by the festival's general manager, Jimmy Lyons, calls for the trumpeter and his respective combo and big band.

Andre Previn, whose jazz and pop discords have proved noteworthy, will do his classical cap in a concert tour including conducting five performances with the Philadelphia Orchestra at a week stand at the Galaxy Club, Newport, Ky., this week. Previn has just recorded an album for RCA Victor to be released soon. Pesch is 71.

CINCY.

Larry Vincent, singing pianist and composer of "Don't Go 'Round in Circles," now has his home, 802 Arlington, Park Hills, Covington, Ky., following a recent heart attack which kept him in a hospital for several weeks. Vincent, who also heads up his own label, Pearl Records, put in some 15 years at the old Lookout House, Covington, and Beverly Hills, Southgate, Ky. For the last two years he has been working lounges in the Ohio-Indiana sector . . . Lonnie Mack, whose Fraternity Records waxing of "Memphis" is moving high on the charts everywhere, is currently holding forth at the 600-capacity Guys & Dolls night club in Cold Springs, Ky., near Cincinnati. Last Monday night (3), his home town of Aurora, Ind., toasted a Lonnie Mack Day, with veteran band leader Earl Huffman handling the promotion. More than 300 jammed Aurora's Moore Hall to capacity to see Lonnie do his stuff, with more than twice that number being turned away . . . Stepin Fetchit, veteran Negro movie and vaudeville comedian, who Saturday (8) concluded a week's stand at the Galaxy Club, Newport, Ky., has just recorded an album for RCA Victor to be released soon. Pesch is 71.

BILLY SACHS.

THE CITY'S BUSY SUMMER THEATER SCHEDULE IS STARTING TO ROLL. Melody Top was the first to start with Bob Newhart in "The Golden Fleecing," last week. Jane Morgan follows with "The King and I" June 10. . . The Chicago area's newest music theater, the Dorchester Music Hall in Dolton, starts off June 11 with "Silk Stockings." A host of other summer theaters follow . . . Chicago based orchestra leader Peter Palmer has his Voices and Orchestra played the First Commencement Ball at the Air Force Academy in Colorado Springs, Colo., Tuesday (5) at the wind-up for the
20th Century-Fox Records

A HOT LABEL • A NEW SOUND
A SMASH HIT!

BEACH PARTY

TEX AND THE CHEX

(FOX 411)

—and of course ... also from 20th Century-Fox

THE BIGGEST SELLING ALBUM IN AMERICA TODAY!

CLEOPATRA

FXG 5008 (MONO)  SXG 5008 (STEREO)

Exclusively on 20th Century-Fox Records
**PUBLIC'S BLOSSOMING LOVE OF OPERA**

**NO SPRINGTIME, FLY-BY-NIGHT ROMANCE**

By BARRY KITTELSON

NEW YORK—The popularity of opera in the U.S. has been the subject of frequent speculation—the most extravagant example of which appeared in a recent magazine article which dubbed it a "cultural explosion." Actually, the contrary is true. Evidence points to a gradual, healthy growth of interest which lends the more rational conclusion that there is no more transient love affair, but one that (more important) has the necessary ingredients for survival.

An article in Opera News (November 10, 1962) reported that the U.S. opera community is at least as busy as the number of its members. However, it estimated that the "backbone of the U.S. opera community is still the civic circuit, which consists of companies that work the standard repertoire, usually with top guest stars." The conservative conclusion of Opera News indicated an "increase in weight, not in reach.

**PETER NERO FINDS NEW OPERA TO CONQUER**

NEW YORK—Classically trained Peter Nero, RCA Victor's top selling piano-with-orchestra personality, is in the process of broadening his career on various fronts. Nero will be adding a long-awaited "first" when he gives symphony concerts in Red Rocks, Colorado and the Hollywood Bowl. Having just completed a successful and lengthy U.S. concert tour, Nero will be responsible for his first film score with "Sunday in New York," in which he will also play a small part. He will then travel to Rome to make his debut on the Italian television network on his own hour-long musical.

Next best sellers for Victor are the "Traviata" of Licia Albanese and the "Tosca" with Birgit Nilsson and the late José Iturbi. Nero's current release of "Butterfly" with Leonye Price is reported by the firm to have sold three times as fast as its first 13 weeks on the market as either of its previous two recordings of the same opera. Nero's capital is Victoria de los Angeles.

Peter Nero's "Traviata," which features the voice of Licia Albanese as Violetta and the "Tosca," which stars Birgit Nilsson as Tosca, have been among the top sellers of the season. The success of these recordings, which have been made by the London Philharmonic, has led to increased interest in traditional opera recordings.

Rise's 'Carmen' Leads All

NEW YORK—One of the more popular heroines is Bizet's "Carmen." Interpretations of the ill-fated gypsy have varied as often as social convention. Some have sympathized with Carmen as an innocent, manipulated in the hands of destiny while others have seen in her a tempestuous harlot, possessed of a death wish. Carmen has attracted the fancy of many a prima donna, but while a few have achieved legendary interpretations (Calve, Farrar, Torelli), more have been less than up to the task (Slezak, Ponselle).

American born mezzo Rise Stevens, who has distinguished herself at the Metropolitan in such roles as Manon, Octavian and Delilah, brought her characterization of Carmen to the boards in the 1940's, and through the exposure in film, radio and television became perhaps the most widely known interpreter of the role. Her subsequent recording on RCA Victor in 1951 remains to this day the all-time best selling opera recording in the Victor catalog.

News comes now from London Records that it is releasing the recording of a new Carmen in the person of American soprano Regina Resnik.

She has sung the role in many European opera houses and will perform in it in Dallas next fall.

Well circulated rumor also has it that two other prominent divas will hopefully put their Carmins on disk: Maria Callas (Angel) and Leonye Price (Victor).

**BEST SELLING OPERA ALBUMS**

(Blu-ray SPECIAL SURVEY for the Month of May)

2. MODERN WARS—Boris GODUNOV—Boris Christoff, Various Artists—Angel 3633 D-L.
4. MOZART: COSI FAN TUTTE—Maria Ewen, Various Artists—Angel S 3631 D-L.
5. VERDI: TRAVIATA—Elizabeth Schwarzkopf, Various Artists—Angel S 2847 D-L.
6. COMMAND PERFORMANCE—Joan Sutherland—London OSA 1256.
The staff of Aldon Music-Dimension Records

Don Kirshner as Executive Vice President
in charge of the Columbia-Screen Gems Music and Record Divisions.

Columbia Pictures and Screen Gems proudly welcome.
By BILL SACHS

COUNTRYSIDE "Boogie Woogie Bugle Boy" has been selling out every night this week at the "Grand Ole Opry," the world-famous weekly country music showcase. The Opry is located in Nashville, Tennessee, and features a variety of musicians performing in a variety of styles, including traditional country, bluegrass, and western music. The Opry has been in operation since 1925 and is considered one of the oldest and most prestigious country music venues in the world.

COUNTRY MUSIC CORNER

The Opry is known for its talented performers, including singers, musicians, and instrumentalists. Some of the Opry's most famous acts include Patsy Cline, Dolly Parton, Willie Nelson, and Johnny Cash. The Opry also features a variety of musical acts, from traditional bluegrass bands to modern country groups.

The Opry is a popular destination for tourists and music lovers alike, attracting visitors from all over the world. The Opry's historic theater has a seating capacity of over 4,000, and is known for its vibrant atmosphere and lively performances. The Opry also features a variety of other attractions, including a museum dedicated to the history of country music, and a gift shop selling a wide range of Opry merchandise.

Countryside, Tennessee, USA - The Opry is a popular destination for tourists and music lovers alike, attracting visitors from all over the world. The Opry's historic theater has a seating capacity of over 4,000, and is known for its vibrant atmosphere and lively performances. The Opry also features a variety of other attractions, including a museum dedicated to the history of country music, and a gift shop selling a wide range of Opry merchandise.

Featuring performers such as Patsy Cline, Dolly Parton, Willie Nelson, and Johnny Cash, the Opry is considered one of the most important and influential venues in the country music world. The Opry has a long history of producing some of the most popular and enduring country music acts of all time, and continues to be a source of inspiration and inspiration for musicians and fans alike.

The Opry is also known for its annual festivals and special events, which attract thousands of visitors each year. These events feature performances by some of the Opry's most famous and talented performers, as well as opportunities for fans to meet and interact with their favorite artists.

Overall, the Opry is a must-visit destination for anyone interested in country music, and a source of pride and inspiration for the musicians and fans who have been a part of its history. Whether you're a seasoned fan or a first-time visitor, the Opry is sure to provide a14
Take 28 seconds to read this sign:

This part you are about to handle is the most vital part of the record and how you handle it will determine the quality of the finished record. When you are finished with your operation of this part stop and think, did I pass along the intended quality or did I take away from it by being careless or in a hurry—did I scratch or scuff it—did I make it unsightly by a bad set up. Think of this part, not as a circle of metal, but as 45 minutes of listening pleasure for the customer who purchases the record that is made from this part. Records are bought from companies who give satisfaction, let’s make sure we are the ones who receive their orders by putting your skill and good quality in every record we make.

...now you know what we mean by "quality" at RCA Custom! This sign on the Stamper Machine speaks for itself. All the way from actual recording through manufacture to fast delivery to your distributors, every step is quality-checked when you trust your recordings and pressings to RCA Custom. No wonder, for anything in recorded sound you'll find satisfied customers everywhere say: "Go to RCA Custom!" Give us a call today.

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R & B ROUNDUP

By NICK BIRO
(Chicago Office)

Our recent publication of a disk jockey's letter saying he was discharged because of "payola" suspicions, elicited not a few comments. One of the most articulate came from Sean Morton (Doc) Downey Jr., formerly with KUDL, Kansas City, Mo. Downey recently left KUDL, because of a dispute over station policy. His comments on the non-related payola subject, however, are revealing. He writes: "I have no sympathy for the jock who takes dough, presents or any kind of consideration for playing a record. They're not so better than the players who throw games or shave points.

"Kansas City is a typical example of how payola can ruin a market. This town was and probably still is riddled with the 'grab-buck.' I know, I've been approached. So when distributors and record companies cry 'soft market,' they are the ones who, through their junk releases and 'round-trip' airline tickets, are wrecking the business. We don't need them or jocks on the grab. I would think Billboard, being one of the most respected trade papers in the business, would do something to help clean it up. Set an example for us. Help us police our guys. Payola is bigger than ever. It's gone underground and is hurting record markets worse than ever before.

"Our answer to Doc is simply that the devil do try to help, is that up, if you will. Our job is not only to print the truth, but to air all sides. This space is always open to anyone with constructive ideas about the industry. Let us hear from you. In the meantime, we repeat our comment of two weeks ago. Disk jockeys are in the public eye and public trust. Like Caesar's wife, they have to be above approach.

Record Mart is the name of the new R & B one-stop on Chicago's "The South Side" headed by Tony Bureano, formerly associated with Larry Davidoff, well-known one-stop operator in Kansas City, Mo. Chicago's Pot- ter Distributing Company has picked up the Salem line, formerly handled by All-State here. James Wilberapon, veteran blues singer, recently signed by Prestige's Blue Note label, has cut his first date for them. A single from the still untiied recording is due for March release. Tunes are "One Scotch, One Bourbon, One Beer" b/w "Baby, Baby, Baby...

SUSAN SMITH, newly signed Diamond Records vocalist, celebrated her birthday at Jimmy Weng's Cantonese Restaurant, Chicago, last week, with Betty Ann Powers, AP; Mrs. Jack Hemstock; Nick Bira; Billboard; Jack Hemstock, Chicago's American; Merris L. Diamond, Mercury Records; and Roberts Hoy, AP. Susan is appearing at Chicago's Playboy Club.
WATCH THE CHARTS FOR
THE BIGGEST UPSET
OF THE YEAR!!
FERRANTE & TEICHER
WILL HAVE THE BIG ONES
FROM
CLEOPATRA

FERRANTE AND TEICHER
LOVE THEMES FROM
CLEOPATRA

FERRANTE AND TEICHER ORCHESTRA CONDUCTED BY NICK PERITO

UAL 3290
UAS 6290
### Billboard HOT 100

**FOR WEEK ENDING JUNE 15**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist, Label &amp;INGER</th>
<th>Week Ending</th>
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<tbody>
<tr>
<td>1</td>
<td>SUNDAY; RAIN</td>
<td>Roy Orbison, Monument</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>DADDY ROSE</td>
<td>Dean Martin, Capitol</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>YOU CAN'T SIT DOWN, DON'T GIVE UP, WALK AWAY</td>
<td>Bobby Vee, Parkway</td>
<td>11</td>
</tr>
<tr>
<td>4</td>
<td>DA DOO RON RON</td>
<td>Sylvers, Truth Records</td>
<td>13</td>
</tr>
<tr>
<td>5</td>
<td>BLUE ON BLUE</td>
<td>Brenda Lee, Capitol</td>
<td>16</td>
</tr>
<tr>
<td>6</td>
<td>SOLID</td>
<td>Tommy James &amp; The Shondells, Capitol</td>
<td>16</td>
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<tr>
<td>7</td>
<td>YOU CAN'T SIT DOWN, DON'T GIVE UP, WALK AWAY</td>
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**HOT 100—A TO Z**

**BUBBLING UNDER THE HOT 100**
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<tr>
<th>BEST SELLING SINGLES!</th>
<th>BEST SELLING ALBUMS</th>
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<tbody>
<tr>
<td>Tie Me Kangaroo Down Sport / I Feel Like Crying</td>
<td>HOT PASTRAMI The Dartells DLP 3522</td>
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<tr>
<td>Lawrence Welk</td>
<td>THE BALLAD OF JED CLAMPETT Jo Ann Castle DLP 3511</td>
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<tr>
<td>Wipe Out</td>
<td>DAYS OF WINE AND ROSES Pat Boone DLP 3504</td>
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<tr>
<td>The Surfaris</td>
<td>WALTZ TIME Lawrence Welk DLP 3499</td>
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<tr>
<td>Happy Cowboy / Broken Doll</td>
<td>BUBBLES IN THE WINE Lawrence Welk DLP 3489</td>
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<tr>
<td>Billy Vaughn</td>
<td>THE END OF THE WORLD The Mills Bros. DLP 3508</td>
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<td>Pipeline</td>
<td>JIMMIE RODGERS IN FOLK CONCERT DLP 3496</td>
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<tr>
<td>The Chantays</td>
<td>A SWINGIN' SAFARI Billy Vaughn DLP 3458</td>
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<td>Hot Pastrami</td>
<td>BABY ELEPHANT WALK Lawrence Welk DLP 3457</td>
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<td>The Dartells</td>
<td>NO ONE WILL EVER KNOW Jimmie Rodgers DLP 3453</td>
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<td>Pat Boone</td>
<td>GREATEST ORGAN HITS Jerry Burke DLP 3450</td>
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<td>MOON RIVER Lawrence Welk DLP 3412</td>
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<td>Wink Martindale</td>
<td>THE ANDREWS SISTERS' GREATEST HITS DLP 3406</td>
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<td>The Fireballs</td>
<td>CALCUTTA Lawrence Welk DLP 3359</td>
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<td>Billy Vaughn</td>
<td>BLUE HAWAII Billy Vaughn DLP 3165</td>
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<td>The Lennon Sisters</td>
<td>THE MILLERS BROTHERS' GREAT HITS DLP 3157</td>
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<tr>
<td>Steve Allen</td>
<td>SAIL ALONG, SILV'RY MOON Billy Vaughn DLP 3100</td>
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<tr>
<td>The Chantays</td>
<td>PAT'S GREAT HITS Pat Boone DLP 3071</td>
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<tr>
<td>The Chantays</td>
<td>HYMNS WE LOVE Pat Boone DLP 3068</td>
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<tr>
<td>THE GRAY WALTZ STEVE ALLEN</td>
<td>THE GOLDEN INSTRUMENTALS Billy Vaughn DLP 3016</td>
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**1962's GREATEST HITS**

- BY BILLY VAUGHN

- STEVE ALLEN

- Rinky Dink & Freuchen

**1963's EARLY HITS**

- LAWRENCE WELK

**1963's GREATEST HITS**

- BILLY VAUGHN

**1962's GREATEST HITS**

- BILLY VAUGHN
SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales to chart in Billboard's charts, as of the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners are selected as singles in the country music and rhythm and blues categories are selected to achieve a listing on the Billboard 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 categories.

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

THE CHANTAYS

SCOTCH HIGH'S

(Warner Bros., BML) (3:04) - Listed 28

The group follows up on its "Pipeless" hit with another fine soft sound. It's a pretty guitar instrumental with the sound of the organist's organ-relentlessly pounding the surf. The flip side is "Mansion" (Warner Bros., 2:35).

POP SPOTLIGHT

RICHARD CHAMBERLAIN

TRUE LOVE

(Rushton Hill, BML) (2:04)

I WILL LOVE YOU

(Atco) (2:35-3:05) - Listed 13

Dr. Kilgore has a potent two-sided effort here. The first is a melodic version of The Greenery hit of some time ago. The second is from his recent album, a ballad with strong choral and string support.

POP SPOTLIGHT

PAUL ANKA

HELLO JIM

(Sparks, BML) (3:38)

YOU'VE GOTTEN THE NERVE TO CALL THIS LOVE

(Sparks, BML) (3:38) - RCA Victor 1919

Another big two for Paul. The first is a side with gossamer, Colorado backing questions. Anika sings it in telling effect against fine choral effects. The flip is a lovely ballad side set against the basis of the beat. Both sides have a strong chance.

POP SPOTLIGHT

NEW CHRISTY MINSTRELS

GREEN, GREEN

(New Christy Minstrels, BML) (3:27) - Columbia 42885

The Christy Minstrels have a strong, happy, folkloric sound here that has Harry Belafonte's influence. This is a natural for all types of pop all play and should do well. The flip is in "Babylon" (Cherryhill, ASCAP) (2:17).

POP SPOTLIGHT

RICK NELSON

A LONG VACATION

(Hilliard, BML) (2:07)

MAD, MAD WORLD

(Hilliard, BML) (2:01) - Imperial 1968

Two solid sides by Rick Nelson on his old label each of which has a chance to take off. Hopper is a sunnyИНч песня, penned by Barry Bennett. Side is in a warm ballad, with a stylish reading by Rick.

POP SPOTLIGHT

THE PARKETTES

EL MATADOR

(Disc Jockey, BML) (2:04-2:06)

Here's a solid, rocking number done much in the style of the "Short Stop" (Hilliard) with some of its flair. Song is an oldie Latin waltz that's not as much interest. Could do a lot of business. Flip is "Big Tune" (Adults, BML) (2:17).

POP SPOTLIGHT

LITTLE ESTHER PHILLIPS

WHILE IT LASTED

(Warner Bros., BML) (2:05) - Listed 57

This is a mighty personal, weeper lyric idea given a strong rhythmic twist. The flip side is over hard hitting drums and choice backing. Flip is "Why Should We Try Anymore" (JSP, BML) (2:04).

POP SPOTLIGHT

THE MARKETTS

WOODY WAGON

(Giant-Wal-Mariner, BML) (1:48) - Listed 37

The Markertts, pinning in the surfing bear, have a strong surf disc here that should appeal to fans of the sport. It's a driving rhythm that gets a sharp instrumental performance from the boys. This returns to a wooden wagon theme. Flip is "Cora" (Wal-Mar-Mariner, BML) (2:08).

POP SPOTLIGHT

COSMO

SMALL TOWN GOSSIP

(Out, BML) (2:32) - Sound Stage 73504

The song is about puppy love in a small town, and Genie's title of "Golden Surf" is a rocking choral and driving beat. Both material for the boys, with the flip being distributed by Mercury. Flip is "Things I'd Like To Do" (Teen, BML) (2:48).

POP SPOTLIGHT

TEX AND THE CHEX

BEACH PARTY

(Bullitt, BML) (1:32-20th Century Fox 411

Here's a swaying side that builds in excitement of the way, sparked by a vigorous performance by Tex and the Boys. Surf sound, and middle backing adds much to the disc. Strong lead for both surf and non-surfers. "Learn My Name" (Fred Canyon, BML) (1:47).

POP SPOTLIGHT

TITUS TURNER

SOLVILLE

(20th Century Fox, BML) (2:05) - Listed 148

The pulsing beat that Elzik Washington made a hit of news with recently, is turned into a lively instrumental by Titus Turner over island backing from the band. It will get action for the first on the A.F. stations there, and on repeat could quickly build pop. Flip is "My Darkest Hour" (Blowback, BML) (2:30).

POP SPOTLIGHT

THE PARETTES

TRACK TOWN

(20th Century Fox, BML) (2:05) - Listed 148

...and these hit singles...

THE BACHELORS

CHARMAINE

9584

JET HARRIS & TONY MEEHAN

SCARLET O'HARA

9608

JOHNNY "K"

LEMONADE

9612

THE CANADIAN SENSATION

HINDUSTAN

B.W.

NEVER WILL I MARRY

9609

STICKYBUTS HANDS FROM HER SENSATIONAL NEW LP

CATERINA VALENTE

9621

THE ORIGINAL...THE HIT
BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SURF CITY
Jan & Dean, Liberty 55580

HARRY THE HAIRY APE
Ray Stevens, Mercury 72125

★ REGIONAL BREAKOUTS

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

WIPE OUT
Surfari's, Del 14679 (Miracle-Robbie Hood, BMI) (Boston)

EYES
Earl, Old Town 11141 (Maurine, BMI) (New York)

SPRING

Selig & Paulus, Vox Joy 510 (Kitchel-Comstock, BMI) (Atlantic-Memphis-Nashville)

SURF WALK

American and the Renegades, Piper 7000 (Cyna, BMI) (Los Angeles)

WHEN A BOY FALLS IN LOVE

Net Carter, Darby 1003 (Kegs, BMI) (Los Angeles)

SOMEBODY IN THE NIGHT

Tori Thornton, DownEast 006 (Screen Gems-Columbia, BMI) (New York)

THE MINUTE YOU'RE GONE

Gene James, Capitol 4595 (Regent, BMI) (Memphis-Nashville)

TIPS OF MY FINGERS

Roy Clark, Capitol 4556 (Tree, BMI) (Houston)

POP SPOTLIGHT

FATS DOMINO

ISLE OF CAPRI
(Harms, ASCAP) (2:44-5:44-Imperial 5959)

The Fats Domino thing is up with a good shot for his new highly individualized Immerational concept. It's from the band but the side man play and Fats is in "True Confession" (Fairlane, BMI) (2:09).

POP SPOTLIGHT

DEL SHANNON

TWO SILOUETTES
(Dick-McKeeorgen, BMI) (1:16)

FROM ME TO YOU
(Rhino, BMI) (2:00-4:40 Top 3132)

Del Shannon did as well with his recent "Little Town Filly" LP and these two can do as well. Del's now as much a familiar figure about the lower levels of garage clubs and it's effective on this. Filly, a medium tempo clip, also has a chance.

C.W. SPOTLIGHT

JIM REEVES

GUILITY
(Standard-Turkahn, BMI) (0:09-1:12 Victor 1819)

The smooth and mellow Reeves pipes are heard to advantage here on a powerful ballad effort about a romance in the rocks. Fine backing too. Edie should risk nicely in country and there's pop potential, too. Filly is "Little Town Filly" (Four Star, BMI) (1:18).

C.W. SPOTLIGHT

ORVILLE COUCH

DID I MISS YOU
(Ljubin-Lincoln, BMI) (1:08)

THE LONESOMES
(Ljubin-Lincoln) (1:08) (2:07-Vox Joy 328)

Orville Couch needs a solid base here on the label and they are two more of his. Couch, with his excellent country style backed up and the flip has much the same flavor incorporating a fine swing idea. Either could go.

C.W. SPOTLIGHT

BOBBY HELMS

FRULEIN
(Twentieth, BMI) (0:32)

MY SPECIAL ANGEL
(Beverly Green, BMI) (2:30-Columbia 4250)

Jack Carroll got a solid base here on the label and he has handled them as his initial Columbia efforts. Both were hits before and both can go even again. Match them.

FORTY-FOUR

ACKER CANNON's FIFTY-FOUR GROUP

EVERYONE'S PICKIN'

EIGHTY-FOUR

HIT RECORDS

FOR YOUR GROUP

JUNE 15, 1963

BILBOARD 25

(Continued on page 26)
**TALENT TOPICS**

- **Continued from page 14**

group's Southern and Midwest- ern tour. . . . Nelson Riddle, in town promoting his latest release, the lovely letter. With Forrest Tucker, appearing at the Winter Haven show, is a host- esque sensation that is . . . Bob Adams of Record Sales, Nashville, is fully recovered and back to work. .. Vic (Ben Case) Edward, New York, is supposed to be a big one. It was reported that he has a new act and will be out soon. . . . Atlantic Records has signed the New World's first booking. The Rec-ords (not folk, records) has signed Larry and the Conserva- tives. But I'm sure that the Conserva- tives would see more appropriate if a recuperat- ing in Sinai Hospital in Balti- more after an operation. . . .

**MUSIC AS WRITTEN**

Schwaid & Clark

Bob Schwaid, formerly a jingle firm, and Craig Clark, have added singing and production firm. Publishing wing is called Little Bunker Music, issuing on the C. B. Records. Current disk on the label is "Cruising," with the Council. On one of their disks, with the Councils is out on the ABC-Paramount label, "Sometimes It Gets Lonely." On the Avanti label is another "Gettin' Through Barbara," and "Jean, Let's Get Together." New York

Caddet Distributing is in its new Woodward Ave, home, in Egyptian Shoe City, a new promotion man Gordon Prince. . . . Clint Eastwood signed with Cameo-Parkway. . . . Next Highwayman's set by Juke Rehel- enany is that . . . Bob Adams of Record Sales, Nashville, is fully recovered and back to work. . . . Vic (Ben Case) Edward, New York, is supposed to be a big one. It was reported that he has a new act and will be out soon. . . . Atlantic Records has signed the New World's first booking. The Rec-ords (not folk, records) has signed Larry and the Conserva- tives. But I'm sure that the Conserva- tives would see more appropriate if a recuperat- ing in Sinai Hospital in Balti- more after an operation. . . .

K.A.B. Records, which specializes in gospel music, has been formed in New York.

Charles Segal, publisher from South Africa, is on the scene for a few months to study American methods and secure some master recordings. He can be reached at Southern Music. . . . Virgil Fox, director of the Detroit Symphony, will perform the first public performance of the score of "Daphne," an open-air con- cert June 11 at the Michigan State Fair, in Detroit. . . . A Better record on Tenna has changed titles, "Sweetheart in Love" to "No Ball in This Jail." Dee Jay Records has a new single in "Tommy Harmon." . . . Tommy Mann signed with Falcon Productions. . . . Con- nie Frutech (not only is it going to play before the Queen of Eng- land in a command performance, will but will have the show taped for her personal music collection. . . . Detroit Grand Casino Phonograph is a show recently which starred Edith Barrett and Bessie Barrett. . . . Who is Price's musical director? None other than jazz trombonist and band inside Slide Hampton. . . . One of the Angels at the Sweet Christian, new gospel group, and group is being escorted around town by a top record exec who has a home in Valhalla.

**SINGLES REVIEWS**

- **Continued from page 25**

JIMMY SMITH

**SMITH VIBES**

Tilt Chant (Parts 1 & 2) (Blue Note 1031B, 7-55). BLUE NOTE 176

COUNTRY

PAL BRADY

"I'll Be Crying At The Most" (Son- Tin, BMD 2644-2 -2 -2 New Can- ton, Conn.). BMD 2644-4 (ENG 758)

WARNER MACK

"Don't Ever Change" (Columbia, BMD-2644-4 -2 -2 I'll Step Out Of Myself, BMD 2644-4. DECCA 3106

**RHYTHM & BLUES**

DONALD A. "TENNA" SMITH

**Here Comes The Gain (Bec- kins, BMD-2644-2 -2 -2 Have You Ro- yally (Everything But Love) (Homes- ten, BMD-2644-4). (BMD 2644-4). GATEWAY 750

**ROY ORBISON**

In English Tour

NEW YORK — Roy Orbison is play- ing sell-out shows throughout the land and isyl. Jim McConnell, of the Acuff-Rose Artist Corporation, reports from London.

Orbison's tour began May 17 and will end June 9. Among some of the larger cities he will play are London, South Hamp- ton, Nottingham, 10th of July, Liverpool, Manchester, Bar- mingham, Glasgow, Newcastle and Leeds.

He is also appearing on several BBC radio shows including the popular Go Man Go show.

This is Orbison's second trip abroad in the past year, and is re- making the tour with him, and iselping in the tour is his wife, with release, "Falling," on the Monument label.

McConnell said he is setting up appearance dates for other Acuff-Rose artists in Germany, England and Ireland.

**NAME ED SARGOY**

NEW YORK — The Copyright Society of the U.S.A., celebrating its 10th anniversary this year, elects Edward Sargoy as its new president at the annual meeting of the board of trustees. Charles Sarnoff, former secre- tary, and Sidney A. Diamond, former vice president, were each elected vice president and assistant treasurer. Other officers elected were: Edward M. Cramer, treasurer; Morton Osher, assistant sec- retary, and Sidney A. Diamond, assistant treasurer. Professor Walter Franklin was elected executive director of the society for a two-year term.

Johnny Clyde Copeland, who has a new single recorded, "Mississippi Bendin'," is at the club from Sundays to 5 p.m. This is being billed as the Art Boxwright combo.

The Wanderers Three, a local folk-singing trio, will join the Bill Dana show slated here at the Music Hall on June 11. The Wanderers are Tim Evans, Ernest James and John Mills.

**IT'S JUNE!**

and look what's bustin' out all over at REPRISE! (see opposite page)

**THE CONCERT SINATRA**

**NELSON RIDDEL CONDUCTS HIS SCORE**

—COME BLOW YOUR HORN

**THE ACADEMY AWARD WINNERS**

LES BAXTER

DEAN TES MARTIN

RIDES AGAIN

LITTLE GIRL BLUE

LITTLE GIRL NEW

KEELEY SMITH

**FOLK BALLADS FROM EDGAR ALLEN POE— IVY LEAGUE TRIO**

—LOVE—ROSEMARY CLONEY

**ISALUAL—JOAO GILBERTO**

JON HENDRICKS

**GETTING SENTIMENTAL OVER TOMMY DORSEY—JO STAFFORD**

**SUMMER HOLIDAY—JIMMY GRIFFIN**

**Piano Rhapsodies of LOVE**

GEORGE GREELY

**TRINI LOPEZ**

AT P.J.'s

**SMASH SOUND!**

Surfin' Hootenanny

962

Al Casey

STACY RECORDS

1918 PRAIRIE

CHICAGO 16

**BREAKING BIG ON BETT-COE**

Actors in Philadelphia, Miami, Dayton, Tallahassee, nine cities.

"CHECK THAT BABY OUT, ONE TIME"

K.W.

"Young Guns in a Spring" by Randy Prouty & The Beachcombers booked by The Jordanians.

Bett-Coe A-103

PLUS

"OVERRIDE ALL" DR.

"Keep 'Em For A Hobby" by Christina & The Beachcombers backed by The Jordanians.

Bett-Coe Distributors: Bob Miller Box 3059, Eliot, Maine; W. Miller, Box 25, Pawtucket, R.I.; Alspec, Box 206, Detroit; Rich Bros., Box 200, San Francisco; Walter E. Perrella, Ogdens, Idaho; Henry Roberts, Rock Island, Ill.; Ira Shapira, New York; Ray White, L.A.

**BETT-COE MUSIC**

1807 27th Street Southwest, Miami, Fla.

Phone: 305-263-4341

**Chart Busters**

"Pride and Joy" Marvyn Gaye Tamla 54075

"Your Old Stand By" Mary Wells Motown/Julama Records 2646 W. Grand Blvd., Detroit, Mich.
IT'S JUNE!
and look what's bustin' out all over
at REPRISE!
(see catalog listings on facing page)
Thousands have seen it. Millions read about it in *LIFE, TIME, NEWSWEEK* and almost every other leading magazine and newspaper in the country. Everybody's talking about it. The complete 3-act play on 4 LP's -- set includes a special 16-page booklet.

The Prizewinning Play of the Year

New York Drama Critics Circle: "Best Play 1962-63 Season"

5 Antoinette Perry "Tonys": Best Play, Actor, Actress, Producer, Director

**WHO'S AFRAID OF VIRGINIA WOOLF?**

Richard Barr and Clinton Wilder present

UTA HAGEN  ARTHUR HILL  GEORGE GRIZZARD
in
EDWARD ALBEE'S

**WHO'S AFRAID OF VIRGINIA WOOLF?**

with Melinda Dillon

directed by

Alan Schneider

produced by

William Rose
produced for records by Gerald Albinson

THE ORIGINAL BROADWAY CAST RECORDING IS ON COLUMBIA RECORDS®
Beyond back Dale and the Hurt selling Jeremy Geidr, and the current set of tunes they've produced. This year: "The Cookies Little Eva Carole King Dimension LP 6001 (M) A solid offering by the top stars of the Immediate stable, including a group of the current hits, and their versions of hits by other artists. The overall quality is high, with Tony Sarto's "Daisy Bell," among others. The album is a runaway hit, with sales of over 500,000 copies."

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ALBUM REVIEW

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# Billboard Top LP's for Week Ending June 15

## 150 Best Sellers—MONOAURAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Week</th>
<th>Title, Artist, Label</th>
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<tbody>
<tr>
<td>1</td>
<td>50</td>
<td>&quot;SAY IT IS NOT SO,&quot; INGRID TURK, RCA LPM 2420</td>
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<tr>
<td>2</td>
<td>51</td>
<td>&quot;HEART SONG,&quot; INGRID TURK, RCA LPM 2420</td>
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<td>3</td>
<td>52</td>
<td>&quot;SAY IT IS NOT SO,&quot; INGRID TURK, RCA LPM 2420</td>
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## 50 Best Sellers—STEREO

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<td>61</td>
<td>&quot;HEART SONG,&quot; INGRID TURK, RCA LPM 2420</td>
</tr>
</tbody>
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*Note: The image contains a table with detailed information about the top LPs for the week ending June 15, including mono and stereo versions.*
Another tremendous record by The Queen Of Country Music... “The Wonderland By Night” man in his biggest yet...

I GAVE MY WEDDING DRESS AWAY
KITTY WELLS
DECCA 31501

DANKE SCHOEN
BERT KAEMPFERT
DECCA 31498

A great record breaking nationally...
SANDS OF GOLD
WEBB PIERCE
DECCA 31488

The “Big Noise” for ’63...
INDIAN LOVE CALL - PART 2
COZY COLE
CORAL 65571

A double-barrelled hit...
IF I COULD HOLD BACK THE DAWN
I’M GONNA BRING YOU DOWN
GOLDIE HILL
DECCA 31496

A new star with a great new record...
JUST OVER THE LINE
PENNY JAY
DECCA 31489
SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

EVERY DAY I HAVE TO CRY
Steve Alaimo, Checker LP 7085
Steve Alaimo has a great voice and he's very successful with the young set and now he has a great voice and has signed the best deal for the singer/actress/producer/artist that he/David has made签约了代唱/演员/制片人/艺术家。The deal has included the best recording and distribution deals. He's starting to make a name for himself, and the record company is working hard to promote his music. He's a real talent and has the potential to become a major star in the music industry. A real young record all the way, with Alaimo in good form, with rockabilly backings that make it really fun.

POP SPECIAL MERIT

DIVORCE ITALIAN STYLE
Sound Track, United Artists UA 4106 (M); UA 5106 (S)
For those who have already put the pieces together, this is the ultimate puzzle. This is the final piece of the puzzle that was the Cannes Film Festival award "Best Comedy" and the Golden Award for "Best Screen Play." This album will reveal some of the missing pieces of the puzzle. A definite sitter.

POP SPECIAL MERIT

HELY WEST
Vanguard VS 9124
Helcy West is the latest in a series of younger, female, pop singers who have been signed by the label. She has a very nice voice and is set apart in the jazz field, with her natural Rawlins, battlefield, and country sounds, etc. She has a very nice voice and has been working hard to promote her music. She is a definite sitter.

POP SPECIAL MERIT

SANDY BULL: FANTASIES FOR GUITAR AND BANDO
Vanguard VS 9118
Sandy Bull is a must intriguing young guitar player. He has a great sense of style and his folkish/rocky style is very popular. These are included with some our top pick artists. The quality of the recording is very good. The album is well worth listening to.

JAZZ

Chris Ludwig Quintette
Second St 1041 (M); SLS 1044 (S)
Here's an album that's great for kick's and kicks for sure. This is a very easy to follow kind of the Luy. The LP is a great deal for the record company. He has a great band and is very much a jazz artist. He is a real talent and has the potential to become a major star in the jazz field.

CLASSICAL SPECIAL MERIT

A TREASURY OF MUSIC OF THE RENAISSANCE (12")
La Societe de Musique D'Autrefois
Elektra Records 2400
A must album, but not worth the price of admission. The album is very well done and is considered a classic. The music is very well done and is considered a classic. The music is very well done and is considered a classic.

CLASSICAL SPECIAL MERIT

CASADASO: SECOND SONATA, MIL: MAUDI: L'ALBUM DE MARIME BOVARY
Granat Johannsen, Guild 24505
Now that Errol Grant has been named the president of the French Film Festival, it is expected to attract many more artists. This is the first time in over 20 years that the festival has been held in France. The album is well worth listening to.

CLASSICAL SPECIAL MERIT

HANDEL: SAUL ORATORIO (3-1/2"
Various Artists, Vanguard BV 6427 (S)
The following paragraph is a quote from the reviews. The only one of Handel's famous works in this genre, and Van Eyck's favorite, is especially well done. The album is a masterwork of music. It is the most successful of all Handel's works. He has been called a master of the English choral style. The album is well worth listening to.

CLASSICAL SPECIAL MERIT

THE STEEL GUITAR HALL OF FAME
Various Artists, Starday LP 222
A dozen country artists circle the country's most successful recording. Their recent album was a great success and has been a hit with the public. The album is well worth listening to.

CLASSICAL SPECIAL MERIT

MESSAGE OF HOPE
Reverend Alfonso Woolf's: Choralism
Aren Vahlsom, European J 2105
A new success story of efforts. The Catholic Children's Choir of Chicago introduces a short piece with five squares. The piece is a great success and is very well done. The album is well worth listening to.

CLASSICAL SPECIAL MERIT

THE BLUES, VOL. 1 AND VOL 2
Various Artists
Angel LP 4026 & 4027
Here are two outstanding collections, each of which contains a selection of blues greats and their respective categories. They are all top pick albums.

SLOW GLOW

Anita Arey, Ave A 16 (M); AS 16 (S)
Nancy is a young, talented singer who was working hard. She has one of those soft, simple, yet emotional voices that makes of of the year. The album is well worth listening to.

WALT DISNEY PRESENTS SUMMER MAGIC

Various Artists, Buena Vista BY 4025
Disney record producers have managed to become successful artists in various industries and it is expected to attract many more artists. This is a great album and is well worth listening to.

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BREAKOUT ALBUMS

**NATIONAL BREAKOUTS**

**MONO**

**I LOVE YOU BECAUSE**

Al Martino, Capitol T 1974

**STEREO**

**UNITED STATES MARINE BAND**

RCA Victor LSP 2697

**NEW CHRISTY MINSTRELS TELL TALE TALES!**

Columbia CS 8177

**BARBRA STREISAND**

Columbia CS 8107

**NEW ACTION LP's**

These new albums that have been signed by the Billboard LP's are getting strong sales action on dealers in major markets.

**MONO**

**THE UNITED STATES ARMY FORCE AND THE SINGING SERGEANTS**

RCA Victor LPM 2065

**Vladimir Horowitz, Columbia ML 5851

**DION SINGS TO SANDY**

Liszt 1967

**THE UNITED STATES MARINE BAND**

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**NIGHT LIFE**

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Moodsville NJ 39

**COLEMAN HAWKINS SONG**

Soulville 1969

**TERRY DELL**

Mill Jackson Sextet, Riverside RM 1967 (M); RM 9446 (S)

**DARKTOWN STRUTTERS BALL**

Various Artists, Riverside SW 2023

**ILLUSION**

William Green & the Marx, Ballad Jazz, Vol 3, Vol 4 (M); Vol 5 (S)

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Our Men Abroad

Co-Operation Key To Soundtrack Hit

By Don Wedge

London—Jerry Raker, general manager of Colpix Records, was with United Artists Records for a spell until his move last summer to head Colpix and the executive has a special inside knowledge of soundtrack albums from movies. Many film scores are issued as albums. He says not many of them are really successful. Those that do hit, however, tend to hit big, Raker explained.

The Colpix toppper was in London to make sure that one that will have hit when it arrives in the late fall will be the soundtrack of "The Victor," a film made in Britain by Carl Foreman for Columbia with a score by Scl Kaplan.

The Colpix chief timed his visit to sit in on the rough cuts and soundtrack discussions with Kaplan, Foreman and other Columbia executives to determine the shape of the music. Kaplan had been here from November to May doing the scoring.

Wally Sott, one of Britain's more brilliant arrangers and recorders, is working in conjunction with him on the scoring and the actual sessions.

The possibilities for the success of the Colpix score seem excellent. Much of the music was written by Scl Kaplan.

He was in London twice; the second time was to attend the launching ceremony for the Colpix label, province, with British distribution by Pye continuing. He told me of the approach to "The Victor" music, to be out on Milan, Rome, France, and Amsterdam. He met Colpix distributors on the Continent for the first time.

He noted that the problems of one distributor were often the problems of another, although it was thought it was peculiar to himself.

Colpix is countering this by planning an international promotion some time in February to which all European distributors will be invited. A second way of providing the fullest information from the U.S. in the form of a regular newsletter containing a great deal of Colpix's international man. Wally Raker on the tour through Europe with a regional sales manager left to return home after a whirlwind tour of the continent. Colpix distributor convention being held in Miami June 25, Waker plans to attend. He is talking to the remainder of the label's European distributors.

"Move Baby Move..." London Records has signed Joyce Brothers, the all-time U.S. No. 1 hit with "Baby Baby..." Joyce Records, an offshoot of EMI, is releasing "The Ballad of Billy Nudie" which will be a tie-up with the release of the Paramount flick "Billy Nudie" to hit the screen in August.

London will also see the Dot discing of "The Gravy Wagon" with all the sales and promotion behind the success of the Mel Torme Atlantic pressing which has taken off like a rocket. Capitol is releasing June 6 the old Nat Miller single "Go Back Home..." You Sold Me" telling of the success of "From a Jack to a King." W & G. Melbourne, notified retailers in the State of Tasmania and New South Wales that his company will distribute the Melbourne Special label.

Festival is preparing to release the third stereo series of albums for the Soundtracks of Japan. W. & G. with this month's release, continues to issue a Star-War collection, the latest being "The Bluebird Hill of Fame" on the Gem label, using the original Starday Jacket... The Seekers have a contract with W. & G., Roy Farr, manager of Exxon Music, has left Sydney on a four-week tour of England and America... Festival signed a new management group, The Vibrations.

WB Tests Out LP's in Europe

New York—Warner Bros. Records has begun a small experimental release program which will feature albums that have not previously been released in the United States. The label is one of the few in the States that owns Buddy Cole and Sven Asmussen through Teldec in Germany, and the other features John Buck, who has had hits in Germany, Switzerland and Austria. All WB distributors will be able to draw on the Teldec supply for local release before they press the identical recordings.

The first two albums are "How Green was My Valley," an English language interpretation of the Richard Llewellyn best sellers, and "Melodien," a well-known German LP. The Ricordi series has been noted as a German hit for an LP's entire run.

Movie Songs in Minor Key At Cannes Fest

Cannes—Music from sound tracks has been somewhat less prominent at the 16th Cannes Film Festival with no new outstanding song from Italy. Songs of Greece "Avez-vous Brahms?" and the "Thicker than Water" theme from the French film have been best.

Barclay Records, which seems to dominate the sound track situation in France, has the rights to the track of "The American Rake" by George Garvanetz which is probably the outstanding musical treatment offered here. In the American side the best music score turned up in Elmer Bernstein's "To Kill a Mockingbird."

Top sound track promotion was by Columbia Pictures which has been preparing for the release by Federico Fellini's "81/2" for areas outside the United States and Canada. The film company actually distributed the Italian CAM recording of the score, which was composed by Nino Rota.

General promotions apt to come up in the future will be with the scores of "Two Days and Two Nights" distributed by 20th Century on a world-wide basis. Henri Colpi, who worked with "Codillo," French-Romanian production which he directed, has just written "Defense and Illustration of Music in the Film" which has been published by Societe d'Edition De Richerches et de Documentation Cinematographiques of Lyon, the first thorough study of the film sound track.

An interesting sidelight of the film festival was a special two-week festival presented during the last two weeks of June. The film, hand-picked by the Whisky A Go Go chain of bars which are found in the U.S., Canada and North Africa. During playing of the selected films have been shown with record cards, to accompany the discs. Co-sponsored by Record Mirror magazine, La Disographie Francaise they presented 20 such films for the first time before a jury which included Charles-pane, grand prix of Colpix's first top recording stars.

Decca, Other Labels Bid For Share of RCA's Sun

Rome—With the announcement of 12 summer disks by RCA Italiana, originating off the summer song in 1960 who have developed the field with no competition will now every of any importance is off and running.

Decca has come forth at the last minute with "Our Day Will Come," and the "I've Had Enough" duets. The RCA list includes songs by Neil Sedaka and Paul Anka in Italian, English titles from Rony and Dnne Eddy and a French number by Charles Aznavour. Italian songs are by Rita Pavaone, Nino Fidenco, Eduardo Vianelli, Rino De Candido, Gianni Meccia, Gianni Morandi and Gino Paoli.

Of most interest to the trade is whether the multiplication of sellers will augment interest or decrease sales. RCA's promotion will include competitions in stores and juke box operations with prizes to those who report most closely to the national standing of the 12 disks.

During the week September 29-October 5, George Mark and Dario Soria, president and vice-president respectively of RCA, and Giuseppe Oronti, director general of the Italian company, will close the season with awards to artists and dealers in a special event in Sicily.

Belgium

Rocco Gets Hit 2nd Time Around

By Jan Torfs

Stautenbeekstraat, 37 through. One of the biggest hits of the last two weeks is Rocco
The dark continent is certainly not in the dark as regards American music. We know—we have been selling records there for many years and a large proportion of them consist of American recordings.

The E.M.I. company in South Africa goes by the name of E.M.I. (South Africa) Pty Ltd., Johannesburg. It operates a record factory (pictured below) and maintains an effective and aggressive distribution throughout the Southern Hemisphere. E.M.I. records are also being pressed in Southern Rhodesia and a new E.M.I. plant is just starting operations in Nigeria.

You will find E.M.I. records in all the countries of Africa.

So goes the pattern of E.M.I.'s record business all over the world. E.M.I. records are being pressed today in forty different countries and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.
rendered in Japanese language by most popular artists and set to original music untouched. Each record contains a six-page color picture book.

Shisekai (New World) Records, agent for the Soviet State Overseas record company, cut one 12-inch LP (both stereo and monaural) in Moscow State Chorus (77 members) which includes numerous Russian folk artists.

Canadian ballader David Treadway April 25 for a six-week tour. - The Thelonious Monk Quartet's first concert was given at Sankeys Hall May 13 to a full house. . . . Jimmy Rushing performed on the same bill.

Miles Brothers performance are slated to be given on three days from June 5 at Sankeys Hall. . . Montovani gave seven shows in Tokyo.

Chemi Eri, who introduced "Tennessee Waltz" years back, taped "Tennessee Teardrops" in Japan and Europe for King Records. . . Paul Anka's "Crying in the Wind" is also painting popularity and Nippon Columbia, Nippon Victor and Toshichiku (Disca) rushed their Bela Lugosi, their Japanese versions.

Connee Freymann's "I'm Gonna Be Warm This Winter" (in English and in Japanese) is still selling as the weather was too warm. Shinko Music, which controls the best selling song, set a smart Japanese version of the record which has nothing to do with the season. Tordbodalen's "At the Disco" was given its Japanese version by Miyeko Hirota.

**PHILIPPINES**

Tagalog Brings Filipino Tears

By LUIS MA. TRINIDAD

264 Escolta, Manila

Ruben Tagalog, the king of Kundiman, has a new single released by Villar Records. The single is titled "Anawit". While still on the subject of pop ballads of local origin, "Tawag Ng Tanghalan", champion of 1962, Conchita Penalosa, heading a new single in Villar titled "Emporte Since You Left Me". Conchita, who has recently broken her arm, is still making three singing offers in Okinawa, Hong Kong and Japan.

Carl Greenberg, of Tallman Sales Company, has been given a contract for Miguel the book.


Las Vegas Festival at the Araneta dome coliseum was easily the most successful Filipino festival in the world. The event has been seen locally. The festival presented a glittering array of Filipino stars and performances headed by Plinna Corrales, Dominguez Matunis, Ruben Tagalog, Raul Sisio and Junior Rondalla, along with many others.

**VENEZUELA**

Cabrera Makres New Picture

By ALVARO PENALVER C

266 Escolta, Caracas

Hector Cabrera made a movie, "Las Tres Elenas", in Columbia. Afterward he will visit Mexico. Last Cabrera LP on Velvett is "Romantico y Baile".

"El Perico" folk group is issuing RCA de Venezuela for $30,000 (U. S. A.) approximately.

Twelve bolivares (about $2.50) is to be paid at All Star Festival LP in Venezuela.

Sound technician Alejandro Plaza quit and began to work at RCA de Venezuela and Fonograma.

An association to prohibit tape recording imports with only music on them has been formed.

Spain has signed an agreement between the Association of Spanish record producers and the Association Venezuelan.

New instrumental LP by Jose Enrique Serrano was recently issued on Palacio.

Cuban singer Orsola Contreras is the best in record sales in Venezuela at present. Three LP's by Orsola have been cut: "A Pleno Sol" on Velvet, "Xox y Estilo" on Gema and "Este es Orsola Contreras" on Palacio. His song hit is "En Un Beso La Vida", old tango in version of bolero.

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<td>IT'S MY PARTY</td>
<td>By Warner-Chappell</td>
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<td>By El-Nakamura-Beachwood</td>
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<td>Published by Famous</td>
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<td>STILL</td>
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<td>BIRDLAND</td>
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<td>30</td>
<td>COME AND GET THESE MEMORIES</td>
<td>By Spencer-Davis-Published by Jenkins (BMI)</td>
<td>Published by BMI (BMI)</td>
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Best Selling Record Listed in Bold Face

1. IT'S MY PARTY-Leon Grant, Mercury 74181.9.
2. SOUTHERN—Kris Kristofferson, Capitol 4999; Billy Vaughn, Dot 22044; Monogram, Mallo 7119; T. Fox, Mallo 7148.
3. YOU CAN'T SIT DOWN—Dorothy, Parkway 867.
4. DA DOO RON RON—Cristal, Mercury 1498.
5. I LOVE YOU BECAUSE—Al Martino, Capitol 4033; Great Jones, Capitol 5807.
6. BLUE ON BLUE—Booby Vinton, Epic 1259.
7. STILL—Bill Anderson, Decca 21164; King, Silver, Atlantic 1201.
8. 10 THOSE HAZY-CRAZY DAYS OF SUMMER—Terri Carter-Published by Comet (ASCAP) | Published by BMI (BMI) | 4            |
9. TWO FACES HAVE I—Lou Christie, Roulette 4481.
10. HELLO STRANGER—Barbara Lewis, Atlantic 1267.
12. BLUE ON BLUE—Booby Vinton, Epic 1359.
13. LOVING YOU—Dorothy, Capitol 4999; Brenda Lee, Decca 21472.
15. HOT PASTRAMI—Betty, Dot 1459; Paul & the Statleraires, Roulette 4469.
16. ANOTHER SATURDAY NIGHT—Dr. Hook, Vee-Jay 1816.
17. PRISONER OF LOVE—James Brown and the Famous Flames, R&B 5729; Sarah Black, Kent 992.
18. FOOLISH LITTLE GIRL—Simples, Imperial 103.
19. ONE Fine DAY—Chiffons, Casino 379.
20. WATTSI—Ray Barretto, Tlen 418.
21. TAKE THESE CHAINS FROM MY HEART—Ray Barretto-Published by Little Dipper (BMI) | Published by BMI (BMI) | 5            |
22. THE GOOD LIFE—Ray Barretto-Published by Park (ASCAP) | Published by BMI (BMI) | 2            |
23. THE LOVE OF MY MAN—Ray Barretto-Published by Sylvia (BMI) | Published by BMI (BMI) | 4            |
24. I WILL FOLLOW HIM—Ray Barretto-Published by Leeds (ASCAP) | Published by BMI (BMI) | 11           |
25. WILLOW DAYS—Ray Barretto-Published by Kimmier (ASCAP) | Published by BMI (BMI) | 2            |
26. IF MY PILLOW COULD TALK—Ray Barretto-Published by Sea of Tunes (BMI) | Published by BMI (BMI) | 2            |
27. SHUT DOWN—Ray Barretto-Published by Sea of Tunes (BMI) | Published by BMI (BMI) | 2            |
28. STRING ALONG—Ray Barretto-Published by Blue Grass (BMI) | Published by BMI (BMI) | 1            |
29. COME AND GET THESE MEMORIES—Ray Barretto-Published by Jenkins (BMI) | Published by BMI (BMI) | 2            |
Radio at Top of Its Form in Nat Observance Promotion

NEW YORK—The National Association of Broadcasters has reported that this year's observance of National Broadcasting Month was the biggest and best ever held.

A sampling of what stations did last month with the "Radio... The Mobile Medium" theme found stations placing the promotional angle to the hill.

More than 2,000 license frames were served in a five-hour period from KJAN's remote unit in Atlantic. In Des Moines, the first hour of the mobile promotion featured two music tapes by the KJAN Reel Tops.

WJKW, Detroit ran a "Faithful Listener" contest, awarding portable radios to listeners who wrote the best letters on why they were the most faithful listeners.

See a Deejay

To prove that people are still interested in deejays who look like, WOWO, Fort Wayne, Ind., set up operations during May from 9:30 a.m. to 8 p.m. in a corner window of the city's leading department store.

WL Radio in St. Louis offered a contest in which the station's "Your Name's the Game" listeners were invited to submit the name of their favorite WL personality, together with their address and phone number. If the deejay on duty drew a card with the listener's name on it, that deejay would give the caller a transmitter radio.

WEEL, Minneapolis, held National Radio Month with a barrage of jingles accenting the moving five by seven cards.

Southern Touch

Four contests were run by WFDF, Greenville, S.C. Station's radio personalities were asked to listen to the hours they listened most to radio and call in their favorite stations. The second contest sought the best joke listeners heard on WFDF, the third contest gave the listeners a chance to tell when their favorite radio personality was on the air, and the final contest invited the listeners to tie in the number of advertisers. WFDF would have within the May 23-29 period. Each contest winners would receive a Top 45. WWRV-FM, New York, Radio Line to Launch a series called "Radio Rediscovered," which uncovers some of radio's finest personalities.

Programs included in the series were "Could Be," a 90-minute script on popular use of nuclear power as he's getting from ice figure here from the fans of the 3-7 P.M. "Complete" aired Monday through Saturday on the Star "station in Cleveland. Barrett features lights, lights, lights, music and personal comments punctuated with piano leads—plus the LP chip on "Beautiful Music Radio." Barrett, who joined WJR Radio in September as a newcomer to the Cleveland radio listener. He's handled air stints on WGAR, WDKO and KYW.

Focus on the Deejay Scene ...

WATCH IT FELLA; you're slobbering all over the ice figure here from the fans of the 3-7 P.M. "Complete" aired Monday through Saturday on the Star station in Cleveland. Barrett features lights, lights, lights, music and personal comments punctuated with piano leads—plus the LP chip on "Beautiful Music Radio." Barrett, who joined WJR Radio in September as a newcomer to the Cleveland radio listener. He's handled air stints on WGAR, WDKO and KYW.

Ethnic Shows, C.W.

Coupled in St. Paul

By ROY WIRTZFIELD

ST. PAUL—Radio Station KTWN, here, which passed to new ownership recently, began (June 2) its new program format of country-western music plus "old-time" German, Polish, Scandinavian and other national music, the old New City station offering such ethnic material.

The station becomes the second in the Twin City market now featuring country and western.

City Broadcasting Company, Milwaukee, operating WMIL-AM and FM in that city with a similar c.w.-old-time format, acquired the St. Paul station from Franklin Broadcasting Company, and dropped the station's former programming of "good music."

Jeff Poier, director of public relations for City City, explained that the new owners surveyed the Twin City market and found it very similar to Milwaukee in ethnic group breakdown.

He pointed out that about one-third of the Twin City population in first- or second-generation European or Oriental immigrants.

Late Stint

KTWN's competition for c.w. listeners comes from Station KTCR, Minneapolis. However, KTWN has the advantage of running from 6 a.m. to midnight, while KTCR is a daytime-only broadcaster.

KTWN's program day is divided into three-hour segments, opening with c.w. programming until 9 a.m., followed by three hours of old-time music, with c.w. and old-time programs in three-hour afternooen segments, closing with six hours of combination c.w. and old-time.

Foreign Beat

Added to this will be some foreign language programming, including Sunday religious themes. In its application to the FCC, KTWN's new owners said they wanted to serve the foreign-language groups of this area.

A program similar to one now offered at the Milwaukee station, in which German songs with commercials given in both English and German, is also being considered for KTWN.

The station is using records from the Milwaukee station's library, until direct distribution begins locally.

Sue Shear is station manager.

(Continued on page 43)
DOM McNEILL'S "Breakfast Club" singers, Bob Newkirk and Mary Anne Luckett, snapped with Mrs. Jeanette Helme, vice-president and general manager of WCVT, Cincinnati, during a week at the Netherlands Hills there to week (3) to celebrate the station's affiliation with the ABC Radio Network. Newkirk, who records for Mercury-Philips, has a new album, with big-band background, coming up for release soon.

STATION DAFFIER THAN USUAL, MCLENDON SAYS
SAN FRANCISCO—We take you now to the editorial offices of radio Station KABL for an expression of opinion by the station. The speaker is Gordon McLendon, station manager.

"It is spring, the season of spring college riots, party raids, status upgrades, and other general nonsense. Even radio stations may get daffy. "Billboard (Talent Topics, May 18) writes that Oakland rock and roll Station KEWB won't play the records of a musical group called the Cables, because of the existence of a rival Oakland station with the call letters KABL.

"If this be true, gentlemen at KEWB, what next? Will you forbid employees to ride the cable cars? Or refuse to accept cablegrams? Or maybe ask that the cable be renamed Kewlbe car? We are not so narrow-minded here at KABL. We continue to use words like Cuba, cue ball, cumbus and even Copenhagen. Come on, fellows at KEWB, give this local musical group a break. Play the Cables"

"It is spring and daffiness is everywhere. But this is too much. We point out to KEWB that in the White House, itself, the Kennedys quite often serve Oysters Rockefeller." Then the station added: "This has been an expression of editorial opinion by radio Station KABL."

And we say: "Anyone for equal time?"

YOU will enjoy the real New York at the new and exciting Station Towers Flower East-Side location—mid-week, M-F—100,000 people and Rockefeller Center close to all transportation and terminals.

Taste and Enjoy:

OUTDOOR ROOF GARDEN
SMOKE FREE
AMERICAN CUISINE

Coffee Shop
Excellent Restaurant
Famous Supper Club
the 1200 ROOM Hotel

Angles Series
On U. S. History
Radio Bargain

HOLLYWOOD—Allowing no chance for Dr. Hubert Humphrey, Chairman Newton Minow to go unheeded, KGBS has produced a series of five tine-minute shorts entitled "American History-Pin".

The Storer series produced in conjunction with Dr. Russell Caldwell, associate professor of history, University of Southern California, and is offering the package to all radio stations for $50 to cover minimum material costs.

Minow's challenge made to the TV moguls was for greater use of the medium for teaching American History.

KGBS and Storer have gone the extra mile and cut the series for radio.

Scranton U. Degree To Don McNeill

NEW YORK — Donald H. McNeill, managing editor of Group W of United Broadcasting Company (the same company which honored the degree ceremony at the age of 20). The degree was awarded to McNeill's services to the industry, and the general public as "A Creative Broadcaster."

TV SHOW SET FROM SHORE'S STEEL Pier

PHILADELPHIA — Veteran radio and television personality Ed Hurst will host, for the fourth consecutive year, WRVC-TV's "Summertime on the Pier" series. The show will be performed direct from Steel Pier in Atlantic City, N. J., every Saturday and Sunday, from June 22 through August 14.

Hurst will feature music, dancing, and shows of ship models performing at Atlantic City night spots, along with a special budget spotlighting dances and interviews with visitors to the shore resort on the NBC owned Philadelphia station.

FCC Proposes Separation of Ownerships

WASHINGTON — FCC last week proposed to limit new AM radio stations, effective partial separation of ownership, and eventually hopes for complete separation of the two. The number of new AM's per market will be limited according to existing stations. Where a number of existing AM's already exceeds the FCC's "cutoff", the "cutoff" would be set, but mergers would be encouraged by the FCC.

The number of new AM's allowed per city would also be reduced by whichever number of FM channels are available. FM's are the most popular medium on the air in the FCC's "cutoff" FM allocation table. Reduction could be from 1 to 3 AM's.

Quotas on permissible new AM stations would range from 100,000 in markets with only 300,000 people, to 250 in the 600,000 people to 275,000 in cities between 750,000 and 1,000,000 people. Figure 1 would have 9 AM's and 8 FM's; city of 1,000,000 would have 12 AM's and 12 FM's.

These levels hold for merger approaches under the FCC's rule. Under the FCC's rule, mergers could not reduce number of FM's below 2. Under the proposed FCC rule, no merger would reduce number of FM's below 2. Under the proposed FCC rule, no merger would reduce number of FM's below 2.

Few days will end and new night-time applications which would not exceed AM market quota would be granted unless they provide primary service to at least 25 percent of the population of the non-geographically close service area.

Hi-fi and stereo programs will withstand lack of interest in what the agency hopes will be new interest in the broadcast industry. First step is to link similar programming of radio and television stations, the "new" style for "old" popular establishments (duopoly).

On a weekly basis, the FCC will aggregate certain pair of FM's, where the FM channels are all taken. FCC may decide to use "metropolitan areas" which straddle outlying suburbs, as basis for this action.

Many of the orders are on programs in FM stations operating in an area of 200,000-400,000 population, or in cities where it is impractical to separate the market, regardless of population.

However, in the large cities, as soon as the question of separation is made, separate programming rules will be issued to effect for AM-FM duopolies.

FCC says it will include an extension of programming rules when rules go into final form. Agency would also like suggestions for the definition.

YESTERYEAR'S HITS

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

POP-5 Years Ago
June 16, 1958
1. Purple People Eater, J. Winley, MGM
2. Here's That Rainy Day, J. Winley, MGM
3. The Man On The Flying Trapeze, J. Winley, MGM
4. I Love My Way, D. Meehan, Capitol
5. On The Sunny Side Of The Street, J. Winley, MGM

POP-10 Years Ago
June 13, 1953
1. Song From Moulin Rouge, F. Pax, Columbia
2. Pappy, Captain, Columbia
3. April Love, E. Rourke, Decca
4. Sally, I Love You, S. Roe, Columbia
5. The Love Of My Life, B. C. Bailey, Columbia
6. Little Boy Blue, S. Roe, Columbia
7. I'll Never Find Another You, L. Dailey, Columbia
8. I Never Go Broken, B. C. Bailey, Columbia
9. My Blue Heaven, B. C. Bailey, Columbia
10. Believe In Me, B. C. Bailey, Columbia

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5. On The Sunny Side Of The Street, J. Winley, MGM

MORE THAN a 76 NAVY
VOX JOX

By GIL FAGGEN

"LET MY DJ GO"—WEFN deepjock Dick Starr has been seated in an English Ford since Tuesday, May 28, and has been driving around in his mobile prison gathering signatures from Miarians attesting to his pop-
ularity. Starr must get 50,000 signatures from fans before he is released (or his driver's license expires).

WWRL: New York's 24-hour-a-day Negro-oriented station, has introduced a new line-up. From 1 to 2 p.m. the outers air "What Do You Think," a live telephone discussion program hosted by Leon Lewis; Hal Jack-
son occupies the 2 to 3 p.m. "House That Jack Built," "Dr. Jive Show" continues 3 to 7 p.m., followed 7 to 9 p.m. by "Jacko"; from 9 to 10 p.m. WWRl will devote to public service programming, and the day is capped by Montague and the "Soul Show," aired 10 p.m. to 3 a.m.

WCKY Celebrates ABC Affiliation

CINCINNATI — Station WCKY, local 50,000-watter, cele-
brated its new affiliation with the ABC Radio Network with a re-
cession at the Netherland Hilton here Monday (3), attended by ABC execs, local radio and agency people and the press.

ABC execs who planned in for the occasion were President Bob-
bert R. Pauley; James E. Davis, executive vice-president; Earl Muffin, vice-president in charge of station relations; Ted Douglas, Eastern sales director; William MacCallum, Midwest regional program director, and Herb Granath, account exec for the Cincinnati area.

WCKY executives in attend-
ce included Charles E. Top-
miller, president of L. B. Wil-
ton, Inc., owner-operator of WCKY; Mrs. Jeannette Helme, vice-president and general manager; Thomas A. Waltz, gen-
eral manager of the L. B. Wil-
ton station, WLBW-TV, Miami; Paul Miller, station manager; Mrs. Essie Ropp, program di-
ger; Lloyd Baldwin, director of public affairs, and Don Her-
man, news director.

Don McCull's "Breakfast Club" singers Bob Newkirk and Mury Anne Lucckett flew in from Chicago for the occasion.

Name Neal ABC Stations Head

NEW YORK — Harold L. Neil Jr., for the past three years vice-president and general man-
ger of WABC, ABC-owned station here, has been elected president of ABC-owned radio stations.

Neil takes over the post for-
merly held by Stephen C. Rid-
dieger, who has been ap-
pointed vice-president and gen-
eral manager, ABC News.

The ABC-owned radio sta-
tions are WABC, New York; WLS, Chicago; WXYZ, Detroit; KABC, Los Angeles; KQV, Pitts-
burugh, and KGO, San Francisco.

Radio in Top Form

Radio in Top Form

• Continued from page 41

power written in 1949 by Nor-
man Corwin, and "On a Note of Triumph," with Martin Gabel as narrator aired on May 8 the 18th anniversary of V-E Day.

"Triumph" was first broadcast on May 8, 1945.

Gov. John M. Dalton and the Missouri General Assembly gave Missouri broadcasters a Radio Month salute by an-
ouncing their first broadcast from a state wide network that the Missouri House of Representatives had adopted a new rule permitting broadcasting of debates in the General Assembly at any time.

YOU, MR. BROADCASTER, ARE INVITED TO TRY THE POPULAR "HOT 100" SERVICE OF RSI FOR NINE WEEKS—AT THE SPECIAL INTRODUCTORY PRICE OF JUST $30.

You will receive the 10 best new "Spotlight" singles, selected by the expert reviewing panel of Billboard... mailed directly to your station each week.

A systematic, time-saving, economical method of providing your record library with the best of the new popular singles.

To begin your subscription immediately: remittance to — RSI, Box 444, 1564 Broadway, N.Y. 36, N.Y. (Or write for further information)

(A Division of Billboard)

A FIRST FROM FOLKWAYS and Breaking BIG in Canada!!!

MARK & THE TWO-TIMERS

"WALKING AROUND TOWN"

C/W CORRINA FOLKWAYS F45001

U. S. A. D. J.'S, DISTRIBUTORS: TELEPHONE — WRITE — WIRE — FOR SAMPLE COPIES — FOLKWAYS, 121 W. 47th St., N. Y. C.
New Admiral Line Highlights

Admiral Takes Major Stride To Transistors

CHICAGO — Admiral Corp. marketing takes a major step in the direction of transistorization of phone product. In its new 19 unit console line, four are completely transistorized. At the same time it introduces its new line, the company also announced formation of a distribution is in the field that every three years a time to discuss marketing policies and recommend new.

The new console line employs new a 44 professional styled changers and a new "vari-gram" tone arm with provision for adjusting pressure on the stylus tip. All transistor models are all 75 inches wide for maximum stereo effect. Two models come with 125 watts of power and two have 250 watts. The units all operate with less heat and power consumption and none require any warm-up.

The Distributor Advisory Council, according to Admiral president, Vincent Barresi, will also serve in a planning and selling role. Other and recommendations will be of great use. (Continued on page 45)

Sylvania Unveils Line Of Restyled Stereos

CHICAGO—Sylvania Electric Products, Inc., has unveiled a stereo phone line for 1964, highlighting such new features as Corncob disk changers in every model and a full range of furniture. The line, which company officials say features component quality throughout, includes 4 portables, 13 lowwatches, and 3 home entertainment centers combination units. The line will be backed up by a major advertising and promotion campaign involving a budget of S1 million. The campaign calls for the use of 50 national magazines and regional newspaper and radio media. The three-month schedule of ads will kick off in September with at least one national magazine per week in such media as Life, Look, and Saturday Evening Post, Reader's Digest, TV Guide, Time, Fortune, Sports Illustrated and others. A heavy trade schedule has also been blueprinted.

One of the points to be highlighted in merchandising and promotion is the fact that all the new models were specially tested in an anechoic (all) chamber. The chamber was designed to keep the quality of sound reproduction from a single source without echoes bouncing off flat surfaces. The chamber was used to test the Sylvania package models against leading component units.

Price range of the new line runs from a low of $59.95 for a lightweight, luggage-styled monaural portable to $79.50 for the high-end Maestro series Model SC-617.

Eye-Catching Devices Key To Volume at Arizona Store

PHOENIX, Ariz.—A host of merchandising devices have contributed to Arizona Hi-Fi House’s current reputation as the State’s largest volume dealer of tape recorders and related goods. The layout is operated by Dan Schwartz, former radio man with KPHO and later the owner of a weekly TV program magazine.

Among other colorful, attention-getting devices are a Volkswagen bus, with a cargo deck in the rear, which handles most deliveries. Along the side, following the trade-mark, is the company slogan, “Our Business Is Sound.” This humorous pun has proved quite effective for Arizona Hi-Fi House during its entire sixty-year existence, reproduced on every piece of paper used, on lapel pins worn by salesmen on every price tag in the store.

MUSIC TENT BROTHERS READ CUSTOMERS WELL

By CAMERON DEWAR

BOSTON—“Not just demonstration, but all education.”

That’s the thinking of the operators of the Music Tent in suburban Dedham. Two brothers, Charles and George Gaylilies, by the enlightened method, have managed to run a successful record shop in spite of big city discount houses, making their merchandise clearly at retail.

“Just giving a customer a record and letting him go into a booth isn’t enough,” says Charlie. “This is something that is going to give many hours of pleasure and a little explanation of the various types of sound in music today is appreciated by the customer.”

The brothers go even further. They are alert to who walks into the store. Is this his first visit? Or is this someone who has made an occasional purchase? The approach is then determined.

(Continued on page 45)
Tent Brothers

continued from page 44

Facts about owners of tape recorders—or any reliable statistics about the tape recorders, for that matter—are difficult to locate. We recently saw one survey which sheds a little light on how consumers use tape recorders, and may provide some aid to the dealers in selling them.

Unfortunately, it’s not a particularly recent survey and it covers a fairly specialized clientele—but it does shed some light where formerly there was little but darkness. It was conducted by Data Computing Corporation from information supplied by 1,160 readers of The Billboard Review in response to questionnaires.

The survey was dated June 29, 1962, which makes it nearly a year old. But with those qualifications in mind, here’s what the survey results showed:

Some 23 per cent of the 1,160 respondents owned recorders. About 65 per cent of these recorders had been purchased in the five preceding years. Another 24 per cent answered that they expected to buy a tape recorder. Those who already owned recorders listed these brands owned, in descending order: Webcor, 16 per cent; Wollensak, 11 per cent; Ampex, 9 per cent; Revere, 7 per cent; V-M, 5 per cent; Concertone, Sony and Pentron, 4 per cent each; Norelco, Tandberg and Magnecord, 3 per cent each.

Those who indicated their intentions of buying a tape recorder listed those brands they expected to buy: Ampex, 14 per cent; Wollensak, 7 per cent; Webcor, 5 per cent; Sony, 3 per cent; Concertone and Tandberg, 2 per cent each; Revere, Magnecord, Norelco and V-M, 1 per cent each.

Getting back to tape recorder owners, here’s the breakdown according to types of recorders owned: 63 per cent monophonic; 37 per cent stereo; 18 per cent single track; 35 per cent dual track; 29 per cent four track.

“WHAT USES DO YOU FIND for your home tape recorder?”

Here are the principal answers (which add up to more than 100 per cent since more than one use was given): Playback and record, 76 per cent; spoken word, 61 per cent; record monophonic radio broadcasts, 35 per cent; stereo radio broadcasts, 15 per cent; language courses, 18 per cent; other uses, 38 per cent. This would seem to indicate that about 24 per cent of owners don’t use their recorders to record, but for playback only.

Brands of magnetic tape purchased: Scotch, 56 per cent; Audio, 14 per cent; IFR, 7 per cent; RCA 4 per cent; Lafayette, 3 per cent; Knight and Soundcraft, 2 per cent each. Owners were asked how many reels of blank tape they had purchased in the last 12 months. The response indicated that the average owner bought 10.2 seven-inch reels a year, 1.2 five-inch and 1.2 three-inch reels. A full 13 per cent of the respondents bought 24 or more seven-inch reels a year.

Considerably fewer than half of the owners—only 39 per cent of them—had pre-recorded tape libraries. Of those collections of pre-recorded tapes, the average tape library contained 55.6 reels. Some 7 per cent had 200 or more reels, and 27 per cent had 50 or more.

**You can expect to see more and more new makes of tape recorders this year. At least four companies in other consumer electronics fields have announced (or will announce) lines of tape recorders this spring: Magnavox, Symphonic, Estey and Arvin. Arvin’s new line, just released, will have three models at suggested list prices of $99.95, $169.95 and $299.95.**

Those cheap Japanese “toy” recorders are due for an upgrading, on the theory that they’re giving all imported tape recorders a black eye. Now visiting the United States, Mineo Sakai, business manager of the Electronic Industries Association of Japan, told the press on his arrival: “Experience has shown that low-cost [toy tape recorders] have not satisfactorily withstood the abuse to which they are often subjected in the hands of children. Therefore, effective June 1, tape recorders are now required to pass considerably tougher export inspection.”

**More new lines:** Admiral’s portable phonograph line strongly features wood-cabinet models. The monophonic sets with automatic changers start with a slim plastic model at $39.95, stepping up to a $49.95 lift-lid set in all-wood cabinet, with a built-in loudspeaker and two reels. Admiral’s stereo portables again start at $69.95, with other lift-lid models at $79.95, $99.95 and $119.95. The 79.95 model uses Admiral’s new slim changer which is less than eight inches deep. The $119.95 set includes single-jack line and microphone.

Sylvania has introduced a completely redesigned stereo line, indicating that company’s determination to increase its position in the phonograph field. The portable series features tilt-down changers in luggage-style cases at $49.95 to $129.95. The top-end model, with Garrard custom changer, can be mounted on the wall with an accessory bracket.

The Sylvania console line is composed of 15 bowtop consoles starting with a $49.95 FM stereo set in slim, all-wood cabinets at $299.95. Top-of-the-line Maestro Series at $595 and $795 featured 110 watts peak power output.

---

**The newest sights in sound on Decca**

**6 Spectacular Additions to a Decca Sales-Proven Phonograph Line!**

**The Benton Vi—DP-287. High fidelity full stereo portable automatic. Four speakers in two detachable speaker wings.**

**The Anniversary Vi—DP-655. Deluxe four-speed full stereo automatic portable. Two full size wings.**

**The Tuxedo I—DP-655. Full stereo portable automatic. With tilt-down front.**

**The Richmont II—DP-491. Hi-Fi portable automatic with AM radio. Compact in size, big in performance.**

**The Sutton—DP-644. High fidelity full stereo portable automatic with tilt-down front.**

**The Perry II—DP-643. Four-speed Hi-Fi automatic portable. Separate volume and tone controls.**

IMMEDIATE DELIVERY!
Eye-Catching Devices Build Volume

- Continued from page 44

The stereo recorder department of a complete record company is one of the most impressive devices in the music industry. For you offer to be the center of attention among audiophiles and music enthusiasts. In this issue, we will explore the top-selling stereo recorder models and their features, as well as the latest advancements in recording technology.

**Best Selling Stereo Recorders**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model A</td>
<td>$1,200</td>
<td>High-fidelity sound, integrated amplifier, and turntable</td>
</tr>
<tr>
<td>Model B</td>
<td>$900</td>
<td>Basic features, best for budget-conscious audiophiles</td>
</tr>
<tr>
<td>Model C</td>
<td>$1,500</td>
<td>Advanced features, suitable for professional use</td>
</tr>
</tbody>
</table>

**Reliability Keynote**

The reliability of stereo recorders is crucial for record companies, as it determines the satisfaction of their customers. In order to ensure the quality of their products, companies invest in rigorous testing procedures and top-notch materials.

**Attractiveness and Sound Quality**

When selecting a stereo recorder, consider both its aesthetics and sound quality. Aesthetically pleasing designs can complement your home decor, while high-fidelity sound ensures a superior listening experience.

**Sound System Comparison**

To make an informed decision, compare the sound systems offered by different models. Pay attention to features such as bass response, treble adjustment, and noise reduction.

**Conclusion**

In conclusion, stereo recorders are not just devices for recording music; they are also craftsmanship that blends art and technology. By choosing the right model, you can enjoy a superior listening experience and make a statement in your home.
CLASSIFIED MORT

A convenient market place for the best sources of equipment, supplies, and personnel... serving more than 30,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, camcorders and many other related products throughout the entire world.

RECORD PROMOTION & PUBLICITY

COMPLETE NEW ENGLAND RECORD PROMOTION

For Sale: National distribution thru Major Record Distributors:

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• Springfield, Mass.
• Hartford, Conn.
• Providence, R. I.
• Manchester, N. H.
• Portland, Maine

ED PENNY AND ASSOCIATES


435 BRIGHTON AVE.
BOSTON, MASS.
Phone: Area Code 617-625-2240

MISCELLANEOUS

D-J-S-T-R-I-B-U-T-O-R-S

of the REVOLVING OR FLASHING HOLLYWOOD GLAMOUR UNITS

• Spotlines • Color bulbs • Beautylines • TV lamps • everlasting Flashy-Line 5200 W. Los Angeles Blvd., Hollywood, Calif. 90028

Write for details.

Hollywood Spots & Lines Co.
Dept. D, 3612 No. 16th St.
Omaha, Neb. 68101

57th St. West
HANG YOUR HAT
In a Splendid, New Dwelling on Fashionable & Convenient WEST 57 ST.

...at a Truly Reasonable Rental, Open for Inspection. For Immediate Occupancy.

SOUTH PARK APARTMENTS
435 WEST 57 ST.
Just a Few Minutes Sport Landmark Central Park

CONVINCE YOUR
Rents from $1325 for 2 Room Apt. Air Conditioned throughout, Included, Pantry, Maid, Doctor, Garage, Agent on Frontline P4-7770 or J. G. MATT & CO., INC.
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GRAND PROFESSIONAL COOK-BOXES

Mounted, self-contained, entire kitchen. Complete.

MURRAY HILL 7-4209

EMPLOYMENT POSITION

HELP WANTED

LEADING WEST COAST RECORD company has immediate openings for Distribution Managers and Sales Reps. For West Coast territories. Must be enthusiast, experienced, and highly motivated. Minimum two years’ record promotion experience required. Apartments furnished. All expenses paid. Variety of specialties and age groups represented. Send résumé to: Andy Tost, c/o Hollywood Spots & Lines Co., 3612 No. 16th St., Omaha, Neb. 68101

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* Minimum size sold is ½", approximately 35 words 1½ x 70 words. All rates are for each advertisement, each time. Advertisements 2½ or larger set in boxed style.

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BILLBOARD BUYERS & SELLERS CLASSIFIED MART

1564 Broadway N.Y.C.
Times Square Office Space for Rent.
8700 Square Feet.
Central Air Conditioning.
Very Reasonable Rental.

Contact KENNETH LAUB of Collins Turtle & Co.
261 Madison Ave.
New York, N. Y.

Telephone: Toll Free 2-4020

Hollyspotters List.

Hollyspotters List.

Hollyspotters List.

Hollyspotters List.
Chicago coin's NEW RIFLE GAME SENSATION!!!

2 WAYS TO PLAY!

Shoot Against Time - OR
25 Shots for 10¢!
Choose the Action!

- Replica of real 22 caliber rifle fires with authentic rifle shot sounds! Bell rings when target is hit!
- New extra-sturdy colorful cabinet design!
- Tamper-proof Steel cash box!

SLIDE-OUT SERVICE PANEL — Assures fast, easy, FRONT servicing!
Fuses and entire mechanism readily accessible!

Optional Extended Play and Match-Play feature!

Shoot the Bank Robbers! SEVENTEEN Exciting TARGETS in all!
- 3 Running Gangster Targets FLASH CONTINUOUSLY during game! (with Bonus feature)
- 2 Surprise Gangster Targets POP-UP unexpectedly! (with Bonus feature)
- Doors swing open and then close revealing 3 other colorful Targets! (with Bonus feature)
- Black Cat Bonus Target jumps up and moves across fence after 5 Men-In-Window Targets have been knocked-off!
- Number of shots per coin is adjustable! Time is adjustable!

See these profit winners at your Chicago Coin distributor.

GRAND PRIZE
6 player Bowling Game

NEW 6-player STRIKE BALL Puck Bowler

Professionally Proven 2 Player ALL STAR Baseball Game

Featuring "CANCEL-AN-OUT" Play

1725 W. DIVERSEY BLVD.
CHICAGO Dynamic Industries, Inc.
CHICAGO 14, ILLINOIS
Deal for Bally Imminent

CHICAGO—Bill O'Donnell, sales manager for the Bally Manufacturing Company, confirmed that negotiations for the sale of the firm are being held, but said that no further details could be released at this time.

Bally, one of the nation's largest manufacturers of coin-operated games, discontinued making bingo earlier this year with the passage of the Eastland Bill. However, the firm still makes a wide variety of novelty games and kiddie rides.

The firm recently introduced a cartridge tape unit, suitable for background music. Bally previously had spun off its coffee roaster to the Seeburg Corporation and its cigarette machine to the Rock-Ola Manufacturing Company.

If the deal goes through, it will be the biggest coin machine transaction since 1957, when the Seeburg Corporation was sold to its present owners.

Bally, founded in 1931 by Ray Maloney, introduced the buster-type pinball game in 1937. It had dominated the in-line game field until it discontinued the manufacture of these devices earlier this year.

The firm has 125,000 square feet of manufacturing space, some 1,200 employees, and one of the most modern plants in the industry.

Reports of the pending sale were reconfirmed by Billboard at press time in a telephone conversation with the potential buyer.

Copyright Bill Up for More Talk

By MILDRED HALL

WASHINGTON—A closed-door meeting of the House Subcommittee on Trademarks, Patents and Copyrights was scheduled for Wednesday (13), with discussion of the Celler anti-juke box exemption bill on the agenda for the second time.

Rep. Edwin E. Willis (D., La.), chairman of the subcommittee, has also become chairman of the House Committee on U.S.-American Activities since the death of Rep. Francis E. Walter (D., Pa.). Though Willis has been acting chairman of the U.S.-American Activities group during the illness of Walter, the full responsibility may mean more of his time into this work. The result could be either a speed-up of action on the juke box bill to move it to full committee threshing out, where Rep. Emanuel Celler, author of the bill, is chairman—or delay because of Representative's busy schedule.

The complex and unsavory Celler bill and its Republican counterpart, Rep. Seymour Halpern (L., N.Y.), would put a $5-per-box fee for performance royalties on copyright music played on juke boxes, subject to later Congressional revision, up or down depending on circumstances.

Collection under the bill would be by a specialPerforming Rights Office set up within the framework of the Copyright Office—a costly and complicated undertaking about which Register of Copyrights Arthur Kaminstein was frankly reluctant but willing to go along to achieve the principle of ending the juke box royalty exemption in the Copyright law.

Songwriters and performance rights groups, who said they would not make anything over administrative costs on collection at $5 per box ceiling, followed suit.

Juke box people will fight the loss of their performance royalty exemption and the proposed $5-per-box fee as disastrous to their primarily small business enterprises.

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Juke box people will fight the loss of their performance royalty exemption and the proposed $5-per-box fee as disastrous to their primarily small business enterprises. By OMER ANDERSON

BONN—Nothing succeeds like success, and in the case of American products conquering the European market, nothing is more likely to attract legislative scrutiny.

There is no news speculation among Bundestag deputies in Bonn that U.S. coin machines soon will join U.S. coal and poultry as targets of European protectionism, specifically, West German trade discrimination.

The Bundestag is being placed under mounting pressure to increase duties on U.S. coin machines imported into West Germany. American manufacturers would like to see import quotas re-established for U.S. coin machines.

Resentment

All along the line there is growing resentment on the part of the West German trade at the steady and expanding imports being made on the German market and European market by U.S. coin machine manufacturers.

A Bundestag deputy predicted, "In one way or another the Bundestag will be forced to find legislation soon, probably at the next session, to restrict American coin machine imports. Trade is one thing—but monopoly is another. We understand by 'trade' a two-way flow of goods, not the opposite."
400 Frolic at UJA Coin Dinner

NEW YORK—Local coinmen this year raised a record $55,480 for the United Jewish Appeal and celebrated their achievement with a Victory Dinner in the Hotel American's Georgian Room, Tuesday (5). More than 400 tradeans, including factory representatives and record company executives, attended the event. Guest of honor was William Cahn, Nassau County district attorney. Main speaker was Louis J. Lefkowitz, New York State Attorney General. Irving Holzman, president of the United East Coast Corporation, was general chairman.

WILLIAM CAHN, Nassau County district attorney, receives the Coin Machine Division UJA plaque from Irving Holzman, general chairman.

TABLE HOPPERS at the banquet met up with these familiar faces.

STERO DOES REACH CUSTOMER, OP FINDS

PHOENIX—Buck Boggess, old-time phonograph operator here, is one operator who scoffs at the notion that "stereo doesn't make any difference to the juke box playing public." In the past year, Boggess has experimented with single stereo installations in more than a dozen taverns and restaurant locations. In each case, instead of going into expensive wiring, and laborious installation of separated speakers, he has simply used two shoulder-high speakers on either side. He uses small cards, inserts on menus, and, of course, personnel in location, to point out to patrons that the phonograph is providing pure stereo.

In all but one instance, volume immediately increased, and collections have stayed better at each point, than with the former high-fidelity spots. Surprisingly, it has been the large beer taverns, where working classes are likely to congregate, which have shown the largest collection increases—proving that "if people like stereo, they will play it, no matter what the situation may be."

A typical spot which Boggess has found highly profitable from a stereo-improvement standpoint is the Bob Up Inn, in West Phoenix. Here, where large numbers of factory workers fill up the bar each late afternoon and evening, stereo success has been outstanding—even though at first glance, it would seem a bit out of place.

**DOUBLE-PLAY DISKS**

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 300 sides per machine, they represent maximum programming efficiency on the limited space available in the machine. For additional information, see your wholesaler.

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Tavern Owners See Cine-Box

PHILIP MARKER, left, manager of Music Operations for David Rosen, Inc., and Warren Raphael, director of marketing and research, act as restraining influences on the two Miss Cine-Boxes.

Two machines are already on test locations in the Philadelphia area, and Rosen said that the other 13 of the initial shipment of 15 machines are en route to locations.

In charge of the display was Warren Raphael, director of marketing research and development for David Rosen, Inc., assisted by Philip Marmer, manager of music operations. Also on hand were Leo Crawford and David Weiss of the sales department and Bud Dahl of the engineering department.

Machines are being placed on location with a $100 weekly guarantee to the operator. However, Rosen said that this guarantee is being partially offset by advertising revenue which the location owner receives by displaying slides.

Rosen added that several national and regional advertisers have invested an interest in the medium. The location owner receives a percentage of all gross advertising revenue.

PHILADELPHIA — David Rosen, Inc., local distributor for the Italian-made Cine-Box, last week displayed the coin operation cinema juke box to members of the United Tavern Owners of Philadelphia at the organization's annual banquet at the Sheraton Hotel here.

The machine was displayed at the cocktail hour preceding the banquet, the banquet, with two Miss Cine-Boxes on hand to grace the surroundings.

Rosen said the showing resulted in several requests for installations, with both Carl Amann, executive secretary, and Ray Castaldi, president of the tavern group, expressing interest.

Oak Names Ridge Ohio Distributor

CLEVELAND — The Ridge Gum Corporation here, headed by Joseph Rada, has been named Ohio distributor for the Oak Manufacturing Company. Oak makes the Acorn all-purpose bulk vending machine and the Titan Trio battery unit.

Ridge Gum also is distributor for Leaf Brands gum and Eppy Charms and Karl Guggenheim, charm manufacturers.

Wisconsin Firm Moves Location

MILWAUKEE — Wisconsin Novelty Company, one of the State's largest music, games and cigarette vending operating concerns, will move to a new location on June 15.

According to owner Doug Opitz, the new three-story headquarters will provide him with 16,000 square feet of space. This is triple the area the company has occupied for the past five years at 1907 N. Third Street. The building was formerly occupied by a furniture store.

Ad

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Tabbing Concludes Helps Op

DENVER — Checking regularly with the Denver Convention Bureau for advance notices of large conventions coming into the city has added a husky 20 per cent to bulk vending profits in a single year for Tony Hazlett, bulk operator here.

Hazlett has operated a number of 60 machines for temporary location use, vending 1-cent, 5-cent, and 10-cent items. Mounted on heavy steel stands with easily removable casters, the machine stays in place after it has been rolled to the spot. Hazlett doesn't hesitate to install as many as 20 bulk vending machines for a typical convention, which may be three days, five days, or a week.

He concentrates almost entirely on ball gum and peanuts, which are popular with families attending conventions, using 5 or 10-cent machines for charms and novelties, which appeal to the family side of the convention market.

Families Attend

At many conventions, the Denver operator has found, conventionaires bring wives and children along to partake in the business meetings and general proceedings, and thus become somewhat bored.

Bulk vendors for a quick snack find a capital cap of charms and novelties to keep children entertained find a ready market.

Hazlett establishes the privilege of making the installation of the hotel, motel, or in advance of the actual convention, and asking whether the latter will offer the installation.

Usually, no commission splits when working with bulk vending, particularly when Hazlett points out that the bulk vending machines are used to buy vice for convention members and families, who take a sweet tooth, and to break the monotony.

Normally, it isn't even necessary to clear the temporary installation with the hotel, motel, rented hall, or whatever facility is being used, since vending public space normally leaves all details of administration and convention management to whoever is paying the tab.

In this way, Hazlett made some 40 temporary installations during 1962, and expects to add another 50 per cent to that number through 1963.

Anywhere a convention of people with time on their hands is involved is an excellent bulk market," he said.

Vend Candy Sales Rose

Again, Govt Report Shows

WASHINGTON — Candy sales through vending machines were up in 1962 over the previous year, as the U.S. commercial industry finally got to a record high for the seventh straight year. Commerce Department reports. Total sales went to 3.2 billion pounds valued at $238 million.

The Commerce Department's annual confidential rundown says an early survey of 1963 confectionery sales indicates another good year coming up. While three congressional committees have been looking into the current price rise in sugar, America's yen for sweets will continue onward and upward, pushed by children and teenagers who make up a steadily enlarging segment of the population. Products heavy in chocolate were growth items in 1962, the Commerce Department notes.

Manufacturers' sales of candy through vending machines totaled $39,303,000, or 4.4 per cent higher than the total of 1962, up from 1961 total of $33,750,000, and 4.1 per cent of total sales in 1961.

(Continued on page 53)

Man in a Car Wash

Natural Vend User

DENVER — Bulk vending operators who limit themselves to conventional locations are passing up many profitable spots. For example, Charles A.

Mark Vending Buys Eastern

NEWARK, N.J. — Dave Yar- mark of Mark Vending has bought the Eastern Automatic Company, operated by Bruce Van Wyck, here for five years. Eastern Automatic, a full-line vending distributor, had specialized in the bulk vending trade.

Mark Vending, with offices in Passaic and Newark, N.J., is a major operator in Eastern, vending the Acorn line of machines, Leaf and Crane bull-gum, and several charm lines.

Yar- mark will maintain his Passaic offices and will also keep up the Eastern office at 350 Mulberry Street, Newark.

Van Wyck plans to retire in Kenilworth, N.J., as his son, Walter Cohen, has been a salesman for Eastern, will continue in that capacity with Mark Vending.

Yar- mark will have an open book policy with the mark office in about two weeks.

Flower, veteran Denver operator, has built up a profitable route of automatic car wash locations, with the machines in the waiting room area.

When a customeer first brings his car in for a fast five-minute wash and clean up, he usually washes his car through the automatic spray, soaping, brushing, and air-drying steps to watch the process. Thenceforth, however, once the mechanics of cleaning are done, and lost their novelty, he usually seats himself in the lounge to await the job.

Well aware that such motorists make up a high percentage of the market, Flower has anywhere from six to eight machines in several highly active car wash agencies throughout the city. In many instances, there are extra gimmicks to attract the customers, and help him fill up the waiting time.

For example, at the huge Fulton Car Wash on Wadsworth Boulevard in North Denver, Flower had one car wash over which Walter Cobb got together on the idea of having extra something for waiting customers, and came up with the idea of a free softshoe.

Electric spinning brushes, at the base of two of these counter-top displays, much like those in a standard shoe shining parlor, give a customer a chance to enjoy a free shining, while they are getting their car cleaned.

(Continued on page 53)

Electric Money Maker

Famous ACME ELECTRIC MACHINE

Try these proven favorites, for fun and amusement. Electric machines create a lasting interest. Pay for your articles by playing the wheels. Pay less and pay more. Play or pay. Great new ideas for profit. Free sample and display. Ideal money maker. PHONE 77-0687

VENDARAMA®
V2 25c & 50c Capsule Vendor
Holds 200 V2 CAPSULES

(Continued on page 53)
Operators Get X-Ray Look At Seeburg Phono in Action

CHICAGO—A unique Seeburg demonstration phonograph was used for the first time as World Wide Distributing Company held a trouble-shooting session for operators and service-men at the Governor Hotel, Springfield, Ill., recently.

All components are exposed in the unit. After a coin is inserted, operators can see the complete mechanism in action. The complete cycle of operation is exposed, from the operation of the mechanism by the coin, through the selecting and scanning to the actual playing of the record.

Charles (Chuck) Gates, Seeburg engineer conducted the session.

Sounding other European groups on a proposal to hold periodic meetings of international trade executives to work out problems of common interest.

These gatherings, as outlined by Dr. Rudolf Rampf, secretory of the Austrian group, would be, in effect, clearing house sessions for the exchange of trade information of common interest.

Dr. Rampf proposes advertising the exchange of information, rather than creation of a formal organization, in the belief that informal gatherings will produce greater benefits than organized pomp and paperwork.

Vend Candy Sales

Two continued from page 32

Penney goods sales were reported this period at $54,000,000, or 6.2 per cent of the industries total poundage, and 4.8 per cent of total value, an increase of 3 per cent in quantity and 7.8 per cent in value over 1961 sales by the
tory manufacturers. Price per pound averaged 30 cents.

Bulk goods sales were 373 million pounds valued at $140-

The most complete and finest line at bulk vendors

New Victory 2000 Vendor, Large Capacity... 
Holds 2,000 Bait 100-Cent Gum... or 600 10c Capsules... Also Available 3 Bulk 100-Cent Gum for 5c. $26.50 ea.

Vending Headquarters

BIRMINGHAM VENDING CO.
520 Second Ave. South, Birmingham, Alabama
Phone: Pinnacle 4-7726

The Penny King Company

A 10c Capsule Mix of the most beautiful rings in the world.

Only $36.00 per M.

The Penny King Company

2934 Mission St., Pittsburgh 3, Pa.

5c ATLAS MASTER

Jumbo Charm Vendor

World's Largest Selection of Miniature Charms
when answering ads ... Say You Saw It in Billboard

HUB SALES O.K., Collecting Tough

By CAMERON DEWAR

BOSTON—Summer weather is putting a new look on juke box sales, and the trend is already reflected in music distributors' record purchases. One disquieting note is sounded by small one-stop firms despite a particularly good start to the warm season. That is that "selling is good, but collecting is tough." Buthoping for the best is Dick Mitchell of Dick's Records, who notes five big sellers among the current crop.

Bobby Vinton's "Blue on Blue" and "Those Little Things" on Epic have a short lead over the appropriately named Nat King Cole offerings, "Those Lazy-Hazy-Crazy Days of Summer" and "In the Cool of the Day."

Capitol's "Sukiyaki" by Kyu Sakamoto also is getting a good run at Dick's as well as One-Step, Inc. Sticker Ghee there, reports heavy buying for the Japanese disc as well as the King Cole numbers and finds a sudden brisk business in Dick's "Wipe Out" with the Surfa-

Air. Bob Levin at Boston Rec

Gendars finds "Wipe Out" doing well and is stocking it heavily.

Other Winners

Brisk runs are being experi
ced with "Shuffle and" and "You Made Me Happy," by Bill Anderson on Decca. Lesley Gore's "It's My Party" on Mercury with "Wildwood Days," by Bobby Rydell on Cameo also are beginning to show some strength.

A stronger than usual interest is being shown in country and western, led by "Still" and "Six Days on the Road," by Dave Dudley on Golden West. While not yet a strong tide, heavy ripples are being reported from a wide area in favor of this type of music which, until recently, haven't really registered strongly here.

Steady Business

Doing steady business at all three spots are "Take These Chains" by Ray Charles on ABC-Paramount; "You Can't Sit Down," from the Dovalies on NBC; and "Hello Stranger," with Barbara Lewis on Atlantic, and "One Fine Day," with the Chiffons on Laurie. Among numbers that are expected to gain here are "Raggedy Ann," with Allan Reynolds on RCA Victor; "I Love You and Don't You Forget It," with Percy Como on Victor; and "Swinging on a Star," with Big Dee Irwin on Dimension.

Operators are optimistic over summer location prospects this year and the feeling is that the money is there to spend on music machines if the weatherman will co-operate. The one-stops also see a summer ahead that should sustain sales on a higher level than last year which were kept down somewhat by cool weather.

OPERATE

UNITED Shuffle Alleys

and Bowling Alleys

WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
3401 N. California Ave.
Chicago 15, Ill.

ARCADES

World's Largest Supplier

of ARCADE EQUIPMENT

Write for latest catalog

We also carry a complete line of parts and supplies for all coin

operating equipment.

MIKE MUNVES CORP.
577 Teets Ave., New York 2, N. Y.
Bryan 9-6777

BARGAINS

FOR THE WEEK

GAMES GAMES

250 OF THEM

Bargain Prices on Coin-

Operated Vending Machines in Trade.

Listed according to manufacturers.

PLAYING STANDARDS.

N.Y. X.

C. D. Fein, New York 1, N. Y.

STANDARD SUPPLIES.

2313 Olive St., St. Louis 3.

Phone: MAN 1-3511.

COLLAR TIE.

3555

1258 N. RIDGE Rd., MEADVILLE, ILL.

TELEPHONE 385-5530

CHICAGO—The Rock-Ola Manufacturing Corporation has appointed a new distributor for Florida and Southeast Georgia and announced that all Rock-Ola representatives in these states will be supervised by the new distributor.

The new distributor is Eli Ross Distributors, Inc., headed by Eli Ross, Maynard Ross and Morris Horwitz. The distributorship is headquartered at 825 N.W. 71st St., Miami.

Davids Distributing, New York State Seeburg outlet, believes in consumer promotion of the firm's LP Console and Console wall box. The display shown above is being placed in banks, office buildings and store windows in Albany, Syracuse, Rochester and Buffalo. Sid Gordon, Davids sales manager, and Marcia A. Chiolom, magazine counter girl, look over the display in the lobby of the Seeburg Midtown Plaza, one of the largest office complexes in the city. Photograph shown at the bottom of the display are on location owners with the new console.

Rock-Ola Names Eli Ross; Empire Gets Upper Mich.

In addition to its main office, the firm has a branch office in Jacksonville to service operators in North Florida and Southeast Georgia. Herb Gornick is in charge of the Jacksonville branch.

Rock-Ola also announced that the Empire Coin Machine Exchange Company of Chicago will be the distributor for the Upper Michigan Peninsula. Robert Rendel will head Empire's branch office at Menominee, Mich.

Crown FISHER

by Fischer

Revitalizes player and location interest—revives profits with the presentation of outstanding quality and unique beauty. See your Distributor or write B. W. "Bill" Fisher.

FISHER SALES & MFG. CO.
1258 N. RIDGE Rd., MEADVILLE, ILL.

TELEPHONE 385-5530

ACTIVE'S CHOICE FOR

THE LOWEST PRICES and
BEST EQUIPMENT ALWAYS

Active's New Exclusive" gets both when you write for price lists.

AMUSEMENT MACHINES CO.
666 N. Brand St., Philo, 30, Pa.
Philo-499-9449

Write for price list now.
NEW YORK — Co-operation between coin machine operator and attendant has long been an industry goal — it’s becoming a reality in New York State. While the new owner and the game operator have many mutual interests, in the past they seldom have presented a united front with regard to restrictive legislation and legislative interpretation.

The Empire State pattern of co-operation — between the New York State Coin Machine Association and the New York State Retail Liquor Dealers Association — came about as a result of a recent amendment to the Alcoholic Beverage Control Law.

The amendment in question requires that licensed premises (with certain exceptions) pay a $100 fee in advance of any substantial alteration to the premises and hence would make the $100 fee applicable.

They pointed out that the only instance where the fee would be payable would be in situations where the premises were substantially altered or where furniture was removed to make room for the game. However, they pointed out, the placing of a game in a free-floor space is not considered an alteration under the terms of the amendment.

As a result of the meetings between the two association heads, Mrs. McCarthy said she would advise operators to encourage tavern owners to join the state group. Operators will also advise their locations not to send in alteration fees unless substantial alterations have been effected.

**Freak Accident Floors Ratajak**

CHICAGO — Ed Ratajak, sales consultant for the Cineram Corporation of America and former executive director of the Music Operators of America, was injured Saturday (1) in a freak automobile accident.

Ratajak and his son Mark, 13, were driving on the city of the Northwest Expressway behind a truck with a load of desks. One of the desk drawers got loose and hit the Ratajak car. The senior Ratajak, who was driving, swerved to avoid the flying object. The drawer hit the side of the passenger car, causing injury to Ratajak’s shoulder and side.

Police said that Ratajak’s action in swerving in time probably prevented a tragedy. Ratajak took his son to Evanston Hospital, where he remained for several days. He is now back on the job.
**OFFICE MANAGER—COMPTROLLER**

C.P.A. preferred, with experience and knowledge of coin machine business, to take full charge of office of large, old established Eastern distributing company. This is a fine opportunity for an ambitious young man to advance to real importance in executive management of successful business. Salary commensurate with ability and experience. Interview will be arranged at our expense. All replies will be held in strictest confidence. Our employees know of this ad. Apply in own handwriting, giving full details and background to:

Box #500, THE BILLBOARD
1364 Broadway, New York 36, N. Y.

---

**Newest Keeney Amusement Machine Offers the Same Great Excellence As America's newest Sport**

**GO CART! GO CASH!**

*Front only a score from our big money hops. The new Keeney GO CART—one of the latest and most beautiful amusement game's on the market. Four men can operate two ways—up high or wide, all on the cart. Brightly colored and bright lights present unlimited entertainment. Price $5.00. Ships via rail for $10.00 for one game.

J. H. KEENEY & CO., INC.
2500 W. Pekin St., Chicago 12, Ills.

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**WURTLITZER 2700**

Greatest Money-Maker of Them All

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**Old-Time Spot**

DALLAS—One of the most nostalgic spots here is in a corner of the supermodern Six Flags Over Texas amusement park. It's called the Arcado, patterned after a 19th-century penny arcade with 20 machines of the early 1900's restored like new.

---

**Skill Pool Has 3 Different Ways to Score**

**Four New Disks Get Big Action In Chicago Play**

CHICAGO—A quartet of hot new disks was getting the majority of juke box operator action here last week, according to a spot check at Singer One-Stop, one of the city's prime outlets for juke box wax.


colorfully decorated in a billiard motif.

Skill Pool has four jet bumphers, one regular bumper, two roller lanes, two kickoff shooters, two flipper, two automatic kickers, locked cash box, slug rejector and twin chutes. The game is also adjustable for three to five ball play.

---

**Mr. Coin Man**

You're in business to make money. Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry — profit idea — current trends and forecasts — legislation affecting your operation — new machines — new products — new services — new money-making ideas.

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URGES MECHANICAL ROYALTY RISE AS CELLER ALTERNATIVE

NEW YORK — Mrs. Millie McCarthy, president of the New York State Coin Machine Association, this week appealed to Rep. John Lindsay (R.-N.Y.) a member of the Celler subcommittee considering H.R. 5174, to consider an increase in mechanical royalties as an alternative to the Celler Bill.

Mrs. McCarthy maintained that the mechanical royalty formula would assure that composers and publishers would receive their just royalties from juke box play and that because the mechanics for collecting these royalties are already in effect, the additional administrative cost would be slight.

The Herveyville, N. Y., operator said that the Celler Bill (which provides for a 5 per machine annual fee to be collected by the government and distributed to the licensed societies) would be unworkable. She charged that the entire revenue would go for administrative costs.

"We are stunned," she said, "that in our democracy in these United States the government would force one private enterprise to compete with another and even become the watchman and collector.

She added that "this would eventually lead to ASCAP becoming an official agency that would be unviable to the tune. The complete listing and compiling of the figures of the various tunes played, coupled with the fee, would be impossible; no one could maintain.

They are now being strangled with higher costs, taxation and various state and local ordinances."

Mrs. McCarthy then leveled a sharp attack at ASCAP itself, pointing out that the organization is operating under constant decrees, and Justice Department surveillance and charging that it is not a voluntary, non-profit society.

CAROLINAS PARLEY DRAWS 100 OPS

MYRTLE BEACH, S. C. — One hundred bulk vending operators attended the recent joint annual convention of the North Carolina Vending Association and the South Carolina Automatic Merchandising Association at the Ocean Forest Hotel.

Most of the major vending machine manufacturers had exhibits. The only bulk vending firm with a booth at the show was Beaver Sales of Prosper, N. Y., sales agent for Beaver vending machines.

Europeans Seek Means to Curb U. S. Coin Machine Export Flow

Europeans are considering stifling protective tariffs on U. S. games imports with the argument that the European trade is overpowered by U. S. producers and is thus unable to develop a competing product and gain its fair share of the European market.

The European manufacturers are asking for a tariff-protected "incubation period" permitting them to draw abreast of U. S. product.

What gives European coin machine producers — and what provides them with their strongest arguments in pressing demands on their national parliaments for stiff protective tariffs — is the virtually total failure of foreign producers to penetrate the U. S. market.

This failure is so complete as to be almost unique. It is unparalleled across the industrial spectrum. Even German electronics producers have planted a sturdy foot in the U. S. market.

Thus, West German — and European — producers can得起 for tariff protection without fear of recrimination by the U. S. Moreover, they are invoking in their demands for coin machine tariff protection the examples of U. S. coal and U. S. poultry.

West Germany slapped a stiff protective tariff on U. S. coal imports three years ago and made it stick. After preliminary bluster about reprisals, the U. S. backed down and did nothing. The coal tax was now regarded as semi-permanent and the tax has increased (once thriving because of the lower cost of U. S. coal in North America) itself.

The story is similar with U. S. poultry. Like U. S. juke boxes and games, U. S. chickens and turkeys overwhelmed the West German market — until German agricultural interests pressured the Bonn government into undertaking restrictive measures.

Now U. S. poultry is being subjected to Bonn government harassment on a wide front, and expert consensus is that the American poultrymen's spectacular success in swamping the West German market will soon bring his virtual exclusion from this market. For, as the cases of coal and poultry show, there is no feeling like the fury of a German producer under sold by U. S. competition.

U. S. coin machine producers are spectacularly vulnerable to reprisals because of their success in sweeping the entire Western European market. Producers in the United States have a similar reason to expect European retaliation if they fail to make common cause with German manufacturers, and the issue has become one of European Common Market-wide concern.

These are the words of George Workman, president of Workman's Music Service Co., Philadelphia area operator, and he has the facts to prove it. Over 500 Seeburg Stereo Consolettes and 60 Seeburg LP Consoles are installed on location, purchased from his Seeburg distributor, Eastern Music Systems Corp.

"With the Seeburg LP Console and Stereo Consolette," says George Workman, "for the first time we have been able to obtain much more favorable commission arrangements from locations that have been on a fifty-fifty basis for the last 25 years."
"SEEBURG LP CONSOLES AND CONSOLETTES HAVE FANTASTIC EARNING POWER!"

And John Workman, treasurer of the firm, adds, "Commissions in locations where the Console and Consolettes have been installed exceed the gross earnings of the previous equipment, and the location's take is greater than ever before."

Marvin Stein, treasurer of Eastern Music Systems Corp., Seeburg's Philadelphia distributor, says:

"Seeburg has really put us all in the entertainment business. In my 22 years of selling Seeburg equipment, I can say that never before has Seeburg, or any other manufacturer of coin-operated phonographs, given the industry equipment with greater earning power. The LP Console and Consolette have produced greater earnings and greater good will with the operator, the location, and the patron than any other phonograph in the history of our business."

SEEBURG
Music for Profitable Public Entertainment
BROADWAY-TV-NIGHT CLUB LIGHTS: Anita Dorian, Larry Kert and Clube Richardo rehearse for "The Brightest Show on Earth," to be presented as part of the Electric Power and Light Exhibit at the 1964 New York World's Fair.

AMERICAN AMBASSADOR: United Airlines stewardess Ann Cohen hands Louis Armstrong, of course, a Million Mile Club plaque for his travels on the line. It reads: "The Real Ambassador."
PAUL ANKA HAS A NEW HIT SINGLE!

PAUL ANKA 45 RPM

HELLO JIM / YOU'VE GOT THE NERVE TO CALL THIS LOVE

DON'T FORGET TO REORDER HIS NEWEST ALBUM, "21 GOLDEN HITS" LPM/LSP-2691

RCA VICTOR THE MOST TRusted NAME IN SOUND
To Bring Order To Price Chaos

Columbia Seeks

By REN GREVATT

NEW YORK—Important changes are in the works at Columbia Records in the area of distribution in order to ensure pricing practices in the industry. The changes are expected to be fully outlined at the annual Columbia sales convention upcoming next month in Puerto Rico.

It is known that one important change involves the discontinuance of any and all extra discounts on product to large retail buyers. In the past, buyers were to be treated on an equal basis, whether they are large or small.

Contrary to the rumors circulating widely in the trade, no change is expected in the traditional functional discount to rack jobbers and one-stops.

Minimum discounts of 10 per cent are expected for limited periods on certain labels. Semi-annual 10 per cent discount periods covering catalog merchandise will be exercised in the extension of these discounts in terms of periods during which they are allowed and in holding the cuts to the manufacturers.

In the event of unusually heavy purchases, it is known that the label will try to do without advance warehouse footing of mass product until the dealer can really accept it. A plan to ease the situation is also known.

Continued on page 8

Hootenanny Flood Is On

NEW YORK — The advance guard in the protection of a deluge of hootenanny disks was released this past week by the Elektra and Kapp labels. The Elektra set features such artists as the Limeliters, Bud and Travis, Josh White, Thee Biltie, Judy Henske, Bob Gibson and Oscar Brand, along with many more folk artists. It is being released on the Elektra subsidiary.

The Kapp set has Chad Mitchell Trio, Marias and Miranda, the Sampliers, Jo March, David Hill and a number of other folk-type artists.

Both these sets have been put together to cash in on the widespread and growing popularity, on TV and elsewhere, of this spontaneous folk music performance type of show. It is believed that many more albums from practically all disk companies are on the way.

How to Succeed in LP Covers

Without the Woes of Producing a Record

NEW YORK — So you're a record manufacturer and sales are slow. And even when you move a few albums you can't get any money, anyway. So what can you do? How about just selling album jackets? Without any records in them.

Are you kidding? Who'd buy them? Well, everybody—in a pinch. Right? What if we make up a phony series of album jackets, with provocative titles and wild art work. Like we'll call one "Songs for Swinging Mothers." And the cover will show six expectant mothers sitting on children's swings in the park. Then on the back we'll have a list of suggested song titles to go with the album. Like "I Should Have Danced All Night," "The Things We Did Last Summer," etc. Instead of a record we'll insert a black piece of cardboard shaped like a record. On it we'll have printed "I bought this as a gift. Sorry I couldn't afford the record."

How will you sell them?

Through greeting card shops, and gift shops and book stores, and maybe even more imaginative outlets. How much will they cost? About a dime each. We'll sell them for $1 each as gag studio cards.

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The titles of the six greeting card jackets are "Songs for Swinging Mothers," "Lone-Lerriere and Other British Favorites," "Music for Casual Affairs" and "Music for Mixed Emotions," and "Victory at Sea."(1) The pictures on the covers, of scowling and ominous faces, will be outlined, as follows: the title and a subtitle on the top of the cover, in a line, in the centre of the cover, in a column, in the bottom of the cover, in a line.

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According to Alex Roman, the covers have been so successful that they are bringing in more money. The covers are made by a pair of enterprising writer-publishers, the poems are written by Jackie Kannon and Alex Roman, through their Kannon publishing firm. The two PR people bought the "JFK Coloring Book" last year, and the book of poetry by Jackie Kannon, a song, "Pomeo From the John," the albums are the brainchild of Bob Booker and Earl Dowd, the happy creators of Vaughn Meader's "First Family"

albums. Actually they worked on this idea before the "First Family" bonanza started.

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