**Surf Music Splashes Way Across U. S.**

The International Music-Record Newsweekly

Radio-TV Programming - Phone-Tape Merchandising - Coin Machine Operating

**COLUMBIA FTC HEARINGS RECESS FOR 2 WEEKS**

NEW YORK—Hearings on the Federal Trade Commission complaint against Columbia Records, Inc., filed by a group of independent record dealers, were recessed for two weeks last Friday (21). During the week prior to the calling of a recess, high-wattage stations included WNEW, WCBS and WMCA, among others, sent representatives to the hearing.

In addition to these disk executives, a number of statistical and economic experts gave testimony in support of the club. Also testifying were various consumer members of the club. Dealers are expected to return in New York on Monday, July 11. The defense case, now being heard, is then expected to be concluded in two weeks, to be followed by brief rebuttal periods for both sides.

**Chain Starts 4th L.A. Store**

HOLLYWOOD—Clyde Wallich's next week will break ground on the fourth store in his six-city chain, a 12,000-square-foot building located in Torrance across from the East Bay shopping center. The store is scheduled to be completed in October and adds to Music City's existing chain of volume discounters in Hollywood, Los Angeles, and Lake-wood. The latest edition to the Wallich's Music City chain is expected to be the first of four stores to be built in the immediate future. Additional Music City stores will be located in West Covina, West San Fernando Valley, Orange County, and the store in Torrance.

As part of the ground-breaking ceremonies, Music City, in conjunction with KFWB disk jockeys Bill Blake and Bobby Lomax, will host a trea- sure hunt on the site of the new store. Prize the winners $1,000 are to be placed on the
ty's Gary Clarke Cuts for Decca

NEW YORK — Decca Records will try again this week by singing another artist with high-powered potential, Cary Clarke, one of the regulars of "The Virginian." The label's first record will be out next week. The record was cut on the West Coast by Bud Dulli of the label. The label is mar- shalling added promotional gun behind the release of the single.

**Phony Ratings Face Crossfire**

By MILDRED HALL

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

FCC warned broadcasters to take "reasonable precautions" to avoid "false statements" in their advertising are valid. The agency also warned against mis- use of bona fide rating surveys, such as quoting portions of a report out of context, to build up the broadcaster's comparative place in the market.

The Federal Trade Commission, which last December placed A.C. Nielsen, Pulse, Inc., and C-E-F-R, Inc., under consent for alleged misrepresentation in their rating reports, says it will go after violators by means as well as by the issuing rating services themselves, when adver- tised ratings are fraudulent. Both agencies have stepped up investigation of the ratings situation in the wake of Harris (D. Ark.) Investigations Sub- committee probe of the services. Paul Brunk rated services for failure to supervise field work, omission of local radio stations that didn't buy rating service, weighing incomplete data, and issuing misleading reports, among other things. Radio station licensees were assured by the Subcommittee that there would be an overhaul of the ratings picture, which had down- graded radio's advertising value, costing licensees millions of dol- lars in advertising that went to other media.

The Subcommittee gave the broadcasters a chance to clean up its own rating mess, and is keeping close watch on NAB and R A B efforts to estab- lish fair rating standards and hold broadcasters to use of approved rating services.
ELVIS

YOU'RE THE)
DEVIL IN DISGUISE
PLEASE DON'T DRAG THAT STRING AROUND

ELVIS

A NEW SINGLE! #8188

RCA VICTOR

The most trusted name in sound
Eagles Adds Classic Works

HOLLYWOOD — Everet Records, with more than 100 titles in its classical catalog, is moving deeper into the long-time realm with the start of its new classical music series and by concluding arrangements with firms abroad for the distribution of its records in their respective countries.

Everest President Bernie Solomon last week signed the American prize-winning composer, Edward Albee, as the label's classical artist and reportedly director handling domestic recording. Everest also signed the Vocal Arts Ensemble, with German-Italian soprano, initials, in its recent Olai Festival, and New York's Jewish symphony among its initial U.S. artists.

Solomon has concluded U.S. distribution arrangements with Germany's Arionia (first two releases featuring performers) and, in New York, the Atlantic (first two releases featuring performers) in its recent Olai Festival, and New York's Jewish symphony among its initial U.S. artists.

Surf Movie Offered for Deeply Hops

HOLLYWOOD—Defi Records President Bob Keene last week acquired a two-room, 35-mm color motion picture of a movie voted exclusively to surfing action from Keene plans to add narration and a musical sound track and make the vehicle available for deep-sea diving or "deep hop" after the film has had its theatrical run.

Distributed.

Dot Ohio Move Points Trend

NAME JACK ORR BILLBOARD MANAGING ED.

NEW YORK—Jack Orr this week was named managing editor of the Billboard, previously was copy editor and Tal- howard editorial staff, the staff of the Billboard of the century in 1962.

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

Robert Rolonzoni continues to head the news gathering functions of the music department as music editor, with Ben Grell as associate editor, while the latter continues as coin machine editor.

UA to Distribute Humpty Dumpty

NEW YORK—United Artists Records has concluded a deal to release distribution of the newly formed Humpty Dumpty line of children's record albums. The Solomon Burke record was released, lanith of children's recorders and creator of the Peter Pan series, will serve as the new series. United Artists currently distributes the record, "Spiders for Children series.

Oh, Those Cover-Record Blues

BY JACK MAHER

NEW YORK—Before the time to sleep at night, record manufacturers offer a silent, secret prayer to the Gods. "Bless my distributors, bless my rack jobbers, and bless my chains can't help, Lord, protect me from the day's plagues or from any strange diseases.

Cover records that break simultaneously are the bane of the business. When a label gets its clout, the price drop is necessary, the catalog is a real threat, the sacrifice of the artist's work, and the consumer is at a loss for protection. The price of promotion goes up, as a label has to double and triple up on everything—from lunch and drinks facilities and freight, to transportation, to advertising and promotion. All of these are essential. One of the most extensive and enduring is the artist's cover art, and the action is the use of special deals and freebies. Special deals, sometimes at one-
at-a-time to dealers, are one of the best ways to push a particular single over the competition.

There has been a plethora of cover ards in the past six months. One company, for instance, made a special for a group of distributors for getting records, and the next day with Liberty over "Just One Look." Atlantic came out ahead in the battle over the Jasin Protects D.L. record, and Doris Troy came out ahead of the Liberty record by Andy and the Mar-
Al Kasha Set to Produce at WB

HOLLYWOOD — Warner Bros. Records is launching a crash program to acquire the talent of independent producers. Thus far, the most notable signatory to the deal is Al Kasha. He was formerly with Columbia Records as a producer and supervised many of the Steve Lawrence and Eydie Gorme dates.

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

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

CHECKING UP
Auditor Taking Look at Filipino Disk Books

BY LUIS M.A. TRINIDAD

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

The American couple visited various Filipino record companies, among them Los Villar Mercado, Eusebio Construyan and Antonio Lustre of Cordel Publications.

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

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

"There appears to be practically no sheet music business as each musician arranges his own score,不管whether or not other rendition on a record. Performance rights, however, are recognized although common laws may well recognize them."

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

The American visitor further observed that the recordings of American record companies who have not licensed their works in the Philippines are pirated openly. The major label spells are represented and in this way consequent policing by the American companies ensures pirating of these works. He said that this is a saving grace in the pirate problem of this territory.

I think that American publishers and record companies must be patient in the promotion of their products in these countries until Fenton added. "Advances and guarantees from Philippine firms will not be accepted and in the long run will probably not be appreciated by the American companies."

Paul Wexler Handling New Science Line

NEW YORK—Paul Wexler is handling a newly formed record territory, the Columbia Manufacturing Company’s subsidiary firm, the Columbia Music Marketing Corp., for Columbia Chalmers Manufacturing Company’s subsidiary firm, the Columbia Music Marketing Corp., for Columbia Chalmers Manufacturing Company. The new label is called Bal- lads for the Age of Science, and it consists of six LP’s, created by A. B. Tietz and Daniel. Line is aimed at children from six to 12 and it features classics on the radio stations, and the subscription list increase in the past year has been almost 20 per cent.

In another action the NAB Radio Commission has announced the appointment of a screening committee to consider alternatives to present methods of music manufacture, and I proposed that the Radio Code be amended to include provisions against dispensation of competitive products in exchange for the sale of the Columbia Chalmers to the board turned down a suggestion that the subscription list increase number of commercial during certain times.

Laurie Post to Singer

NEW YORK—Laurie Records, hot right now with four records on the best-seller chart, has appointed Murray Singer as director of special products. Formerly with Bethlehem Records, singer’s job is to reach rock jockers and one-man stations.

Laurie’s current hot singles include sides by the Cliffhangers and the Rains and the Rainbow, and the Four Pennies on the firm’s sub. Ross, Stuart and Daniel, who have incidentally makes many-records of the Cliffhangers.

NARM Sets Sales Meet

PHILADELPHIA—The 1963 music business convention of the National Association of Record Merchandisers will take place at the Lafayette Hotel. 600 delegates from across the country are expected to attend the event, which will conclude all Wednesday afternoon through noon on Friday.

A person-to-person sales conference will begin at the event, and the luncheon and conclude all Thursday through noon on Friday.

More than 2,000 record windows from coast to coast are featuring "Clashateria" windows. Here is a typical display in New York City of the 20th Century-Fox sound-track sets, with the by now famous picture of Rex Harrison, Elizabeth Taylor and Richard Burton. Picture opens this week in 30 cities.
The Barbra Streisand Album

A FANTASTIC FIRST! ON COLUMBIA RECORDS
WHO KNOWS BETTER?

Industry Know-How
Just Right for A1 Job

By BOB ROLONTZ

NEW YORK—When a group of record men leave a record company to go with an advertising do they find the record company handles the advertising, and the German classical DGC label. For MGM-Verde the Donahue and Coe candlestick men perform all sorts of functions above and beyond their normal functions as an advertising agency.

They help in merchandising, as well as giving a hand in packaging, such as the packaging for MGM meetings on almost everything.

Do the Job

Nasitir, the account supervisor, who was recently made an executive with the firm, said that Donahue and Coe handle the art work, the marketing and the advertising for MGM-Verde Records. Leiman is the art director for MGM covers while Murrello handles the VERVE covers and the art direction for all MGM meeting programs.

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

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

Packaging Ideas

On the packaging side, the agency is working heavily on the DGC line, redesigning the DGC package for U.S. market tastes.

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

RCA Victor's campaign to introduce Dynagroove was called "the most outstanding promotional program of the year" by the New York Sales Promotion Executives Association. Mort Whitman, president of Victor's Chicago chapter, presents plaque to Bill Alexander, victory advertising chief.

Surfer Sets
Own Firm

HOLLYWOOD — Brian Wilson, leader of Capitol Records' top-selling surf group, last week formed his own disk production firm in conjunction with the label's president, Larry Wilson. The firm is known as Brian Wilson Productions, and will produce recording sessions for "any legitimate record company," Wilson said. The firm will handle its artist accounts and mastering.

Brian Wilson told Billboard that the production firm will also handle his label, his own label, and will produce masters with its own recording services. Capitol Records, however, will keep first refusal on Sea of Tunes' own disk production. Selections for Capitol's offerings by the firm will be placed by the Wilsons with other labels for sale and distribution.

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

The Wilsons also own Sea of Tunes, which is used to release sides by the Wilsons, their own publishing firm.

BIONDI TO JOIN CHI'S WYRN

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

Philips' PPP Offers 14%

CHICAGO—Phillips Records' new "PPP Program" sales plan offers a 14 per cent discount on releases, the company's current plus its current release of nine new albums. The plan runs from June 19 through July 31.

The release includes a new Count Basie recording, "Miss LaBeu," featuring the Congolese Choir singing the Count's "Series." The Congolese Choir Collection series was introduced March 1, and includes four packages, each devoted to different albums and accompanying illustrations.

The regular releases include albums by Woody Herman, Pat Boone, Nat "King" Cole, Stan Getz, Faron Young, and Johnny Mathis.

MEADER CORPORATE SELF
READY TO SPREAD OUT

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

Meader exited Cadence Records and the Rongos-Dog organization in favor of a $30,000 advance on a two-year deal with MGM Records last week. Meader's debut as a singer will take place on his first MGM single release. The artist will abandon his JFK impersonation in favor of general satire on his new label, which is extremely exclusive for the label.

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

Meader will record following a national U.S. and Canadian tour beginning at the Steel Pier in Atlantic City, July 14, through July 31. Performances will be in Freight Permit Hall, in Manheim, Germany, July 17 through August 10. They represent the first for the debut of the new Meader and Company act at the National Convention in Houston, Tex., September 2-15.

The big switch to MGM, arrangers of the line-up, is the Bernstien of General Artists Corporation and a group of possible MGM TV and movie opportunities for the star of "The Lampoon." Two "The Lampoon" LPs on Capitol were a big selling hit, with 43,000 copies sold. The "First Family Vol. II" on Capitol is still in seventh place on Billboard's monoplastic LP chart. It is over the 250,000 mark

For Tape Distributors

NEW YORK—Norton Weimer, vice-president of 20th Century Fox Records, has named a number of labels to handle the label. The label, Marcel of Baltimore, Mutual Distributing, Boston; Cleve-Disc, Cleveland and Cincinnati; Arc Distributing, Detroit, Michigan; Con., Marcel of Philadelphia; Fenway, Pittsburgh and City, Seattle, are the nine new outlets handling the label. This makes a total of 11 outlets in trouble. Weimer said, with Quality Records, Ltd., Canada, and Deal, Canada with the exception of the Canadian limits.

C'Lea' Tapes Set

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

Smash Sets 1-For 7 Deal

CHICAGO—Smash Records is offering a buy-four-get-one-free deal on its entire Smash and Fontana LPs. The offer begins with the new June release of 10 albums. The deal runs through August 15.

The Tannenbaum company gives all new albums each by Smash and Fontana. The Smash release includes Jesus and the Fever, Fuller and His Jazz Ambassadoires, Joe and Nana Mouskouri holds the rests of Fontana talent.

The plan, designed for a '63 Summer Retailers was introduced at an all-day sales meeting here recently. Lou Fuller, Smash-Fontana head; Doug Moody, Jay Swint and Alan Mekin, Smash and Fontana's mid-west sales managers respectively.

REPRISE INKS ALLEN & ROSSI

HOLLYWOOD—Reprise Records, the comedy team of Marty Allen and Steve Rossi to an exclusive recording contract. Acquisition of the comedy team adds a comedy talent to the Frank Sinatra label's product line-up. Reprise also has signed to the label's contracts with Lou Monte, Dorrite Burnette and Marty Allen. Contract for Allen-Rossi came on the heels of a letter from Bob and Larry Reynolds to an exclusive contract.

MERCUE RECORDS

20 JUNE LP'S

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

The new releases plus 40 albums and 50 EP's are in "Three Ring Circus," "Setlist '85," and "The Great Music Series" program. Mercury has the same 13 free with 100 sales plan running through July 14.

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

Mercury is debuting its new program "Miss Summertime." Of the Billboard top ten jazz and popular music, two hashed by the "Curtain Up" series. The "Curtain Up" series is packed, with hits from the December 12 New York cartoonist Robert Day.

R&BJOCKS TO MEET IN L.A.

HOLLYWOOD — The National Association of Radio Announcers and Rhythm and Blues Jocks (R&BJOCKS) convention here August 22-25 at the Ambassador Hotel. According to Floyd Ray of the association, approximately 50 per cent of the organization's associate members (record companies) have already confirmed that they will be represented at the convention. Ray said the association will tackle matters such as raising the qualification of DJs in every market and the new standards. Also, panel discussions will serve as a sounding board for the RAB area of the industry. Ray said that the convention will be a record turnout of delegates. According to Ray, main goal of the convention is in establishing qualification, employment and security for r.b.
"THE SURF IS UP AT LIBERTY,"
said the charts smashingly.
CONGRESS INCLINING TO TAX HELP FOR SHOWBIZ

WASHINGTON—Tax news out of the Capitol leans toward help for the entertainment industry. The House Ways and Means Committee, working over the summer recess, may consider tax reforms, has tentatively adopted language to spread individual income tax deduction remaining from Internal Revenue's confusing interpretation of last year's revenue revisions enacted by Congress. Rep. Paul Rogers (D., Fla.), Representative Felly (D., Wash.) and others have introduced legislation to bring back the "reasonably estimate" and reasonable record keeping approach to deducting business entertainment expenses. Representatives Rogers and Felly said that IRS has produced such confusion on the issue that it will take new Congressional action to clear things up. Both organizations across the country has dropped the level of bandaged functions 40 per cent of food and beverage sales 10 per cent, and has pulled down over-night, hotel, motel and restaurant employment from 5 to 10 per cent. Representative Rogers said Representative Felly said the National Restaurant Association estimates a loss of $1 billion to that industry on an annual basis. It goes without saying that entertainers, concert bands, record stars etc., suffer last bookings as a result. The Senate is working to spread tax for those with least advantage. Senator would apply to anyone whose income in the fifth year exceeds the average of the four preceding years by at least one third. Tax rate on the bonus year's excess above 133 1/3 per cent of the average income, would be three times the tax payable on the first one-third of it, with "certain restraints." To put it more simply, taxpayer would first estimate one and one-third times his average income this year from income in the bonus year. He would get "excess" tax due on one-third of this "excess figure," and multiply this by third rate.

Victor Buys 'Tip Toes'

HOLLYWOOD—RCA Victor has adopted a new subsidiary, The Victor Company of "Tip Toes," by Boots Faye, originally released on the Calley-Fay label, now on its own label. The label has been getting action in Spokane and in Richmond, Va. Under a special arrangement per purchase, the major label has op- tioned to buy the label itself from both Boots and Idaho. Platter was purchased by Steve Sholes and Nord Knut. Victor's West Coast recording operations here.

Newport Fest

Continued from page 4

Ferguson and his orchestra; Dizzy Gillespie Quent; Miles Davis; Raoul Freeman; Hendrik Beuvon; Jerry Mulligan Quartet; Sonny Stitt; Joe Williams, and others.

SATURDAY, July 6: Duke Ellington and his orchestra; Bunny Berigan and Ruby Law- rence; Coleman Hawkins; Paul Winter; Ramsey Lewis Trio; Newport Folk Festival; Bud Freeman; Ruby Braff; George Wein's Newport Jazz Quintet; Nancy Wilson and others.

SUNDAY, July 7: Dave Bruck- beck Quartet; John Coltrane Quartet; Herb Ellis Quintet; Javalth Trio; Dewey, Dakota Stan- ton and others.

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

Frequently noted that the Newport Folk Festival, of which he also is director, will be run as a non-profit event with pro- ceeds being used to provide scholarships in the field of folk music. All of the big names in the folk field work for scale, he feels that it is possible for an "unknown country fiddler or singer" to "get enough of the bough to which he is bough, which is scheduled for July 26, 27, 28 at Newport.

Dot Ohio Move Points Trend

Continued from page 3

men in each of its aforementioned markets, and fill orders out of stock centers to the extent of this amount.

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

It also represents the first time that Dot has reversed proc- esses of the past several years of operating through the distribu- tion outlets by selling its franchise to an independent distributor.

In making this move Dot has placed its product in the hands of a well-seasoned firm which has been supplying the Columbia Records network for the past dozen years. Furthermore, the line will enjoy its own distribution identity in functioning under the Dot dis- tribution label.

While these aspects mark a dramatic change in Dot's relation to its traditional distribution operation, the label has had a som- ewhat rocky history since July 1961, when The Dot label was switched from Los Angeles to Detroit, and the Los Angeles office was closed by Mrs. Dorothy Dietz. In March 1961, when Dot label was transferred, Dot label suffered severe set-backs, As a result of the independently owned unilateral distribution op- erations, the figures for Dot label sales, according to Wood, have been inordinately low. To correct this, Dot will enjoy intensive sales cover- age with maximum product availability in each market. This change in the philosophy of the Dot label will be threefold: The firm no longer has to shoulder the burden of the expense, selling and promotion of a company-owned brand; it will reduce the need for resident sales and promotional representation in each market; it will still have the benefits of concentrated single line sales force integrated with a single source of supply and merchandising bearing the label's name. Similarly, there are distributor benefits. He attributes heavy loss of territory, but it is sparsely the high cost of maintaining inventory in all four by servicing them out of a single central point. According to Mr. Cohen, Dot label will now be served by the Minneapolis, Minn., and Kansas City, Mo., and Detroit, Mich., salesmen of the long-established Harry Dietz, who has long been the top in the Minneapolis and Cleveland market where Co- lumbia label was established.

These consolidation moves apparently designed to give Columbia closer control of its product in the field. The changes mark the first price stabilization move that Columbus has in the works for its July convention. Traders estimate that Columbus Retail Distributing Corporation controls about 70 per cent of all product through its network, and that through its national distribution network, these new distribution moves, if they come to fruition, would increase this control even more.

BATTLE STARTS $1.98 SERIES

NEW YORK—This Riverside sublabel, battle, has started a $1.98 series. First album in this series is "A Trip in Spaghetti," by Tom Glazer. The deal is being handled by a concert version of his current Kapp hit.
NOW A GREAT CAPITOL AND ANGEL JULY - AUGUST PROGRAM ON MUSIC FROM FRANCE
AN EXCITING INTERNATIONAL PROMOTION TO SPARK SUMMER STORE TRAFFIC AND SALES

OVER 100 TITLES OF ANGEL; ‘CAPITOL’ OF THE WORLD AND CAPITOL CLASSICS FRENCH REPertoire NOW ON A
BUY 2 GET 1 FREE! PROGRAM*
BACKED UP WITH CONSUMER ADVERTISING, COLORFUL EXCITING WINDOW AND STORE DISPLAYS, CONSUMER FOLDERS, DEMO DISCS, BROWSER CARDS AND ADVERTISING MATERIAL

ADS LIKE THIS WILL APPEAR IN THE NEW YORKER, RÉALITÉS, SCHWANN, ETC. (See Capitol-Angel Rep. for Ad Mats & Ideas)

INCLUDES THE NEW, ALL-FRENCH RELEASES ON ANGEL AND ‘CAPITOL’ OF THE WORLD
Cluytens’ ‘Complete Orchestral Works of Ravel’ (4 record set or individual L.P’s); Nicolai Gedda’s ‘Great Tenor Arias from French Opera’; the new ‘Opéra d’Aran’ by Gilbert Bécaud; Many others!

*Your Capitol-Angel Sales Rep has the complete story!

French music is fun! French classics are famous!

NOW—THESE RICHES AT A GREAT SAVING!
Whether or not your vacation plans include Paris, many record dealers are currently offering the next best thing—a chance to enjoy Faust at L’Opera, The Pearl Fishers at L’Opéra-Comique ... popular singers such as Piaf and Trenet... great entertainers from smart clubs along the Champs Elysées and leading French jazzmen from smoky caves underneath Boulevard Saint-Germain ... the immortal art of Walter Gieseking and Maggie Teyte.

From the bountiful combined catalogs of Angel Records and Capitol Records you can build your library of great music by Debussy, Ravel, Franck, Bizet and performances by the popular and classical artists who have made Paris a center of the musical world.

See your record dealer today for details and complete lists of French music on Angel and Capitol. Enjoy these riches at a saving of many francs!
BILLY ALBUMS

TAMIA

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

Spotlight picks are those albums with sufficient sales potential, as voted by Billboard's Review Panel. To achieve a Spotlight Pick, an album must be at least 0.5 in the week of the chart. A special merit pick is also awarded albums with sufficient sales potential, as voted by Billboard's Review Panel. To achieve a Special Merit Pick, an album must be at least 0.5 in the week of the chart.

POP SPOTLIGHT
SONGS FOR A SUMMER NIGHT
Various artists Columbia PMS-2 (M) PMS-3 (S) This album is the sound track of the movie "Songs for a Summer Night." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

55 DAYS AT PEKING
Soundtrack Columbia CL 2886 (S) This album is the sound track of the movie "55 Days at Peking." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

35 DAYS AT PEKING
Soundtrack Columbia CL 2886 (S) This album is the sound track of the movie "35 Days at Peking." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

COUNTRY SPOTLIGHT
THE ORIGINAL COUNTRY HITS Vol. 1 Various artists Decca DL 4559 (M) DL 74359 (S) This album is the sound track of the movie "The Original Country Hits." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

COUNTRY SPOTLIGHT
THE ORIGINAL HITS PERFORMANCES OF THE BILLBOARD'S TOP COUNTRY & WESTERN Vol. 1 Various artists Decca DL 4559 (M) DL 74359 (S) This album is the sound track of the movie "The Original Hits Performances of the Billboard's Top Country & Western." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

COUNTRY SPOTLIGHT
BLUEGRASS SPECIAL! Bill Monroe and His Blue Grass Boys Decca DL 4382 (S) DL 4388 (M) This album is the sound track of the movie "Bluegrass Special!" Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

LOW-COUNTRY SPOTLIGHT
BOW TYE HEAD Webb Pierce Decca DL 74384 This album is the sound track of the movie "Bow Tie Head." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

SACRED SPOTLIGHT
THE FAMILY BIBLE Ernest Tubbs Decca DL 74397 This album is the sound track of the movie "The Family Bible." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

LOW-COUNTRY SPOTLIGHT
CAVALRY OF COUNTRY COMEDY AND HUMOR Various artists Starday SLP 237 (M) This album is the sound track of the movie "Cavalry of Country Comedy and HUMOR." Since this is one of the big summer hits, Columbia has released this album. The songs are well done and the album is a good buy.

POP SPOTLIGHT
LITTLE STEVIE WONDER'S 12-YEAR-OLD GENIUS Tunde Records Pressed on early comic "I'm Not a Cool Cat" for an artist who's been building for some time with his "Little Stevie Wonder." LP does well with strong tracks like "I Love Her So," "Little Stevie Wonder," and "Jool Byn."
How many ears must one man have
Before he can hear people cry?
How many deaths will it take 'til he knows
That too many people have died?
The answer, my friend, is blowin' in the wind,
The answer is blowin' in the wind.'
2 SUPER-SELLING SINGLES!

RICHARD CHAMBERLAIN
Big Summer Smash!
I WILL LOVE YOU
and
TRUE LOVE
MGM K 13148

KAI WINDING
Best-Selling Version With The New Hit Sound!
MORE
(From The Motion Picture “Mondo Cane”)
VERVE VK 10295

MGM RECORDS
THE STARPOWER LABEL

THE SOUND OF AMERICA IS ON

www.americanradiohistory.com
MRS. DRAW MOST BLASTS IN SURVEY OF INDUSTRY ILLS

NEW YORK—Put another nickel in, in the nickelodeon, all I want to hear is Money, Money, Money.

This, according to a local distribution firm, is the theme song of most record manufacturers in connection with an attempt by the distributor to pinpoint greed as industry ills. Accusing manufacturers of making music a "purely monied lot," in the dash for more money, the distributor called for control. We feel the free enterprise system is best for us, even though it hurts some, as long as the public is not being deceived or hurt."

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

(Continued on page 51)

Billboard 1963 Survey of INDEPENDENT RECORD DISTRIBUTORS

QUESTION 1:

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

(Percentages shown are average of all distributors replying)

27.1% traditional owned dealers (including department store not dated as discounters)

17.5% rack jobber accounts (including those owned by distributor himself)

15.7% large discount outlets (for which records are only a part of the total business)

L. I. licensed dealers operated by distributors,

6.5% other types (appliance stores, juke operators, high fidelity stores etc.)

(Continued on page 51)
IKE KLAYMAN SAYS...

"Best wishes for a successful ARMADA convention"

A & I RECORD DISTRIBUTORS, INC.
1000 Broadway, Cincinnati, Ohio
MEMBER ARMADA

---

Congratulation to ARMADA and all its members

APEX-MARTIN RECORD SALES, Inc.
351 Washington Street
Newark 2, New Jersey
(201) MArket 3-7231

---

CONGRATULATIONS TO ARMADA

ARC DISTRIBUTING CO.
13415 Lynden, Detroit 27, Mich.
(313) BR 2-4872

Henry Drez, Pres.

---

IN CHICAGO
You Get the Action You Want From

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

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

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

---

AMERICAN RECORD MERCHANTS AND DISTRIBUTORS ASSN.

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

---

ALPHA
the most dependable
Independent Distributor

NEW YORK AND ALBANY MARKETS

HARRY N. APOSTOLERIS
157 West 45 St., New York 19, N. Y. CI 5-7932.
Congratulations to ARMADA
We're Not Bragging, But
In Our New Home
With Tremendously
Expanded Working Area
We Offer the Finest
Facilities in the Record
Distributing Business.

Do You Have the Finest?
Cadet Distributing Co., Inc.
13380 Capitol, Detroit 37, Mich.
(313) 548-3171

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

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

Congratulations
To ARMADA
from
the #1
Record Distributor
in the South
DIXIE-SOUTHLAND
RECORD DIST. CO.
1235 Techwood Drive N.W.
Atlanta, Georgia
(404) TR 3-2081
Jake Friedman—Pres.

Congratulations
To ARMADA
From the Cohens

New Jersey's Leading
Independent Distributors

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

Best Wishes for Continued Success to ARMADA!

COSNAT RECORD DISTRIBUTING CORPORATION
A Division of The Cosnat Corporation

315 West 47th Street
New York 36, N. Y.
CONGRATULATIONS TO ARMADA FROM THE NORTHWEST MEMBER

Huffine Dist. Co. Are Record Distributors, not A&R men
For Top Sales Coverage of the Northwest Territory contact

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

ATTENTION!!

ALL "SWINGING" LABELS
NOW...is the time to—

Move to MANGOLD
• Top Sales • Top Promotion
• Top Credit Rating plus

Our Secret "C.E.P." Formula
C...CONCENTRATION
E...EFFORT
P...PRODUCT EXPOSURE

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

MANGOLD DISTRIBUTING CO.
638 WEST BALTIMORE ST.
BALTIMORE 1, MD. (PL 2-6023)
CONTACT MANNY GOLDBERG NOW!

Congratulations to ARMADA

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

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

AMERICAN RECORD MERCHANTS AND DISTRIBUTORS ASSN.

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

JOHNNY KAPLAN'S SON, HOWARD JAY, HAS HIS SAY
Welcome, Armada Members, From My Dad, the Vice-President

BETA RECORD DISTRIBUTORS
599 10th Avenue (Phone CH 4-3744) New York, N. Y.
Conratulations
To ARMADA

SCHWARTZ BROS., INC.
2146 24th PLACE N.E.
WASHINGTON 18, D. C.
James Schwartz—
Treasurer of ARMADA

• Best Wishes to the
ARMADA Membership
from
One of Chicago’s
Record Distributors

Signed: Ernie & Bill Leaner

• UNITED RECORD
DISTRIBUTORS, INC.

2029 S. Michigan Avenue
Chicago 16, Illinois
(312) 225-6605

UNIVERSAL
RECORD DIST. CORP.
(215) CE 2-3333

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

Billboard 1963 Survey of INDEPENDENT RECORD DISTRIBUTORS

(Continued from page 14)

QUESTION 4: WHAT ARE YOUR CURRENT CREDIT ARRANGEMENTS WITH THE FOLLOWING TYPES OF RECORD OUTLETS:

<table>
<thead>
<tr>
<th>Type of Outlets</th>
<th>Credit Terms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rack jobbers</td>
<td>30-60 days</td>
</tr>
<tr>
<td>Chain jobbers</td>
<td>30-60 days</td>
</tr>
<tr>
<td>Shop jobbers</td>
<td>30-60 days</td>
</tr>
</tbody>
</table>

QUESTION 5: ARE YOU ENGAGED IN ANY FACET OF THE RECORD BUSINESS OTHER THAN BEING A DISTRIBUTOR?

46.9% YES
10.9% NO

QUESTION 6: IF YOU RECEIVE AN OVER-RIDE, WHAT IS THE AVERAGE AMOUNT?

Under 1% over-ride: 10.7%
1% over-ride: 10.5%
5% to 10% over-ride: 72.5%
UNITED ARTISTS RECORDS SALUTES ARMADA

ART TALMADGE
President

SI MAEL
V.P.-Controller

LLOYD LEIPZIG
Director of Creative Services

JOE BERGER
National Sales Mgr.

ANDY MIELE
General Mgr.

GEORGE WIEN
Director U.A. Jazz

JAY R. JACOBS
Dir. of Sales Merchandising

LEROY HOLMES
Musical Director

BUDDY FRIEDLANDER
National Promotion Mgr.

BOB KRYL
Regional Sales Mgr.

RON NACKMAN
Production Director

HENRY LA PIDS
Musical Dir.
—Children’s Records

CURRENT BLOCKBUSTERS!

FUTURE BLOCKBUSTERS!!

THE PROUDEST NAME IN ENTERTAINMENT

www.americanradiohistory.com
Can't Turn Off Trend to Bigness, One-Stop Feel

By REN GREVATT

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

Beyond this, half of all one-stop respondents are in favor of the trade association as a force for better interaction with concerning industry problems.

Commenting on concentration of distribution, Gordon Darragh of Rapid Records, Mitch, said, "The same trend means that as long as the government's attitude remains that 'bigness per se is not inherently bad,' the big outfits will get better prices, deals and services, and the government won't see anything wrong about it.

Those Phone Calls

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

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

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

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

Hurdles Cited

The one-stops cited many problems facing them in business today. A prominently mentioned difficulty was the most

(Continued on page 23)

**Billboard 1963 Survey of ONE STOPS**

**QUESTION 1**

**COMPARLED WITH FIVE YEARS AGO, WHAT IS THE APPROXIMATE SHARE OF YOUR TOTAL DOLLAR VOLUME NOW BEING ACCOUNTED FOR BY ONE STOPS? (percentages shown are averages of all one-stops replying)

<table>
<thead>
<tr>
<th>Share of Dollar</th>
<th>Volume (New)</th>
<th>Volume (5 Years Ago)</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.2%</td>
<td>30.5%</td>
<td>32.9%</td>
</tr>
<tr>
<td>16.5%</td>
<td>19.8%</td>
<td>20.8%</td>
</tr>
<tr>
<td>7.9%</td>
<td>5.8%</td>
<td>6.0%</td>
</tr>
<tr>
<td>7.9%</td>
<td>3.7%</td>
<td>3.9%</td>
</tr>
</tbody>
</table>

(Continued on page 23)
On this occasion of their 1st National Convention
Hotel Fontainbleau
Miami Beach, June 23-25
the following ROSA members renew their pledge of:

CONGRATULATION
FROM LIEBERMAN'S
ONE STOPS TO ROSA ON
THEIR 1st ANNUAL
CONVENTION

We Specialize in SERVICE with
all labels and all speeds.

ACME MUSIC COMPANY
257 Plymouth Ave. N.
Minn. 11, Minn.
(612) 333-7221

LIEBERMAN IOWA ONE STOP
1406 E. Grand
Des Moines, Iowa
(515) 262-8211

LIEBERMAN OMAHA ONE STOP
809 S. 25th St.
Omaha, Nebraska
(402) 341-3056

CONGRATULATIONS,
ROSA, WE'RE WITH
YOU 100%!
Largest Stock of 45's & LP's
in New York State

BUFFALO ONE STOP
959 Main Street, Buffalo 3, N. Y.
TT 2-0127
Mgr.: Dave Cohen

ROCHESTER ONE STOP
213 Monroe Avenue, Rochester, N. Y.
LDeut 2-5360
Mgr.: Phil Martin

SYRACUSE ONE STOP
515 E. Erie Blvd., Syracuse, N. Y.
Granite 6-4019
Mgr.: Ralph LaRosa

OWNERS: Steve Brodie &
Leonard Silver

GLAD TO BE
REPRESENTED
AT THE ROSA
1st ANNUAL
CONVENTION
AT MIAMI

Rosa MEANS GOOD BUSINESS
See you all at
the Convention
Tom Mutter

CONSOLIDATED
ONE STOP
12254 Linwood
Detroit, Michigan
(313) to S-8665

BILL'S
T. RECORD
SHOP
THE LEADING ONE-STOP
IN OKLAHOMA

WE SPECIALIZE IN ALBUMS
105 West 6th Street
Tulsa, Oklahoma
(918) LU 2-5218

Contact
Lowell Maxwell
K. A. Horn

GALAXY
RECORD DISTRIBUTORS, INC.
****
Complete Selections of
45's, LP's and Promotional
Records. We Know Your
Needs—Let Us Solve Your
Rack and One-Stop Problems.

FAST, COURTEOUS SERVICE
****

STAN STONE
GALAXY RECORD DIST.
524 W. 43rd, NEW YORK CITY
PHONE: LO 5-2665
MEMBER ROSA
On this occasion of
their 1st National Convention
Hotel Fontainebleau
Miami Beach, June 23-25
the following ROSA members
renew their pledge of:

Outstanding Service
And a Fair Deal to
Buyers and Sellers Alike

We Are Proud of
Our Membership in

ROSA
I. J.
MORGAN
COMPANY
511 N. BROAD STREET
PHILADELPHIA 22, PENNA.
PHONE WAlnut 5-7535
ONE STOP RECORD SERVICE
See Us For All
Your Record Needs In
The Philadelphia Area

"The Original"
ONE STOP RECORD SERVICE
2731 Nee Street
SL, Lewis 3, Mo.
Jefferson 5-4112
Leonard Silver

5 MUSIC BOX
ONE-STOPs
Serving 35 States With Overnite
Service and Same Day Delivery!
DEALERS:
Stop Overstocking. Investigate Our
Special Guarantee Policy.
FREE
Title Strips for Ops
1360 Spring St. NW., ATLANTA, GA.
PH.: TR 5-0354
1043 Broadway, DENVER 3, COLO.
PH.: DU 5-2915
2524 Pico Blvd., LOS ANGELES, CALIF.
PH.: DU 5-8497
1327 Crampton St., DALLAS 7, TEX.
PH.: ME 1-6970
1301 W. 79th St., CHICAGO 20, ILL.
PH.: AB 4-3600

NORTHERN OHIO'S
OLDEST ONE STOP
RECORDS RUSHED TO YOUR
Door by Our Vans
SUCCESS BUILT
ON SERVICE

NORTHERN
RECORD SALES
2006 Prospect
Cleveland, Ohio
Phone 216—SU 1-7080
"See You in Miami"
A CHARTER MEMBER OF ROSA

CONGRATULATIONS,
The Oldest and
Largest One-Stop in
The Midwest Is Proud to Be
A ROSA MEMBER

CONGRATULATIONS
TO ROSA ON
THEIR 1st ANNUAL
NATIONAL
CONVENTION

california music co.
the Oldest and Largest One-Stop
Operation In the West
Since 1935
Is Proud of Its
Membership
In ROSA

california music co.
2983 W. Pico Blvd., L. A., Calif. RE 3-1196

MILE HI
ONE STOP
36 So. Santa Fe, Denver
COLORADO'S LEADING ONE STOP
MEMBERS OF ROSA
Race 2-5767
CONVENTION BOUND

AFMIZIA DISTRIBUITESS
A CHARTER MEMBER OF ROSA

NEW YORK
PL 7-1177
HARTFORD
BU 9-6491
LONG ISLAND
FR 8-2232
Fast Service for Juke Box Operators—
Record Dealers—Radio Stations

AMERICA'S LEADING ONE-STOP
RECORD SERVICE

CONGRATULATIONS
To ROSA

BUDISCO RECORD SALES
Main Office: Miami, 265 NW. 29th Street
Branch Office: Jacksonville, 60 Riverside Avenue
Branch Office: Tampa, 207 Cass Street
Raoul Shapiro—Secy. to ROSA

AMERICA'S LEADING ONE-STOP
RECORD SERVICE

california music co.
the Oldest and Largest One-Stop
Operator In the West
Since 1935
Is Proud of Its
Membership
In ROSA

california music co.
2983 W. Pico Blvd., L. A., Calif. RE 3-1196

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36 So. Santa Fe, Denver
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PL 7-1177
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BU 9-6491
LONG ISLAND
FR 8-2232
Fast Service for Juke Box Operators—
Record Dealers—Radio Stations

AMERICA'S LEADING ONE-STOP
RECORD SERVICE

california music co.
the Oldest and Largest One-Stop
Operator In the West
Since 1935
Is Proud of Its
Membership
In ROSA

california music co.
2983 W. Pico Blvd., L. A., Calif. RE 3-1196

MILE HI
ONE STOP
36 So. Santa Fe, Denver
COLORADO'S LEADING ONE STOP
MEMBERS OF ROSA
Race 2-5767
CONVENTION BOUND
NEW YORK RECORD DISTRIBUTORS
15 West 20th Street
New York 11, N. Y.
(212) YU 9-2255

Manufacturers Deletes and Promotional Records Our Specialty
SEE YOU AT THE ROSA CONVENTION

Steadman One Stop Congratulations
ROSA on the 1st National Convention

We're glad to be associated with ROSA

STEADMAN ONE STOP
140 E. 3rd Street
Mt. Vernon, N. Y.
(914) OW 9-3166

Bigness Trend Here to Stay
Continued from page 20
of unequal return and guarantee privileges for different customers of distributors. Others included overproduction, manufacturer and distributor ethics, and too many returns, inconsistent credit policies, transshipping, inability to get merchandise when needed, rack jobbers becoming distributors and lack of stereo singles.

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

In connection with the matter of concentration of distribution functions, it's interesting to note that of the one-stops participating in the Billboard survey, 83 per cent were engaged in other areas of the record business. Of those having other interests, 60 per cent reported owning retail outlets, 15 per cent were also distributors, fully one-third were in rack-jobbing with an average of 132 locations and 27 per cent operated an average of 2.5 leased retail departments each.

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

Keely Smith has been signed for her Pittsburgh debut at the Twin Coaches in October. Vaughn Monroe canceled two weeks at the Holiday House on July 15 to take a rest. Lou Guarnino, who claims to have broken even with his two performances of a record-name show headed by Dion at the Civic Arena, plans another such show in October along with Neil McIntyre, KQV program director. . . . Mort Locker, RCA Victor distributor here with the Hamburg Bros., became a grandfather last week for the first time when his daughter, Mimi, presented him with a grandson, David Scott Levy, on June 8. The father, Gene Levy, is with "Route 66." . . .

MUSIC AS WRITTEN
Continued from page 20
with his "Spring Shower of Stars," will bring in the Dick Clark show to Pittsburgh's Syria Mosque on July 22 for two per-

Billboard 1963 Survey of ONE STOPS
(Continued from page 20)

QUESTION 1:
DO YOU SELL OUTSIDE YOUR OWN MARKET AREA?
97.9% Y.E.S. 44.1% N.O

QUESTION 2:
WHAT SHARE OF ANNUAL SALES ARE ACCOUNTED FOR BY BUSINESS DONE OUTSIDE YOUR OWN MARKET AREA?
25.5% (average of all one-stops reporting)

QUESTION 3:
ARE YOU ENGAGED IN ANY FACTOR OF THE RECORD BUSINESS OTHER THAN BEING A ONE-STOP?
65.7% Y.E.S. 16.7% N.O

OF THOSE ANSWERING Y.E.S.
60.0% own an average of 4.1 retail record stores.
33.3% are rack jobbers with an average of 132 rack locations.
27.1% operate leased record departments, averaging 2.5 locations.
13.5% are record distributors.
7.9% other business, including own machine distributorship, appliance and other types of retailing.

QUESTION 4:
BASED ON A 100 POSITION NATIONAL SINGLES CHART, AT WHAT POSITION DO YOU ESTIMATE YOUR CUSTOMERS DO THE BULK OF THEIR BUYING?
Retail Stores Rack Jobber Operator
Before it hits chart: 6.3% 5.0% 33.1%
Position 70 to 100 43.8% 12.5% 20.5%
Position 50 to 70 11.5% 7.5% 10.0%

Position 30 to 50 6.3% 37.5% -
Position 15 to 30 18.8% 37.5% -
When it hits Top 20 32.3% - 4.7%

QUESTION 7:
HOW DOES YOUR CURRENT VOLUME OF BUSINESS COMPARE WITH THE LEVEL FOR LAST YEAR?
84.6% reported an increase, averaging 36.2%
15.4% reported a decrease, averaging 19.6%

QUESTION 8:
HAS THE NUMBER OF "SOUND" OR PROMOTION SINGLES INCREASED OR DECREASED DURING THE PAST YEAR?
81.8% indicated the number INCREASED by an average of 27.2%
18.2% indicated the number DECREASED by an average of 22.9%

QUESTION 11:
WHAT IS THE CURRENT RATIO OF YOUR SALES OF LP'S TO SINGLES
(Figures shown represent an average of all one-stops replying)
LP Units 99.8% SINGLE Units 44.9%

QUESTION 12:
WHAT DO YOU, AS A ONE-STOP, CONSIDER YOUR MOST PRESSING PROBLEM IN TODAY'S RECORD BUSINESS?
305. Different sales prices to different customers by distributors.
145. Unusual return and/or guarantee privileges.
96. Over-productions.
82. Inventory ratios to sales.
419. Other (including: inability to get merchandise when needed, trans-shiping, inconsistent credit policies, rack jobbers becoming distributors, too few 45 and 33 stereo singles, collections, etc.)
**First American Version of Sukiyaki**

(I Look Up When I Walk)

**Breaking Wide Open**

by

CLIFF BEAVERS

on TEMPOOOD V RECORDS

124 16th Ave., South

Nashville, Tenn.

**TALENT ON TOUR**

(Top record talent in top towns this week)

**East**

Brenda Lee opens for a week at the Steel Pier, Atlantic City, on June 30. ... Stan Getz will be at the Lafayette Club in Village Vanguard through Sunday ... The bill at the Apollo Theater from June 26 through July 4 headlined Sonny Rollins, Oscar Brand, who opens at the Bitter End on June 26, will moonlight at Fairmount Havana Friday (28). ... On June 29, the Clancy Bros. & Tommy Makem wind up their concert series in Hershay Park, Pa. ... Al Hirt will play the Electric Fair on Monday (24). ... Headliner at the Holiday House, Pittsburgh, this week is Paul Anka ... Comic Jackie Mason will leave them with the words of a great comedian at the Monticello Inn, Framingham, Mass., through the week. ... Preceding Brenda Lee into the Village Pier (24) will be Henry March ... Earl Wrightson plays the main stage at the Surf Club in Casadel, N.J. this week. ... Blistroff in Boston will feature singer Al Martino through Sunday.

**South**

On June 24, Carol Burnett opens in the title role of "Sally James" at the State Fair Music Theater, Dallas, for two weeks. The production will be re-staged for television in New York after that, for a CBS musical special to be aired in the fall. ... Anita Bryant will be featured in the "Music Under the Stars" series in Memphis, June 25. ... Superstar anyone who is ready for Phyllis Diller can catch her at the Moonlight Gardens, Cincinnati this weekend.

**West**

Della Reese will be at the Safari Club, San Jose, Calif., from June 28 through July 10. ... Guests at the Del Mar State Fair, Del Mar, Calif., will include Andy Williams (25). ... The Doc Watson Band will wind up their engagement at Harrah's Club, Reno, on July 10.

**ARMADA AGENDA**

* Continued from page 14

12 noon: Luncheon
Morriss Lisa Room

2:00 p.m.: General Business Meeting

Cafe Pompeii
Report of nominating committee, election of officers and adjournment of 1963 session

7:30 p.m.: Banquet

Cafe Pompeii
Entertainment by Screen Gems TV characters, courtesy of Columbia Pictures

**talent at Carnegie Hall**

By BARRY KITTELSON

Pablo Casals, one of the great human beings and musicians of this century, brought New York's Carnegie Hall on Sunday (16) with his Festival Casals of Puerto Rico in an anec, English version of the monumental Bach "St. Matthew Passion." This was undoubtedly one of the major musical events of the 1962-1963 season in New York.

Spectators were on a waisted chair, legs parted (as though he were playing on his 'cello) Casals, at 86, conducted a performance which could only be the product of a visionary and youthful mind: painstakingly prepared, perfectly controlled, and elevating in its conception and cohesion.

Detail was inapparent from the surrounding and the overall atmosphere of concentration was nearly intimidating.

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

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

But when, in the last section of the work, Artur Berberian, who had unemotionally dedicated to tackle his difficult bass series through a bad case of laryngitis, gave up and William Warfield stepped out of character to sing the final bass aria, "Come, my heart, and make the clean," the house was one of sentiment, and thundured its approval. Of the soloist, Warfield was transmitted in his symphony and group of the music at hand.

Chorus Impossible

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

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

As the final double chorus died out, there was no standing ovation which lasted a time of 15 minutes, during which the humble and myopic maestro took nearly some of the credit personal very probably from the others. He made his debut as lead singer when he was 12. He played clarinet in the school orchestra, but singing remained his first interest.

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

**BIG DEE IRWIN**

(Big In Dimension)

REAL NAME: DiFooco IRWIN
AGE: 25.
HOMETOWN: New York.
EDUCATION: Attending High school, HOBBI:
COLLECTING RECORDS.
BACKGROUND: Like many record artists today, Dee Irwin started singing in his church choir and the "video" show will be from there. He made his debut as lead singer when he was 12. He played clarinet in the school orchestra, but singing remained his first interest.

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

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

**JAN AND DEAN**

PERSONAL MANAGER: Lou Adler. N.A.M.E.S. Jan and Dean, Torrence, Calif.
HOMETOWN: Los Angeles.
EDUCATION: College.
HOBBI: Writing, composing, sailing and surfing.
BACKGROUND: Jan and Dean teamed up in 1958 when they recorded their first record, "Dennie Lee," in a garage owned by Jan's parents on a home-made tape recorder. Surprisingly, it was a hit. Right after this, the team was split up when Dean went into the Army for a six-month stint. When he returned they headed back to the garage. This time, with Steve Doucette on drums, they changed their name to "Baby Talk." Right now, they're riding the crest of their most successful hit ever, the biggest since "Dennie Lee," and a new single is being held for weeks is heading for the top of the chart. Both boys still go to college. Jan is a pre-med student at UCLA and Dean attends Westwood.

LATEST SINGLES: "Surf City" is started at No. 10 on The Billboard Hot 100.

**TALENT AGENDA**

Lunch at the Moore Lisa Room.

General Business Meeting at Cafe Pompeii.

Report of nominating committee, election of officers and adjournment of 1963 session.

Banquet at Cafe Pompeii.

Entertainment by Screen Gems TV characters, courtesy of Columbia Pictures.

**Now PR Outfit Boosts Strong List**

NEW YORK—Some of the biggest newsmaker and business were in the public relations stable formed recently when Gene Sherfin inkled the David O. Alber office to go into a new venture with veteran publicist Mike Merrick.

Accounts to be handled by Merrick-Sherfin include Robert Coats, chimney belles, Johnny Mathis, the McGuire Sisters, Peter Nero, Buddy Greco, George Maharis, Althea Lane and Xavier Cugat. The firm also handles nine Floyd Bennett stores, which is heavily for record department.

**Carnegie**

ECLIPSE 7

By Pablo Casals

In the 20th century, E. CLYDE MALAMESE

Breaking Wide Open

on TEMPOOOD V RECORDS

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Nashville, Tenn.

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Genuine Quality at any Price

**GLOSSY PHOTOS**

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2000 LOTS

$9.88 per 100

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THE ONE AND ONLY ORIGINAL
SOUNDTRACK ALBUM FROM

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Now Heading for No. 1 on All the Lists

A RED HOT SINGLE
Picked by All the Trades

BEACH PARTY
by
TEX AND THE CHEX

FOX 411

BREAKING BIG IN THE SOUTH

JOHNNY RIVER
by
COREY DENVER

FOX 412

AN EXCITING NEW STAR!

ROBERTA LEAN
sings

THANK YOU
b/w
STOP IT

STANLEY

FOX 408

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

Copyrighted material
Surfing Craze Ready to Splash Across Country to East’s Youth

By LEE ZHITO

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

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

It is one of the following factors in favor of surfing conquering the country at large: It’s a fad that belongs to the teen-and-20 set, an age group most inclined to wildly follow the unorthodox.

Surfing is a sport that connects courage and aestheticism, for it has become a status symbol among youngsters who are trying to get linked or “in” with anything that is related to surfing. Furthermore, surfing requires an investment of more than $100, and sometimes as high as $200, thereby adding to the status appeal. Those who can’t afford the gear can part of the crowd through the music and dance.

Fun and Games

For the first time, a sport has emerged with its own music, and its own dance step, thereby combining the appeals of all three. The hip-to-be seen surf, can be a part of the group by digging the sound, and hence, become sufficiently in dancing it.

Music City

In Hollywood, the scene is coupling with a roots-type weirdly-sounding lead guitar, an electric guitar plus waiting saxophone, and a low strum untrained with a certain roughness, to appeal to the teenagers. As in the case of true e.g., when the music gets too good, and too high, it isn’t considered the real thing.

Surfing has become big business to countless suppliers who manufacture everything from records and surf boards to swimming gear and apparel. They are eager to keep the fad alive, and continue to fan its flames with new products and promotion to see that it spreads.

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

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

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

NOW: ‘MY SON, THE SURF NUT’

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

Ten-Foot Swell

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COMING JULY 1 FROM CAPITOL

SURFING PROMOTION

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

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

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

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

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

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

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

SURFING SALES

SURFING DISCOUNT

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

ASTRONAUTS

with their big smash album...

And... Breaking Big— "BAJA"

#47-8194

Personal Management:
VARIETY & MUSIC, 8271 Melrose Ave., L.A. 46, Cal. OL 3-0170
Recording:
RCA VICTOR®
Dick Dale and The Del Tones

"King of the Surfin' Sound"

with his 1st ALBUM FOR CAPITOL!

Soon to be on a national tour

#1 Album—Music City
#1 Album—KFWB

Recording

And Still MOVIN'

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

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

CONTACT YOUR DEL-FI DISTRIBUTOR IMMEDIATELY OR DEL-FI RECORDS, 6277 SELMA, HOLLYWOOD 28, CALIFORNIA, HOLLYWOOD 6-2443
Dick Dale has yet to become a national name, but at the Anaheim, Calif., Harmony Park Ballroom he has been playing weekends to turnaway crowds like these. His latest album is "King of the Surf Guitars" on Capitol.

**TALENT TOPICS**

**SAN FRANCISCO**

Dick Gregory, who interrupted his hungry i engagement to participate in anti-segregation demonstrations in Jackson, Miss., returned to San Francisco to continue his nightly performances after an absence of eight days. On his arrival in Jackson he learned of the death during the night of his two-month old son in Chicago. During a portion of his absence, Bill Dana-Jose Jimenez, filled in for Gregory by refining his regular fee. . . . The sixth annual Berkeley Folk Festival will be held June 26 through 30 with 60 events, some of them free. Appearing on the University of California campus will be such performers as Pete Seeger, Jean Ritchie, Sam Hinton, Minnie Lippcomb, J. E. Mainer's Mountaineers, Tony Knobler, Janet Smith, Sam Edlin, and John Henry Mitchell. Wes Montgomery opened last week at the Playpen on Di-vanida St., San Francisco, with organist Melvin Ryan. . . . Trumpeter Eddie Smith is now at Brookside Lodge in Santa Cruz. . . . Gateway Moore is now at the Booker T. Washington Hotel in San Francisco with guitarist Judus Simmons.

**HOUSTON**

The new Christy Minstrel Singers open a two-week engagement at the Shamrock-Hilton's International Club. Vaughn Meader is scheduled to appear here in the French Quarter or the most coveted form of transporting gear, the used hearse. Time was when nothing was quite as dead on the used car market as last year's hearse. Today, the used hearse is one of the rarest items as a result of the great demand created by surfers.

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

The trad has today at least three periodicals in Southern California to foster its growth. Surfer Magazine is four years old and claims to be the strongest, with a circulation of more than 70,000. Its general manager, Dale Cole, told Billboard that its distribution includes approximately 10 percent to readers abroad, and embraces many countries, including such land-locked areas as Switzerland. Its highest foreign readership is in Australia, Union of South Africa, Peru, Japan and England. It also boasts avid readers among many of the land-locked cities of the U.S., though the lion's share of its readers are on the West Coast. In addition to the above list of strong points in favor of the surfing trend's spread into oceanless areas are the reports by the various record companies that their surf sides are taking hold in land-locked markets. Similarly, performers of surfing music have enjoyed strong turnouts where the closest body of water is a creek.

**Surfing Craze Ready to Splash**

- Continued from page 26

**THE BEACH BOYS**

Brian Wilson Mike Love Dennis Wilson Carl Wilson David Marks

**Capitol Records**

**BOOKINGS**

Wm. Morris Agency Beverly Hills • New York

**PERSONAL MANAGEMENT**

Murry G. Wilson

3701 W. 119 St., Hawthorne, Cali.
COUNTRY MUSIC CORNER

By BILL SACHIS

Build International Music has contracted to handle the c.d.w. LP, "Harry Glenn Presents Music Country Style," for its foreign market affiliate, Esquire Records, in England. Meanwhile, Ben Artigo continues to handle the national promotion on the LP from his New York office.

Jimmie and Jesse and the Virginia Boys are set for city Auditorium, Norfolk, June 30. Holding forth at Dewey Groom's Longhorn Ranch, one of the top c.d.w. nights in the country, is Dewey's own group of Longhorners comprising Clay Allen, vocalist; Bobby Garrett, George McCoy, Billie McBry, Buddy Bradly, Bill Chambers, Fred Dawson, Phineas Sanchez and Bobby Hollingsworth.

Bud Meredith and His Country Men, after a successful tour of Montana and North Dakota, are off on an- other extended tour that will take them to Milten, Neb., June 25; Martin, S. D., June 26; Winner, S. D., S. D. 27; McCooen's Air Force Base, Wichita, Kan., 28; Wichita, Kans., 29; Falls City, Neb., 30; Miles City, Mont., June 3; Bill- worth Air Force Base, S. D., 5; Sturgis, S. D., 6; Herting, N. D., 19, and Glasgow, Mont. Through June 28, Buddy and his lads will roll with Benny Newman and his gang, the remainder of the trek, will be made with Red Sovine and Comedian Hall.

SPARIDA, Ten.—Sparita citizens are celebrating one of the nation's, Lester Flatt, of the bluegrass specialists team of Flatt and Scruggs, with a Lester Flatt Day celebration here June 8.

Festivities begins with a parade of about 70 floats and floats, and another event of the day, the 20th anniversary of "Grand Ole Opry," will be the first time that the Martha White portion of "Grand Ole Opry," was heard in the Ryman Auditorium, Nashville, but instead was broadcast remotely via WSM directly from Sparta.

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

WITH THE COUNTRY JOCKEYS

By BILL SACHIS

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

The Singing Cherokee, manages to keep his- ters than the previous one-armed paper hanger between operating his Cherokee Record Company and Whitlock Publishing Company and his regular disk spinning chores. He tours away a week, seven days a week, via KUBW, Sparks, Nev. Jim says that due to an extension of his air time he is in need of more spinning material from both artists and disk jockies. He asks that promotion records be addressed to his home, 914 Greeneville Drive, Sparks, Nev. Whitlock does his morning show in his home, and his "Western Jamboree" show in the studio from the afternoon.

Another decay crying desper- dately for new releases is Ron Jey, who makes four turns, hours daily over WARI, Albeba, Ala. Ron says he's leaving top action at the moment on the following releases: "Happy To Be Unhappy," Gary Bock; "Talk Back, Trembling Lips," Ernest Ashworth; "Gone To The South," Max Scott: "Snow White Clouds," Frank Taylor; and "Little Ole Round Maker," Stan Beaver.

Deejays needing a copy of Charlie Wagner's new release, "One-Eyed Sam" b/w "An Old Memory," may obtain in same by writing on their station letterhead to Ernest Tucker, Linco Records, Box 25, Fayetteville, Tenn.

"We have just added two hours of c.d.w. programming daily and are having a hard time getting the new releases which older stations seem to get with out any trouble," writes Bob Merliut, general manager of KWA, Mary, La. "Many is located in rural Western Louisiana and is strongly oriented toward c.d.w. and gospel music. Any help you might render would be deeply appreciated."}

COUNTRY MUSIC SPECIALS

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

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

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BEAUT YFUL "Ahe. In My Heart For You" music from around the world. Featuring folk, rock, jazz, blues, country, world music, and more. You'll love the variety and your brain will thank you.

"YOUR AHEE IN MY HEART For You" music from around the world. Featuring folk, rock, jazz, blues, country, world music, and more. You'll love the variety and your brain will thank you.

THE MOST TALKED OF SONGS OF THE YEAR!

Ernest Ashworth's TALK BACK TREMBLING LIPS

"1214 ME?

7950 ME?

GOODBYE KISSES

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Kentucky likes Kentucky & so does the rest of the world!!!!!
BUONA NOTTE BAMBINO
by
Rocco Granata
Moon Glow #222
RECORDS
1400 S. Michigan Ave.
Chicago 5, Ill.

I'M NO ANGEL
BUT SEE PAGE 9
when answering ads...
Say You Saw It
In Billboard

WAILING! STOMPING!
HAND CLAPPING!
FIRST POP GOSPEL SMASH

VOCAL
PERVIS
HERDER
JAMIE #1254

MAJOR LANCE (center) goes over
score of his latest hit
"Monkeytime" with Carl
Davis, Columbus' Chicago R&B specialist, and
Arthur H. Grant, Lance's attorney. Lance
first became known on Jim
Loosnberry's Bandstand Matti-
nees show here.

Wright Special Survey
for Week Ending 6/29/63

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

More hypes and picks: Ray
Dobard's recent picks were
"That's the Way" with Jimmy
McCrackin and "River's"
Invitation by Perry Mayfield.

Inez Foxx got national
distributing rights for the Gold-
en Eagle record, "Now on
Bending Knees b/w "Just One
More Time" by Johnny
copeland. The tune was
produced by Charlie Booth. Paul
Foxx claims the disk sold over
20,000 in Houston and is
starting to move in Dallas,
Texas, and Shreveport, La.

Movin' to the Top!
I Can Learn
by
THE CHAINS
FEATURING 1922
DUKE-PEACOCK RECORDS, INC.
700 Front Street
Houston 26, Texas

Billboard Special Survey
for Week Ending 6/29/63

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<td>EASIER SAID THAN DONE</td>
</tr>
<tr>
<td>26</td>
<td>MOCKINGBIRD</td>
</tr>
</tbody>
</table>

HOT R&B SINGLES
WHY HYPE?

WHY WASTE WORDS?

IT'S ON THE CHARTS

HE HAS ANOTHER HIT!

BROOK BENTON

"My True Confession"

72135

America's First Family of Fine Recordings

Mercury Records
WHO SAYS STEREO RECORDS ARE IN SHORT SUPPLY?

NOT FOR OPERATORS OF SEEBURG PHONOGRAPHES!

TODAY'S BIGGEST PACKAGE OF EARNING POWER!

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

1 Seeburg has provided a steady flow of stereo singles to operators ever since 1960, when Seeburg alone pioneered the 33⅓ stereo record.

2 Today, in cooperation with manufacturers of 43 record labels, Seeburg offers operators a stereo record with even greater earning power. This is the "Little LP" stereo album record. There are 343 in the newest Seeburg catalog. Many are by top artists not recorded on singles.

3 Next week, Seeburg will introduce another new international service to operators—"The Top-Earning 30." It is a weekly report of the 30 Little LP stereo album records that are actually earning the highest income in Seeburg locations around the world.

4 Read on the opposite page how you can get this list every week.
To Music Operators, Record Manufacturers, Artists, and DJs:

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

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

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

Again, in 1960, Seeburg virtually forced a reluctant and protesting industry to follow our adoption of the $33 1/2 stereo record. We actively championed the rising profit potential in $33 1/2 stereo. Right from the start, we offered built-in automatic intermix.

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

To supply operators with adult music in stereo, Seeburg launched “Artist of the Week,” a service still in operation. Every week it has offered operators new selections of $33 1/2 stereo records.

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

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

At the same time, we created a new kind of stereo album record, the $33 1/2 Little LP. This gave the operator the finest stereo of all. It offered the operator the greatest income potential of any record in the history of our business.

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

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

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

To give operators this same music, for coin phonographs, the manufacturers of 45 labels are today participating in the Seeburg Little LP program:

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

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

- Ann-Margret
- Eddy Arnold
- Chet Atkins
- Jan August
- Brook Benton
- Bobby Bland
- Frankie Carle
- Percy Faith
- Maynard Ferguson
- Red Foley
- Jan Garber
- Benny Goodman
- Woody Herman
- Lena Horne
- Jonah Jones
- Wayne King
- Guy Lombardo
- Julie London
- The Melachrino Strings
- Jan Garber
- Benny Goodman
- Woody Herman
- Lena Horne
- Jonah Jones
- Wayne King
- Guy Lombardo
- Julie London
- The Melachrino Strings

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

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

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

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

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

[Signature]
Vice-President
Music & Record Division

MAIL TO

Seeburg
1500 North Dayton Street, Chicago-22, Illinois

Yes, put us on your free mailing list for the weekly advance report of THE TOP-EARNING 30 Little LP Stereo Album Records.
Also send us a copy of the latest LITTLE LP STEREO ALBUM CATALOG.

Name__________________________________

Firm___________________________________

Address________________________________

City__________________ Zone____ State____

[Signature]

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HOT SUMMER DISCS

Shani Wallis
MY HEART CRIES FOR YOU
London 9607

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

The Bachelors
CHARMAINE
London 9584

Jet Harris and Tony Meehan
SCARLET O'HARA
London 9608

Vocal Billy Mo Instrumental Will Glahé
I'D RATHER BUY MYSELF A TYROLIAN HAT
London International 10029

Craig Douglas
DANKE SCHOEN
London 9611

INTERNATIONAL 4NDON

THE PEKING THEME
Andy Williams, Columbia 42764 (Brunswick, ASCAP) (Chicago)

LOVE ME ALL THE WAY
Kim Weston, Tamla 42026 (Motorla, BMI) (Washington)

CHARMAINE
Four Preps, Capitol 4217 (Hill-and-Range, ASCAP) (Harford)

TEARS OF JOY
Chuck Jackson, Word 126 (Gable, BMI) (New Orleans)

AILENTOWN JAIL
Lettzfonz, Capitol 4282 (Browning, ASCAP) (Miami)

IF YOU DON'T COME BACK
Dillards, Atlantic 2191 (Com-Cob, BMI) (Washington)

LOVERS...
Benderson, Success 101 (Plywood, BMI) (San Francisco)

SANDS OF GOLD
Walle, Parlophone 31488 (Cedrowood, BMI) (Minneapolis-St. Paul)

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK
(Pop singles highlighted these singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on the top 50 of Billboard's Hot 100 chart. Spotlight winners are listed in the country music and rhythm and blues categories are arranged according to their ranking on the charts. Spotlight winners in other categories are selected on the basis of these potential to become big sellers in their respective areas.

POP SPOTLIGHT
BRENDA LEE
MY WHOLE WORLD IS FALLING DOWN
(Chappell-Mississippi, BMI) (1:32)

I WONDER
(London, ASCAP) (2:03)–Seven 85179

JIMMY GIRLEAH
LOLLIPOPS, LACE AND LIPSTICK
(Pane, BMI) (1:45)–Casa 6979

THE SPRINGFIELDS
SAY I WON'T BE THERE
(Capitol, ASCAP) (2:35)–Phillys 40191

THE SOCIETY GIRLS
S.P.C.I.G. (SOCIETY FOR THE PREVENTION OF CRUELTY TO LITTLE GIRLS)
(Kama, BMI) (2:35)–Sun 9285

POP SPOTLIGHT
THE RIP CHORDS
GONE
(Bayview, BMI) (2:05)

SHE THINKS I STILL CARE
(Boulevard, BMI) (1:50)–Columbia 45319

POP SPOTLIGHT
FREDDY AINSFIELD
A PLACE IN THE SUN
(Primary Corp. & Durian, BMI) (2:35)–Kapp 13256

THE HIGH KEYES
QUE SERA, SERA
(Brunswick, ASCAP) (2:05)–Amuse 6020

THE COOKIES
WILL POWER
(Seven Session-Chicago, BMI) (3:05)–Reformation 19132

THE CONTOURS
YOU GET UGLY
(Jabber, BMI) (2:50)–Cody 7019

HEY JIMMY
(Done For, BMI) (1:40)–Shrink 1918

SINGLES REVIEW POLICY
Every single sent to Billboard for a review is considered for Spotlight Review, and its sales potential is evaluated in the categories of music. Full reviews are prepared for Spotlight Picks or Singles Spotlight. A single's potential is assessed based on sales and chart action. All other singles are filed in their respective categories.

JUNE 29, 1963

www.americanradiohistory.com
**POP SPOTLIGHT**

**JIMMY PAYNE**

**EVERY LITTLE PRETTY GIRL**

(Euro, BMI) (2:14)—Vee Jay 517

Here's a solid item in a new field and 60's rock has that country and pop potential. The side features two strongly material songs 3rd and 3rd week. Flip is "Why Can't We Love Each Other" (Capitol, BMI) (2:02).

**THE RAN-DELLS**

**MARTIAN HOP**

(Serenity-Golden,Columbia, BMI) (2:14)—Clairmore 4403

This one is a wiggle. Velocity side has high pitched vocal gimmick, some soft effects, but main tune, the break and rocking beat. Flip is "Peggy Sue Darling (1 Verse Only)" (Serenity-Golden-Columbia, BMI) (2:14).

**DARLENE LOVE**

**WAIT 'TIL MY BOBBY GETS HOME**

(Nutter Brothers, BMI) (2:36)—Hilltop 114

Darlene departs from the "Andy Williams" groove and has a rhumba side with a touch of the "De Ford" sound. Quick, happy tempo that has a chorus, great vocal and strong band effects. Flip is "Take It From Me" (Nutter Brothers, BMI) (2:06).

**COUNTRY SPOTLIGHT**

**BUCK OWENS AND ROSE MADDOX**

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

(Buena Vista, BMI) (2:03)

Sweetheart in Heaven

(Ponytail, BMI) (2:05)—Capitol 4872

A solid showcase who can hardly help but happen. Top side is a weeper done with feeling. Effect while the flip is another heavy tune with an interesting lyric message. Great performance lush vocals.

**JIMMIE DAVIS**

**THERE WON'T BE A WEDDING**

(End, BMI) (2:32)—RCA 31499

The Governor has one of his most powerful songs ever in a long time. The tune has a strong country-sung kind of feeling with a strong message about the breakup of marriage plans. Good vocal, great production on a top arrangement. A short counterflip is "Rocks in the Mountains" (Font, BMI) (2:02).

**C.W. SPOTLIGHT**

**P. J. PROBY**

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

(Decca, BMI) (2:31)

(So do I)

(Schwarz, ASCAP) (2:25)— Horizon 5508

A strong new country artist here and has been with two effective sides. First up is a soulful weeper and the second tune could name. Flip is most in the Johnny Cash "I Walk the Line" groove and it should also move out. Watch those.

**C.W. SPOTLIGHT**

**DAVE RICH**

**THE GREAT SPECKLED BIRD**

(PF) (2:28)—RCA 31810

The new artist, recently signed by Decca, has scored first and is seen in a strange field yet has a standard job with this same label. Arrangement helps make it strong, too, and the "feel" could easily become a solid country seller. Watch it.

**R.D.B. SPOTLIGHT**

**JOHN LEE HOOKER**

**I'M LEAVING**

(Reed, BMI) (2:17)

Birmingham Blues

(Columbia, BMI) (2:34)—Vee Jay 326

Two sides that could score for the great blues charter. First has the familiar, 是否 shipping style again. The other side has an evocative counterflip on the last phrase. Both with powerful effects here.

**FOUR-STAR SINGLES**

The four-star rating is awarded new songs with sufficient commercial potential in their respective categories to merit heavy playback. In these categories, the following are worthy of attention:

**POPULAR**

**THE LAVENDERS**

(**** One More Time (Mercury, BMI) (2:07)—**** One More Chance (Mercury, BMI) (2:27)—** Mercury** 72124

**JEAN DEE**

**** The Only Thing That Really Matters (Decca, BMI) (2:05)—**** Tell the Lie (Martin, BMI) (2:30)—** Martin** 7256

**LITTLE J O S S VESPE**

(**** American Academy, BMI) (2:07)—**** Conservative Trend (Capitol, BMI) (2:29)—** Capitol** 857

**COREY DENVER**


**ELVIS PRESLEY**

(**** You're (the) Devil In Disguise (Frisbee, BMI) (2:05)—**** Please Don't Cry There's Someone (Good Sound, BMI) (2:31)—** Good Sound** 9302

**THE NAZARS**


**SAMMY SALVA**

**** Thrive Me in a Crowd of 200's (Audium-Bell, BMI) (2:13)—**** I'm Building an Ocean (Audium-Bell, BMI) (2:14)—** Audium-Bell** 7215

**FRANKIE AVALON**

**** Beach Party (Disney, BMI) (2:00)—**** Don't Stop Now (Disney-Audium-Bell, BMI) (2:00)—** Disney-Audium-Bell** 4886

**NANCY WILSON**

**** My Sweet Thing (Ryce, BMI) (2:18)—**** Tell Me The Truth (Ryce, BMI) (2:18)—** Ryce** 4991

**JERRY REED AND THE HULLY GIRLS**

**** The Black (Lawny, BMI) (2:00)—**** I'm Not Goin' Back For the Summer (Sherwood, BMI) (2:15)—** Sherwood** 6988

**DAVE BRubeck QUARTET AND ORK**

**** Summer Song (Beverly, BMI) (2:00)—**** Three to Get Ready (Beverly, BMI) (2:01)—** Beverly** 2806

**TRIPE FRANK AND HIS ORK**

**** Tumble (Cap, BMI) (2:11)—**** Natural (Cap, BMI) (2:13)—** Cap** 8024

Sweepin' the country...

**BILL BLACK'S GREATEST HITS**

(The Untouchable Sound)

**BILL BLACK'S COMBO**

**THE UNTOUCHABLE SOUND**

**DO IT-RAT NOW**

**JOSPEHINE ROLLIN'**

**HEARTS OF STONE**

**YOYI**

**WHITE SILVER SANDS**

**BLUE TANGO**

**WILLIE OLE BUTTERMILK SKY**

**ROYAL BLUE**

**DON'T BE CRUEL TO SMOKIE PART II**

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

SPECIAL TERMS ON ENTIRE HI LP CATALOG

featuring:

**Bill Black's Combo**
**Ace Cannon**
**Willie Mitchell**

Contact your Hi distributor for special terms

THE AMERICAN RECORD GROUP

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**Dot Records**

**the nation's best selling records**

**CHART WINNING ALBUMS!**

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<th>Album</th>
<th>Artist/Service</th>
<th>Release</th>
<th>Details</th>
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<tr>
<td><strong>SUKIYAKI</strong></td>
<td>Billy Vaughn</td>
<td>DLP 3523</td>
<td>Dot Records</td>
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<tr>
<td><strong>PIPELINE</strong></td>
<td>The Chantays</td>
<td>DLP 3516</td>
<td>Dot Records</td>
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<td><strong>1963's EARLY HITS LAWRENCE WELK</strong></td>
<td>Lawrence Welk</td>
<td>DLP 3510</td>
<td>Dot Records</td>
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<tr>
<td><strong>1962's GREATEST HITS BY BILLY VAUGHN</strong></td>
<td>Billy Vaughn</td>
<td>DLP 3497</td>
<td>Dot Records</td>
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<td><strong>GRAVY WALTZ</strong></td>
<td>Steve Allen</td>
<td>DLP 3515</td>
<td>Dot Records</td>
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**ANOTHER HIT AS BIG AS "DECK OF CARDS"**

**NEXT TIME**

b/w **VIOLET AND A ROSE #16500**

**WINK MARTINDALE**

**BEST SELLING SINGLES!**

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

- **PAT BOONE SINGS GUESS WHO**
  - Artist/Service: DLP 3501
- **THE ANDREWS SISTERS PRESENT**
  - Artist/Service: DLP 3529
- **GEORGE WRIGHT**
  - Artist/Service: Great Hawaiian Melodies DLP 3526
- **POLKA: GREATEST HITS VOL. III**
  - Artist/Service: THE SIX FAT DUTCHMEN- DLP 3527
- **THE STAR SPANGLED BANNER**
  - Artist/Service: PAT BOONE DLP 3520
## Billboard Top LP's for the Week Ending June 29

### 50 Best Sellers—Monoaural

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
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### 50 Best Sellers—Stereo

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<td>16</td>
<td><em>Lawrence of Arabia</em> (Elvis Presley)</td>
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<td>17</td>
<td><em>Crying in the Rain</em> (Elvis Presley)</td>
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<td>18</td>
<td><em>So Young on the Internet</em> (Elvis Presley)</td>
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<td>19</td>
<td><em>Kingdom Come</em> (Elvis Presley)</td>
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<td>20</td>
<td><em>Love Me Tender</em> (Elvis Presley)</td>
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</tr>
</tbody>
</table>
PHILIPS RECORDS
ANNOUNCES...
P P P Program
PRODUCT, PRICE, PROFITS
June 15–July 31

BIG 14% DISCOUNT
FABULOUS NEW RELEASE
AND CATALOG

DON'T WAIT!
CONSULT YOUR
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This Star-Studded Release...
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Means Sales and
Profits Galore!

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THE BEST BAND
OF THE YEAR
WOODY HERMAN
1963

Something Old, Something New—Dizzy Gillespie
PHM 200-051/PHS 400-051

MISSA LUBA

Missa Luba—Les troubadours du Roi Baudouin
PCC 206/PCC 606

DIZZY GILLESPIE

Johannes Strauss: Favorite Waltzes—Wolfgang Sawallisch conducting the Vienna Symphony Orchestra
PHM 500-051/PHS 900-051

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HARD-HITTING MERCHANDISING

DAVID OISTRAKH
BEETHOVEN SONATAS FOR PIANO AND VIOLIN
A MINOR OPUS 47 'KREUTZER'
G MAJOR OPUS 96

Chopin Polonaises—Gyorgy Cziffra, pianist
PHM 200-050/PHS 500-009

JOHANN STRAUSS
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ROULETTE IS HOTTER THAN A FIRECRACKER

EXPLOSIVE SINGLE SALES WITH 3 FOLLOW-UP HITS!

SMASH FOLLOW-UP TO "TWO FACES HAVE I"

LOU CHRISTIE
HOW MANY TEAR DROPS
R-4504

SMALL FOLLOW-UP TO "HOT PASTRAMI"

JOEY DEE
DANCE-DANCE-DANCE
R-4503

SMASH FOLLOW-UP TO "EL WATUSI"

RAY BARRETTTO
THE ESSEX
EASIER SAID THAN DONE
R-4494

ROULETTE
THE RECORD, THAT IS

'Common Market' Hits Europe

PARIS — A number of European record companies have come around to issuing the Karussell recording of "The Common Market," produced by Larry Douglas, written by Philip Brodie and sung by English songstress Betty Dubois. Dubois, either the original or local language cover versions, are set in Germany, England, Austria, Switzerland, Italy, Holland, Belgium, Luxembourg and Spain. Electrola is issuing the disk in West Germany, Austria and Switzerland on the subsidiary Columbia label. Durium Records of Milan has issued the Betty Dubois sides backed with "Roca Rosa di Milano" and Arieta is releasing the disk in Holland, Belgium and Luxembourg.

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

ARGENTINA

Prices Go Up; Jobs Go Out

By RUBEN MACHADO

LAVALLÉE 1783, BUENOS AIRES

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

Odessa is also planning complete renovation of the production and selling methods with the arrival of the new manager, Philip Brodie from Hong Kong. Philips Argentina is being reorganized under the chairmanship of Photogram Sculptor Anioni, including the following labels: Philips, Decca Grammophon, Archiv, Polydor, Mercury, Heliodor.

Artist Action

Julio Kurma's first record of a series called Latino, has been issued. . . . Published more than 10 years ago, "Puerile Penza" by Comarilina is a hit now, in a modern vocal arrangement by Los trovadores del Norte (CBS). . . . New CBS recordings include Roberto Yanes, "La Vida Continua" "Cariñoso." Los 5 Latinos with Demasiado Tardío (Top Tardío) and "La Busqueda."
I wanna be around... Exclusively on Columbia Records

THE GOOD LIFE

COLUMBIA 42779
Billboard
is on the air
AROUND
the WORLD!

International News

BRITAIN

From Liverpool?
You're a Hit

By CHRIST HUTCHINS
News Editor,
New Musical Express

The British popular disk mar-
ket is currently undergoing a
sensational period with groups
from one city—Liverpool—tak-
ing it in turns to top the chart.
Sales of their records are abun-
dantly high and the industry is undergoing a sleep period.

Paraphrasing recording man-
ger George Martin scored an
unprecedented achievement here
when he lodged disks by the
three biggest groups in the No. 1, 2 and 3 slots. Now he has
set the entire month of July
aside for marathon sessions with those
groups to wax several singles and an album with each.

But in the midst of all this excitement for an album by one of the largest "groups"
even more sensational was
the missed Welsh choir. They were
recorded by D'Vize for the LP,
"A Natio Nasio" at London's
Royal Albert Hall on May 3, and
since the record was made available here earlier this month
the small company is being
flooded with inquiries from
overseas. Managing director
Mrs. Isabella Wallis anticipates
several new foreign deals as a
result of the ambitious recording.

"Come Blow Your Horn" is to
have a special screening at
London's Plaza cinema on July
18—seven days before opening
at the same venue. It's a conse-
quence granted to the organizers
of a major charity show which is being
held at the London Pall-
adium at midnight on the same
date. ... All four members of
Jim Reeves' backing group, the
Blueboots, were hurt when a car
carrying them back from a U. S.
Flights were crashed. But after
hospital treatment they were
and Jim Reeves himself is
with the stars who was not
involved himself. ... The first
Bills were just recorded,
the song being held up at a time when a
time decreed difficulties concerning
has seen from the Blueboots, have
been pressed and the delay is
not expected to be a long
one. ... EMI has issued the
first British single by Australia's
Dee Bowker on the Parlophone,
the song is "Try Being Nice to
Me." Visitors

George Alexander, managing
director of EMI's associate com-
pany in Barcelona, Cia Del
Gráfico de Vey, said a flying
visit to London for talks with
L. G. Godfrey and also at the
company's head office at
Hayes. Another visitor to Hayes
was Paul Allison, managing
director of the Swiss associate,
E.M.I. Europe and the com-
commercial man of EMI's over-
seas division, and Frank Chalm-
er, managing director of the
international repertoire, have
been visiting Paris, Toronto,
London and Amsterdam (27). In
the latter
countries they had discus-
sions on the Benetton release of
20th Century's "Cleopatra" material. ... Due in London
an RCA label head of EMI's set-up in

Nigeria. He was in to report at
Hayes progress on the new proj-
et. ... John Leyton flies to
Sweden on July 5 for 10 days of
TV, radio dates and concerts
set up by promoter Ake Jacobs-
son. In October Helen Shapiro
will join the Springfields at Hol-
land's Gaia Dieplo in Ams-
terdam.

Record Business

Seven recent records in the
north of England are participat-
ing in a three-month experi-
ment with Carollan Records. The
firm markets singles containing
covers of six hit parade titles by
"unknown" artists and previously
distributed its prod-
acts through newsgroups. If
the response is sufficient
in the encouraging the firm will plan national
shop distribution. ... A new album by
Joan Sutherland, "Command
Performance," is currently ex-
pected by Deecca to break all
records for the sale of a recital
by a solo classical vocal artist. Advance interest was abnormal-
ably large.

CANADA

Gabor, RCA Sue Over Phono Use

By DEAN WALKER
57 Yorkminster Road,
Windsor, Ontario

George Gabor of New York is
using RCA Victor in Montreal
for the fourth time to sue a record
promotion were not up to normal RCA
standards and hence the promo-
tion failed. RCA is countersuing
Gabor's Toronto firm—Col-
nel Records and Universal
Record Manufacturing— for the
$44,888 plus 7 per cent interest
still outstanding on $1,500 of
the players Gabor apparently
planned the Licensed promotion through 55 Steinberg supermar-
kets, hoping to sell 200,000 clas-
tical LPs with $55,000 and
blamed the RCA phono-
gaphs for this. Had the promotion
worked out, he meant to run it through all Loblaw supermarkets
in Ontario too, the
court was told.

Johnny Cowell is busy count-
ing the money from his
"Our Winter Love," the
number he wrote. Recordings are
by Andre Kostelanetz, Lawrence
Wells, Hugo Winterhalter, the
Cincinnati Strings, Bill Purcell,
Felix Slaskin, the Highlites, and
Allan Bryant, and others in Eng-
land and France. According
to a Maclean's story, Cowell could
erolve up to $100,000 from
the song. An earlier Cowell
hit, "Walk in Hand in Hand," brought him some $40,000 so far and is still
growing. "Stroll Along With
Me" has gone to Australia, New
Zealand and a number of other
nations, and has been sold
overseas for royalties, although not
spectacularly. Upcoming: "These
Are the Glory Days," an
Emsley label, has had some 34 songs recorded and
made some $20,000 in Canada but
for a regular income he still
plays trumpet with the Toronto
Symphony Orchestra.

Are's "Chantina" by Richie
Knight and the BluesightZ closed
don both CHUM and CKEX
cards. Distribution is set now for
Detroit, Cleveland and Buff-
alo. This singing group opened
Toronto's new Dungeon Teen
Room—a second soft drink 'n'
coffee night club for youngsters.

FRANCE

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)

Wednesday, 7 p.m. EDT (2200 GMT) and 2 p.m. EDT (1700 GMT): 15.36, 15.44, 17.17, 17.83 mc.

Wednesday, 7 p.m. EDT (2200 GMT) and 2 p.m. EDT (1700 GMT): 15.36, 15.44, 17.17, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

Monday, 3 p.m. EDT (1800 GMT): 15.36, 15.44, 17.17, 17.83 mc.

Monday, 3 p.m. EDT (1800 GMT): 15.36, 15.44, 17.17, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)

Friday, 1 p.m. EDT (1700 GMT): 15.36, 15.44, 17.17, 17.83 mc.

Friday, 1 p.m. EDT (1700 GMT): 15.36, 15.44, 17.17, 17.83 mc.

Saturday, 10 a.m. EDT (1400 GMT): 11.95, 15.36, 17.17, 17.83 mc.

Saturday, 10 a.m. EDT (1400 GMT): 11.95, 15.36, 17.17, 17.83 mc.

Sunday, 6 a.m. EDT (2100 GMT): 15.36, 15.44, 17.83 mc.

Sunday, 6 a.m. EDT (2100 GMT): 15.36, 15.44, 17.83 mc.
MEANS BUSINESS

FIVE MONEY-MAKING LP's

THE ORIGINAL CAST ALBUM FROM THE MOTION PICTURE

Walt Disney Summer Magic

BURL IVES • HAYLEY MILLS • DEBORAH WALLEY • EDDIE HODGES

Annette's "Beach Party"

ALL THE SONGS FROM THE AMERICAN - INTERNATIONAL FILM starring ANNETTE

Bob Cummings • Frankie Avalon • Dick Dale

The Famous

WARD GOSPEL SINGERS

The Authentic Original Sound newly recorded live arrangements by Clara Ward

WALT CAMARATA conducts

WALT DISNEY'S SNOW WHITE greatest score

billy Storm

ALREADY ESTABLISHED AS A HIT LP!
**International News**

- **Continued from page 50**

by Bea Benajmin and the Dollar Brand trio.

The French State radio networks will cover the entire Festival.

**Visitors In**

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

**Harmonic**

Certgebouw, operatic talent

Gottfried von der Goltz, will be conducted by Efendi Caravelli. He also prepared his next record in France. Next September, Malko is slated to play the Olympia Theater.

**Germany**

(3rd Man) Pulls 40 Million Disk

By JIMMY JUNGERMANN, 217 Tinsman Street, Munich 27

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

U. S. lyricist Harry Tobias arrived in Frankfurt, West Germany, . . . Italian singer Mina visited Munich to record her new German numbers, "Mister Twist" and "Meine Tuer Sitztimmer offen," for the Polydor label. A new French recording session is scheduled, by the end of this month a Spanish recording session and a TV spot in Barcelona are scheduled. On August 28 Mina will guest star at the Sporting Club in Monte Carlo. . . . Connie Francis will record her next German numbers on July 6 and 7 in Paris. The producer will be Gerhard Mendelson . . . Jayne Mansfield arrived in Hamburg to center with Freddy Quinn in the German filmical, "Heimlich Nach S. Paul," which was written by Leflar Olas.

Former U. S, now German singer Gun Buckas won the first prize at the song contest of Italian radio and TV RIA "Canzone Per l'Europa," with the number "Linda." . . . Italian singer Cecilia Mazzetto recorded her first German songs for the German CBS label. The record publishing firm, a subsidiary of Melses, released its first two records, "Stimmung Im Dixieland," Parts One and Two, and "Wie Zuahtze" b/w "Rolandine." The CBS-Mikokki firm will distribute these records.

**Holland**

Pye, Kapp Disks In Negram Push

By SKIP VOOGD

Joh. Camphuysenstr. 189, The Hague

From June 15 Negram Company will be responsible for the distribution of English Pye and the American Kapp labels in Holland. Negram's managing director, Robert Ogres, said that Neg-ram will officially open with a press conference at which Ken- ny Boul. will be present, and A.V.R.O.'s Television will join Negram for half-hour programs.

With Voge and Arista, Negram's position on the Dutch market is strengthened, as well by the conclusion of a contract with Arista Records which has been signed by Arista's—and = EMI artists like Pepe Clark and Franky Franky Hardy from Vogue with "Seventeenth River" and "Mexico" and from the Arista Kevin Whelan, are strong sellers in our country.

English Decca's new Ash kenney Buckles, the world's first sky's famous Piano Concerto with the Decca Symphony Orchestra conducted by Lorin Maazel is currently available . . . A beautiful tribute to the late Fritz Kreisler is paid by the American Strings on Fontana, an album entitled, "To the Memory of Kreisler," and released in Holland by L. C. Phonogram. . . . Popular teen-age of some years ago, Rudi Van was married last year and has made a fine comeback lately on a regular R.C.W program for Dutch radio.

She recorded "Wai Wai" in Dutch on Fontana . . . A couple of years ago, jazz trumpeter Buck Clayton made a session with a small swinging group. Released here on Phillips, that was one of the best selling LP's ever made. Clayton recently re-recorded a similar session entitled, "Back at Bud" (Fontana). "It's My Party," by Ludvige Gere on Mercury and "There Are 8 Million" on Imperial and This Is One of Them," by the group X (Fontana) and "Da Do Ron Ron," by the Crystal on London all issued. Wm. Penn Stars, ABC-cabaret in The Hague, in the Kursaal Theater presented "Herexwam" a success last year with stars Kun and Coon Woon.

In Lower Hutj, just outside the capital. You'll be impressed by the number of records they press that are from American recordings.

As goes the pattern of E.M.I.'s record business all over the world.

That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

**Israel**

Shannon Scors In Ol' Tel Aviv

By AZARIA RAPPORT

73 Ahad Haam St., Tel Aviv

Del Shannon (London) is the newest pop artist to make the Israeli concert and personal appearance circuit. Heading a list of performers, including Sing Sing and Diana Dee, this will be presented. The four-week run was hits here. Having started on June 6, his concert will be the completion of a successful tour by Eddie Fisher.

The success of a new night club in Tel Aviv called The Track is the original idea. One reason was the bill at the club which was an original, sufficiently exciting with Calvert and Shannon as competition.

**Italy**

RCA Summer Hot Already

By SAMY STEINMAN

Piazza San Angelo, Rome 1

Despite the fact that every disk house has content with "Song for the Summer, "RCA has been successful in the field, which put out a dozen in the category, now has four by Paul Anka, Neil Sedaka, Rita Pavone and Sergio Endrigo in the Top 10.

TY's "Canzonissima," which has been the downgrading factor in the last few years, as evidenced by a regional show called "Gran Premio," which will be chosen by the $500,000 national lottery, It will run from Wednesday 25 to July 6. Competition will be open to newcomers but each group selected will have at least six well-known professional singers as sponsors . . . Impressive roster of names in the second Singing Tour of Italy includes Umberto Contini, Pepino Di Capri, Carla Tofoli, Giovanni Paoli, Giacomo Rondinelli, and Nunzio Galasso.

Andy Williams recorded Italian version of "I'll Be Seeing You" for CBS in Milan. . . . Romano Monelli in a successful tour of Portugal, Tony Reali will return from Madrid to follow up "I Will Go with You" with another film. . . . Although working for his own label, Adriano Celentano is filling his old commitment for Jolly at the same time. Few pop stars don't in Italy is seeking the lead in "My Fair Lady" which goes on the boards here in the fall, but Ornella Vanoni is reported as fans by her manager and opposite Gino Cervi. . . . Franco Corelli will open on his third different label with his own compositions. He is best known for his role in the film during Venice Film Festival each year.

**Norway**

Pub Seeks New 'Lands' to Conquer

By ESPEN ERIKSEN

C/o Verdens Gang, Oslo

The Ray Adams version of "I Love You" went to number one in Norway, with a record of the same name, "I Love You," which was also released in the country.

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Type of Business Title
International News

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

VENEZUELA

Favedica Opens New Disk Plant

By ALVARO PENALVER E. Editor de Canciones Magazine Aparato

Fabrica Venezolana de Discos (Favedica) will move to a new factory in La Yaguarita, Antioco... 3066, Daddy Clinton, general manager of Favedica, is planning to move to the new factory in the next two months. The sales in a month of "All Star Festival" album is 12,600 LPs.

ARGENTINA

MICROFON RECORDS

The most progressive record company in Argentina representing:

- Audio Fidelity (U. S. A.)
- Duran (U. S. A.)
- Supraphon (Czechoslovakia)

And now:

CUBAN

Enrique Loynaz, the Cuban writer, is the new editor of the magazine "Cuba" in the United States.

ENGLAND

MUSICAL EXPRESSION

To reach your best record buyers

NEW MUSICAL EXPRESSION

22 Denmark Street
London, W.C. 2, England

ECUADOR

Old Presley Disks Will Never Die...

By ROMAN WASCHKO

Recently a batch of Cuban recordings made an appearance on the Polish market. The disks feature many famous American and European artists, including Elvis Presley. Quite a few of the disks are also being imported from Yugoslavia; the country is also getting Paul Anka's record from Yugoslavia. However, the disks coming in are rather few. They feature numbers like "It's All Right," "Love Me Tender," and "Teddy Bear." At the moment there is a craze on for gospeleos of pre-war recordings, or mixes of hits from the '50s. Top sellers now are reissues of songs made by a popular pre-war Polish artist, no longer alive, Hansa Oronowska. Polish radio is featuring a lot of the old recordings, and quite a few of the pop singers of today are putting out at least one '50s recording into their repertoire.

The Metronome Danish recording firm recently made disks of a Polish jazz group in Copenhagen. This is the first time that Polish jazz artists have cut disks in Western Europe. Featured are pianist Krzysztof Komeda, bass player Roman Dyby (who also played in Washington and Newport last summer) and Pianist Wrolovski (which also played in the International Band in Newport back in 1958). Drummer on the disk is Swedish Name Carlsen. The numbers played by the group are mostly Komeda's own compositions. The disk will be issued under the title of "Greetings From Poland."
### TODAY'S TOP TUNES

#### HONOR ROLL OF HITS

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

<table>
<thead>
<tr>
<th>For Week Ending June 29</th>
<th>This Week</th>
<th>Last Week</th>
<th>Tune</th>
<th>Composer-Publisher</th>
<th>Worksheets-Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SUNRAY</td>
<td>6</td>
<td>By El-Nakamura-Published by Record World</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>IT'S MY PARTY</td>
<td>7</td>
<td>By Warner-Glenn-Published by ASCAP</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>HELLO STRANGER</td>
<td>5</td>
<td>By Lewis-Published by McLaughlin</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>BLUE ON BLUE</td>
<td>5</td>
<td>By Charles-McVaugh-Published by ASCAP</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>YOUCAN'T SIT DOWN</td>
<td>2</td>
<td>By Unwin-Cock-McLaughlin-Published by ASCAP</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>16 EASIER SAID THAN DONE</td>
<td>2</td>
<td>By Linn-Hoff-Published by RCA</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>9 THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</td>
<td>6</td>
<td>By Toussaint-Carr-Published by ASCAP</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>DA DOO RON RON</td>
<td>3</td>
<td>By Kaye-Cole-Published by Screen Gems-Columbia</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>12 ONE FINE DAY</td>
<td>3</td>
<td>By Davis-Published by RCA</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>MEMPHIS</td>
<td>2</td>
<td>By Anderson-Published by ABC</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>14 BIRDLAND</td>
<td>4</td>
<td>By Davis-Published by ABC</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>TIE ME KANGAROO DOWNSPORT</td>
<td>2</td>
<td>By Davis-Published by RCA</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>SO MUCH IN LOVE</td>
<td>1</td>
<td>By Jackson-Joseph-Wilson-Published by Screen Gems-Columbia</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>I LOVE YOU BECAUSE</td>
<td>9</td>
<td>By Payne-Published by ABC</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>SURF RUN, S. A.</td>
<td>11</td>
<td>By Hillard-Gaines-Published by Screen Gems-Columbia</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>11 TWO FACES HAVE I</td>
<td>9</td>
<td>By Mancini-Published by ABC</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>28 ON TOP OF SPAGHETTI</td>
<td>2</td>
<td>By Gorney-Published by ASCAP</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>17 WILDWOOD DAYS</td>
<td>1</td>
<td>By Mancini-Published by ABC</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>16 PRIDE AND JOY</td>
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<td>By John-McCoy-Published by ABC</td>
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<td>COME AND GET THESE MEMORIES</td>
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<td>By Holland-Duke-Published by ABC</td>
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#### RECORDINGS AVAILABLE

(All Selling Record Listed In Bold Face)

- SUNRAY: By El-Nakamura-Published by Record World
- IT'S MY PARTY: By Warner-Glenn-Published by ASCAP
- HELLO STRANGER: By Lewis-Published by McLaughlin
- BLUE ON BLUE: By Charles-McVaugh-Published by ASCAP
- YOUCAN'T SIT DOWN: By Unwin-Cock-McLaughlin-Published by ASCAP
- 16 EASIER SAID THAN DONE: By Linn-Hoff-Published by RCA
- 9 THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER: By Toussaint-Carr-Published by ASCAP
- DA DOO RON RON: By Kaye-Cole-Published by Screen Gems-Columbia
- 12 ONE FINE DAY: By Davis-Published by RCA
- MEMPHIS: By Anderson-Published by ABC
- 14 BIRDLAND: By Davis-Published by ABC
- TIE ME KANGAROO DOWNSPORT: By Davis-Published by RCA
- SO MUCH IN LOVE: By Jackson-Joseph-Wilson-Published by Screen Gems-Columbia
- I LOVE YOU BECAUSE: By Payne-Published by ABC
- SURF RUN, S. A.: By Hillard-Gaines-Published by Screen Gems-Columbia
- 11 TWO FACES HAVE I: By Mancini-Published by ABC
- ON TOP OF SPAGHETTI: By Gorney-Published by ASCAP
- WILDWOOD DAYS: By Gorney-Published by ASCAP
- PRIDE AND JOY: By Westfield-Grei-Brothers-Published by ABC
- IF MY PILLOW COULD TALK: By Stewart-Murphy-Published by ABC
- STRING ALONG: By Reardon-Dew-Published by ABC
- THE GOOD LIFE: By Reardon-Dew-Published by ABC
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### DATES

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BYE BYE BEEP, NAB HOPES
WASHINGTON—Broadcasters may soon be rid of the annoying beep sound associated with recorded telephone conversations.

The National Association of Broadcasters has asked the FCC to allow the elimination of the beep on taped telephone reports telephoned to a station by its own staff members and on special lines set aside for public to call stations voluntarily for the expressed purpose of passing a telephone interview program.
PHILLY'S WRCV
IN BIG SHIFTS
PHILADELPHIA — WRCV, the NBC-owned 50,000-watt newscast that hits tomorrow (24) with sweeping program, music and air talent changes. Billboard's next edition will feature a comprehensive report.

WNEW Again Gets Giant Grid Games
NEW YORK—WNEW again will broadcast exclusively on radio all New York Giants football games. The games will be fed by WNEW to the Ivy Broadcasting Company's 50 affiliates for airing in upper New York State, Pennsylvania and New Jersey.

Marty Glickman, Joe Hasel, Al DeRogatis, Kyle Role and other noted sports personalities will be featured on the broadcast.

Robinson Named
NEW YORK—Paul Robinson has been tapped to head Independent Producers Group (IPG) sales and radio promotion efforts. The company has just completed arrangements for distribution of its Vivid and IPG labels in 24 markets. The company will release nine singles during the next two months, including the just released "Paco Loco."

EXTRA INDUSTRY SERVICE
THESE ISSUES OF BILLBOARD ARE DISTRIBUTED AT THE MIAMI CONVENTIONS OF ROSA (Record One-Stops Association)
ARMADA (American Record Merchants and Distributors Association) and SORD (Society of Record Dealers)

The International Music-Record Newsweekly

MORE THAN 1700 RADIO STATIONS THROUGHOUT THE U.S. & CANADA HAVE USED THE UNIQUE SERVICES OF RECORD SOURCE INTERNATIONAL FOR...• Convenience • Economy • Peak Programming Effectiveness

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.

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

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

(Two Editions)
Dick Clark Syndicated Show 
Making Broadcast History

- Continued from page 56

personal appearances at stations launching the show. He also makes it a point to talk with his deejay-partners and other station personalities personally or on the phone.

One service problem faced by the Clark-MARS organization was the reaction of a local deejay having to share the spotlight with Dick. It has been Dick's personal approach and genuine interest in his co-host, MARS people, that has completely wiped out the problem.

Second most important component of the Clark radio show is its customized personalization. Radio's greatest appeal lies in it being a part of a community. Outsiders and nationally produced programming seldom receive the acceptance as the local deejay or locally produced program. The producers at MARS provide each station with a special tape of hundreds of personalized and localized references to Clark. When incorporated into the regular program tape the show achieves what all of its predecessors in the syndicated field failed to do—keep the program local and completely integrate with the station's over-all programming. Another thing that makes the show unique in syndication circles is the "live" sound. A third tape, prepared in the MARS studio, is made up of various crowd reactions. This is used at the local level (in station option) under commercials, promos and other live bits to maintain the effect that the entire two-hour show is performed before an in-person audience. The master program is recorded with this sound effect running throughout in order to obtain the extra dimension of current excitement.

The MARS staff, from vice-presidents Bob Whitney and Stan Kaplan to the bookkeeper, have long distinguished station backgrounds.

Phil Nolan, executive producer of the "Dick Clark Radio Show," and former bookkeeper at WGGY, works closely with Clark on a daily basis in preparing the overall show and coordinating guest interviews. A different guest is interviewed each day and the total conversation is edited into 40-second (or shorter) bits for inclusion throughout the two-hour show. Nolan along with Don Bruce, MARS national program director, and former program director at WRIT, are chiefly responsible for selecting the recordings program. (See Billboard, June 22.) Each show is customized for the day it is to be aired and is distributed within 10 days of production in order to keep the music and talk topical.

Nolan, Bruce and Bob Whitney, executive producer of MARS and former national program director of the Balaban Stations, constantly keep in touch with each station carrying the show. The stations, from MARS ran up more than $5,000 in long-distance telephone bills checking with stations on how best to program the show. Further evaluation takes place through airchecks received regularly from the subscribers.

"We don't sell a station an important show like the Clark show and forget it," said Whitney. "We are always interested in learning what problems develop or techniques used by one station that may be of value to the other subscribers," he said.

"Most of our time is spent on quality control, as no station wants to be compared to sub-standard programs or techniques. James also sets up a technical consultant to subscribe stations on matters of the syndicated program. The various editors, Clark, music, interviews, special effects, etc., are molded into the final program by Robert Oakes, executive producer, and WKBW engineer, and masterfully edited by Nolan, former production engineer at WEZV. Production is so refined as to allow the Clark show to be programmed from a variety of radio stations.

Clark varies his approach and pacing according to the individual station's approach to "The Down and Middle-of-the-road programming."

The stations are also provided with a scripted rundown of each show to better enable the local deejay and engineering staff complete the station's commercial, commercial insertion, music, a short 10-minute program. "Our attention to the smallest detail is one of enlightened self-interest," said Whitney. "Our approach to the Clark show is that it is to be broadcast to any other show in the market. It's designed in every respect to be No. 1," he said.

In syndication lies the future success of most local radio. Programs such as the Clark show, while economical (cost of the show is $1 per station or 10 cents per radio), are the nucleus for the station's entire programming. "It's a tool that permits any radio station to compete on every level," Whitney said.

Stan Kaplan, executive vice-president of MARS, doesn't sell a station an arm of MARS, was not available for comment. He's too busy.

...and these other shows...

---

**LINKS SUCCESS ON AIR TO SINGLES DISK SALES**

STAMFORD, Conn.—Robert V. Whitney, executive vice-president of MARS, Broadcasting, Inc., creators of the "Dick Clark Radio Show," had some provocative remarks about the direct association of single sales and the success of a radio station.

"When single sales go down, radio stations should be concerned because interest in radio listening is less," Whitney said. "The primary reason for radio's ebbing is the listener's ongoing effort to seek the repeat of a pleasant experience—hence an important reason why stations programming hit tunes usually enjoy the widest audience acceptance in their markets," according to Whitney.

"What both radio and the record industry could use is a new national craze to get people's interest back in the desire of repeat performance," Whitney said.

Whitney began his career at WCRB, Boston and has worked for 14 radio stations, generally in programming. A Cum Laude graduate of Syracuse, he was news editor of WSYR, Syracuse, program director of KJOL, Salt Lake City, and KBOX, Dallas, and national program director of the Balaban stations.

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414 Garfield Ct., Long Branch, N.J.
FM STEREO'S HOTTEST MARKETS. One million FM stereo receivers will be sold this year. Not bad for a medium which celebrated its second birthday this month.

About 730,000 of the anticipated 1.4 million American FM stereo sets that will be on the air in 1963 will be equipped for FM stereo reception; another 130,000 of 280,000 TV-radio-photograph combinations will have it. Add at least 100,000 for four-model FM stereo radios and FM-stereo-equipped television sets in various other areas, another 50,000 or so component tuners, and you have well over a million sets going to the public this year. (The radio-and-television-radio-photograph estimates were made by the Electronic Industries Association; other estimates are our own.)

FM stereo is a valuable adjunct to a phonograph. It vastly increases the consumer's enjoyment—and the dealer's profit. It can be sold easily with a good demonstration. The same is true of FM stereo Citizens Band equipment.

THERE ARE NOW 228 FM stereo stations on the air in the U. S., and about 10 in Canada. FM stereo can truly be called a nationwide medium today. The American stations are located in 200 markets, ranging from the District of Columbia and Puerto Rico. FM stereo signals can be received in every one of the top 50 U. S. metropolitan area markets—and in many, many less populated areas.

FM stereo is far hotter in some areas than others. In these "hot" areas, every radio-phonograph sold should contain FM stereo. FM stereo is a constant barrage of FM-stereo talk on their favorite stations, and this talk can be converted to sales with a little effort.

These are FM stereo's hottest cities (not necessarily in order).

Los Angeles, San Francisco, Chicago, Detroit, Philadelphia, Houston, Seattle. Each one of these cities has at least five FM stereo stations on the air. In Detroit, for example, each will soon add its sixth. San Francisco, long reputed to be the hottest FM-stereo town of all, has probably done it already. With five stations already broadcasting in stereo, three more have purchased stereocasting equipment and presumably will soon begin stereo, to make San Francisco the nation's first eight-stereo-station city.

The second-hottest group of stereo cities (in order of number of stations competing) consists of San Diego, Miami (with a fifth station due to begin soon), Boston, Dallas-Fort Worth (also expecting No. 5 on the air soon). Each of these cities currently has four FM stereo program sources.

Three-station stereo areas are Washington; Minneapolis-St. Paul; Cleveland; Eugene-Springfield, Ore.; Madison and Milwaukee, Wis.

There are at least 18 cities where listeners have a choice of two FM stereo stations. Geographically, they're scattered virtually from border to border and coast to coast. They include San Francisco; Phoenix; Fresno and Sacramento, Calif.; Atlanta; Honolulu; Cedar Rapids, la.; Grand Rapids, Mich.; St. Louis, New York; Greensboro, N. C.; Oklahoma City and Tulsa, Okla.; Portland, Ore.; Pittsburgh, Providence, Nashville, Norfolk.

There is no particular pattern of geography or location city size in the spread of stereo. In many cities, well-equipped FM stereo station (such as San Francisco's KFRC) will build an audience and inspire its competitors to "go stereo."

NEW YORK, YOU WILL NOTE, is rather far down on the list. But New York is certainly a trail-blazing town in home entertainment. New York's FM stereo bloom may come soon, however, as at least three more stations are preparing to start stereocasting. For serious radio lovers, who now are served with some stereo by WQXR-FM, there will be New York's municipal station WNYC-FM, which hopes eventually to stereocast all of its five concert broad- casts, and ABC's WABC-FM, which will program separately from its AM affiliate, presumably serious music. For those who prefer light listening, the Ideal-FM, which will supplement WNYC-FM, will now programming stereo 24 hours daily.

NEXT STEREO CITIES. Between 50 and 75 more FM stations will begin stereocasting between now and the end of 1963. These are expected to open up new markets for FM stereo equipment sales.

Among the upcoming new FM stereo market areas where stations are now equipping themselves to start stereocasting are Mobile, Ala.; Atlantic City, N. J.; Boulder, Colo.; Columbus, Ga.; Boise, Idaho; Chicago, Ill.; Louisville; St. Joseph, Mo.; Los Alamitos, N. M.; Boulder, Springfield and Toledo, Ohio; Warren, Pa.; and Jacksonville, Fla.

Columbia New Phono Models Highly Styled

NEW YORK—Columbia Records this week is introducing an extensive and highly styled new line of phonos, radio, and tape recorders. Prices range from $279.95 to $129.95. The line includes a de luxe stereo automatic portable with an all-mechanical 600-watt, 3-foot stereo sound system, featuring AM-FM-FM stereo and hand-crafted cabinets and a transistor clock radio, half the size of most such units.

The phonos line consists of eight portable sets and four basic console units. Among the portables are two manual models (one priced at $279.95, the other $475) four-speed automatic monaural, with two "drop-a-motion" changers and the solid state portable at the high end of $199.95. Consul includes one portable stereo (without radio) with an open list and three with FM-FM stereo, ranging from $279.95 to $475.

The Masterworks audio line includes two monaural tape recorders, one utilizing a five-inch reel and the other a one-inch reel, selling for $79.95 and $119.95 respectively; a stereo desktop phonograph-magnetic tape recorder, a one-inch tape turntable at $139.95; a de luxe stereo radio with detachable speakers, two portable AM-FM transis- tor sets, the minicomplete line of consoles, and the miniaturized clock set.

Transistors Theme In Magnavox Units

NEW YORK—Magnavox, one of those pioneer in bringing stereocasting to the packaged phonograph field, has introduced five new console stereo phonograph models incorporating the firm's Astro-Sonic sound system, featuring an all-transistor, 20-watt amplifier. Increased emphasis on stereocasting was also noted in the rest of the line introduced for 1964 here last week.

Another Magnavox development is the availability of its stereocasting stereo equipment in the form of custom component packages, requiring minimum storage space. Each of these component packages is made up of three units including all-transistor stereo amplifiers or amplifier tuner combination, Micro-matic record player and twin speaker cabinets. Model 1-CAS15 (with FM-AM radio) is pegged at $179.90, while model 1-CAS10 (phono only) goes for $139.90.

Five new models of the Astro-Sonic console feature FM-AM-FM stereo radio in addition to the amplifier, with Magnavox record player, two 12-inch bass speakers and two 1,000-cycle exponential horns. The models are in Danish, Far Eastern Contemporary, Early American, Normandy Provincial and Italian Provincial.

Magnavox is also bringing out three coffee table stereo models, a styling highlighted of numerous lines this year. Lowest priced is the transistorized model 1-SC603 with phono only. It's 16 inches high and 50 inches long and models start at $169.95. Other coffee table units include the tube model 1-SC603 at $199.50 and another tube model, 1-ST276, with FM stereo, at $249.95.

A table model and a portable are also a part of the Magnavox new line. Model 1-SC602 table model with drop-down changer and transistorized components, goes for $149.95, while the de luxe Riviera portable, model 1-C3251, utilizing transistors and drop-down changer, lists at $125.

Supermart Pitch Works, California Dealer Says

By DONALD LYONS

SACRAMENTO—Principles of supermarket merchandising have been adapted to the record business by Tower Records at Watt and El Centro Avenue in the Country Club Center area here.

Russ Solomon, manager, believes a record store should oc- cupy almost as much space as a medium supermarket and have as many listening booths as space permits. The store has 10. At 10, there are over 1,000 LPs and over 200 45's in full face display.

Listening booths have to be opened with a key. The sales

person lets the customer in and sells the record. To dissuade lingerers there are no benches in the booths and no air conditioning.

The store has 2,400 square feet of space and practically all of it is for display. Aisle are

(Continued on page 80)
ATTENTION
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NEW DEALER PRODUCTS

The 40-5 Rack

With the 40-5 Rack, Art-Ply Creations has introduced the 40-5 Rack Record Rack, which is a one-year extended manufacturer's guarantee for dealers. Finished in rich, incorporating Art-Ply Creations special category with a variety of recording, the 40-5 Rack is an LP's original. The New found system is the price paid below wholesale, comparable, competitive units for fast promotional action.

New Transceiver

From now on, you will be able to own your own AM/FM stereo system. This unique product contains a speaker, amplifier, and tuner. It is made of high-quality components and is priced at $169.95. It is the perfect gift for anyone who enjoys music.

ITT Unveils 4-Track Unit

CHICAGO—ITT Distributor Products has introduced a four-track stereo recorder at under $200, as part of an expanded consumer products line. The unit went on sale here at the recent Electronic Parts Dealers Show. The firm exhibited a number of other new product models, including radios, stereo tuners and a citizen's band unit. These include 30 watts AM broadcast transistor, AM/FM-FM stereo table radio at $169.95; a portable AM-FM transistortuner at $169.95; a six-transistor set with battery andamas, AM broadcast transistor and one with dual band short wave set at $74.95. This new unit is designed to be played with a turntable and is priced at $159.95.

Supermart Pitch Works, Says Dealer

Continued from page 59

Wide, and 85 to 100 people can get in the store on a busy day.

Future in Singles

Solomon says that the excitement generated by the single is the key to the future of the record business. He sees about 20,000 singles in a normal month and carries more than 300 current singles titles and over 1,000 oldie titles.

The oldies are in front of the store, and are all behind the counter now. It was found that self service on singles was not practical. Singles on full face are about 40 plus other current pop titles, the top 40 or so, and the others are all well sold.

If your business is located in one of the cities, it’s not too early to prepare for the advent of FM stereo. Your customers should be told that FM stereo is coming to more and more stations, and should be ready for it. You should be ready too, with a well equipped FM-stereo-equipped instrument, and armed with knowledge of what it’s all about.

BEST SELLING STEREOPHONIC TAPE DECKS AND RECORDER

Since this chart is based on the previous month’s sales, it is conceivable that certain brands or models may have been more successful in the previous month. The early part of the year is usually a good time for FM stereo, as most stations are scrambling to be ready for the advent of FM stereo.

BEST SELLING PHONOGRAPHPHS, RADIOS & TAPE RECORDERS

These are the retailer’s best sellers by manufacturers based on results of a monthly survey using personal interviews with a representative national cross-section of record wholesalers and dealers. There also are shown in this chart the best selling tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

Selling Monaural Tape Decks and Recorders

Since this chart is based on the previous month’s sales, it is conceivable that certain brands or models may have been more successful in the previous month. The early part of the year is usually a good time for FM stereo, as most stations are scrambling to be ready for the advent of FM stereo.
MRS. DRAW
Most Blasts in
Trade Survey
Continued from page 14
of those replying failed to support the trade association idea. Almost as many, 37.5 per cent, endorsed the trade group concept, while more than 20 per cent declined comment.

Seeks Co-Operation
In commenting on this part of the survey, one distributor said a trade organization can work "only if they try to work together instead of trying to cut each other down." He explains frankly that a trade group won't work because "we (distributors) are never in our dealings with each other." Another returns to the manufacturer theme, noting that a trade association will work "When the manufacturer is willing to solve them." A third, a Coast distributor giving an unqualified "yes" vote, says "Broad understanding and discussion of industry problems is necessary." Another, while supporting the idea of a trade group, says "They can serve a purpose but thus far have not done so.

Firm Offers Summer Deal
NEW YORK—Who's afraid of the summer slump? asks Joe Benjamin, president of Benjamin Electronic Sound Corporation, in announcing a special summer Miracord promotion to dealers.

Every 12-Miracord order shipped between June 10 and August 31, 1963, will qualify for a bulk-pack of 12 Elac 222 cartridges at no extra cost. Benjamin said.

"Hi-fi sales may taper off during the summer months," Benjamin declared, "but I can't wonder how much of this is aggravated by the attitude of manufacturers as well as dealers in slacking off their promotion and merchandising efforts during this period.

"We plan to maintain our present pace in advertising and sales right through the summer period. We even look to some gains.

G.E. Portable Line
Continued from page 39
Unit weighs 21 pounds and has a suggested list of $64.95.
The radio, a lower priced monaural portable, offers many of the appearance and performance features of the Dual-ramic unit. The 17-pound set has a capacity to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request.
Alco 801101 offered as well for $45.95. $91.95, $19.95 per 1,000.
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170-21 Jamaica Ave.
Jamaica 2, New York
Olympia 6-4012

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DISTRIBUTING SERVICES

RAYMAR'S MEMORY LANE
GOLDEN (400) CIRCLE
We are now in a position to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request.
Alco 80111 offered as well for $45.95. $91.95, $19.95 per 1,000.
RAYMAR SALES CO.
170-21 Jamaica Ave.
Jamaica 2, New York
Olympia 6-4012

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We Buy Inventories.
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English: (Spanish) 10 Song
Romantic, Modern, Pop, and Stage

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Insertions

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Classified

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$7

$9

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City

State

30-day

45 PANAMA AVE., ST. PAUL 15, MINN.

The Company that REALLY goes after more business CAN get more business... by consistent advertisements in Billboard's

Buyers and Sellers' CLASSIFIED MART
It's a proven, economical way to assure prospect interest, to make sales and to increase profits!!

Check the Classified Mart on every issue of Billboard... see what others are doing... then see what you should do to meet and beat the competition.

BUYER'S CLASSIFIED MESSAGES

Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

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100 W. Randolph St.

New York 3, N. Y.

Hollywood 28, Calif.

Chicago 1, Ill.
New York Ops Voice Support To MOA in Organization Plan

HURLEYVILLE, N. Y. — Music Operators of America last week received solid backing for its reorganization efforts from Amelia (Mille) McCarthy, president of the New York State Coin Machine Association, Inc. She joined the ranks of reorganization supporters by announcing her intention to have the company’s Western sales region. Mrs. McCarthy’s letter to the editor will be published in a future issue of Billboard.

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Mr. McCarthy’s letter in full: "As convention time approaches, and I look back over the last six months, I note with pleasure the progress and development of MOA. With your and Bob’s help, we find that our organization is growing stronger every day. Our plans for the future are exciting and will bring us closer to our goal of becoming a strong and efficient organization that will serve the needs of our members."

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**IT'S HERE NOW!**

**MOSS...**

(Music Operators' Stereo Service)

![Image of album covers]

---

**THE BEST FROM THE ALBUMS**

Selected music for a program of

**PLEASURABLE LISTENING**

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**DEVELOPED BY RSI IN COOPERATION WITH**

**ROCK-OLA ROWE-AMI and WURLITZER**

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**MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33⅓ SINGLES**

**NOW...** a regular operator service for 33⅓ stereo singles... especially produced from Best Selling LP's.

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

---

**MOSS PACK #1 CONTAINS**

<table>
<thead>
<tr>
<th>Selections</th>
<th>Artist</th>
<th>Label</th>
<th>Album Titles</th>
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<tr>
<td>1. One Note Samara b/w Left My Heart In San Francisco</td>
<td>Joe Marnell</td>
<td>Kapp</td>
<td>Fly Me To The Moon</td>
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<tr>
<td>2. Big Junction b/w Take The A Train</td>
<td>Enoch Light</td>
<td>Command</td>
<td>Big Band Bossa Nova</td>
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<tr>
<td>3. Night Train b/w The Hot Canary</td>
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<tr>
<td>4. Morning Train b/w Gone The Rainbow</td>
<td>Peter, Paul &amp; Mary</td>
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<tr>
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<td>Peggy Lee</td>
<td>Capitol</td>
<td>I'm A Woman</td>
</tr>
</tbody>
</table>

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**To RSI MOSS Division**

1564 Broadway, New York 36, N. Y.

Please send_______MOSS pre-packs (5 singles each) at $3.50 per pack.

My check in the amount of $_______is enclosed.

(Payment must accompany order)

---

Company Name _______________________

Address _____________________________

City________________ State_________

Signature __________________________

*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you. ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.*

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**Juke Box Distributors... One-Stops**

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 Broadway, New York 36, N. Y.
Mar-Tab Opens Miami Plant

NEW MIAMI headquarters of Mar-Tab is set in the Sunshine Industrial Park.

MAR-TAB BRASS at work, left to right: Harold Giehrer, sales and service; Don Hudson, games collections; Bob Nordholm, parts and service; Chuck Shank, field collections, and Chuck Cunliffe, vending manager.

SERVICE VEHICLES are lined up at the leading platforms before the day's collections begin.

MODERN SHOP FACILITIES insure that equipment is in top condition before it goes on location.

A PRETTY AND EFFICIENT radio dispatcher makes sure that service calls are filled promptly.

UK Licensing Group Would Up Royalties

LONDON — The British Performing Rights Society is raising its levies for music performance in taverns, according to H. Walters, general manager of PRS.

Walters' office has submitted a proposed scale of new royalties to Licensed Victuallers Association officials, and the management of U.K. breweries.

Present PRS scale, which levies but a few cents literally for radio, TV, and street-and-concerts common to many British taverns, is pegged at pre-war levels.

Juke box performance fees are usually by arrangement. And the new charges are to be on a sliding scale according to size of saloon and frequency of music performance occurring.

New scale is expected to be nominal. PRS is notably lenient and diplomatic in pressing its ASCAP-style rights which are backed fully by statute of 1956.

The cost for the average location should range from 25 to 50 cents a day, officials implied.

Stereo Releases for Music Operators

- SEEBUG LITTLE LP's
  Pop Vocal
  MEL TORK—My Kind of Music ............. MCM

Pop Instruments
  Lenny Dee—Down South ................. Decca
  Jimmy Prutting—Good Time Piano ........ Coral
  Arthur Fielder—Jalousie ............... RCA

Jazz/Rhythm & Blues
  Stan Getz—Big Band Bossa Nova ........ Verve

Specialty—Hawaiian
  Jack De Mello—Hawaii .................. Reprise

- SEEBUG ARTIST OF THE WEEK
  Les Brown—The Richard Rodgers BANDBOOK
  Columbia (Pop Instrumental)
  I Could Write A Book/I Didn't Know What Time It Was ♦ My Funny Valentine
  I Married An Angel ♦ Have You Met Miss Jones?/Spring Is Here ♦ People Will Say We're In Love/Little Girl Blue ♦ My Romance/The Lady Is A Tramp

All titles listed are custom 33⅓ stereo singles packaged for the juke box operator.
Other packages or record companies may get weekly listings of their product by sending releases to Juke Box Review, Billboard, 1548 Broadway, New York 36, N. Y.

Music Operators Stereo Service

Morning Train
- KSI • MOVING • WARNER BROS. • STEREO
Gone The Rainbow
- KSI • UNIQUETTE • MANCINI-STA • STEREO

Hot Canary
- RIO JUNCTION
- KSI • BIG BAND BOSSA NOVA • COMMAND • STEREO
Take The A Train
- ONE NOTE SAMBA
- KSI • FLY ME TO THE MOON BOSSA NOVA • KAPP • STEREO

I Left My Heart In San Francisco
- MACK THE KNIFE
- KSI • I'M A WOMAN • CAPITOL • STEREO

Mama's Gone Goodbye
Ditchburn Begins UK Scopitone Test; French Artists Available

By JOHN THOMPSON

LONDON — Ditchburn Equipment, Ltd., Wurlitzer distributor in the United Kingdom, is placing a number of Scopitone cinema-juke boxes in selected locations.

This is reported by Norman Miller, production executive of Radiovision (Westminster), Ltd., distributor of the French-made film-juke box devices.

The agreement with Ditchburn is the first reported co-operation of substance given by British juke box distributors or operators to distributors of this type unit.

Miller terms the Ditchburn pact, "a trial run." He said that the misgiving the Lytham, Lancashire, firm had was "getting the right kind of film material".

(Continued on page 71)
Oeps Bear Down on Break-Ins

By ELTON WHISENBURG

LITTLE ROCK—The newly
organized Arkansas Automatic
Merchandising Association last
week kicked off a professional
organization campaign to
reduce break-ins in coin operated
machines in Arkansas.

The Arkansas Music Operators
Association will follow up in the
campaign, said Charles A. Stew-
art, executive secretary of both
groups.

Stewart and the column
were instrumental in getting
bill passed in the 1963 Legisla-
ture making it a felony for any-
one to break into a coin ma-
chine. The law went into effect
June 13.

Coin machine break-ins have
become a serious problem na-
tionally and the Arkansas
groups have been positive action
to meet it.

The merchandising association
had been offering a $100 reward
for information leading to the
arrest and conviction of anyone
who robs or attempts to rob a vending
machine.

Similar decals will be put on
photographs and game by mu-
sic operators. The State law
makes it a violation to break into
coin operated machines, amuse-
ment games or music machines.

It “shall be unlawful for any
person to use force to open any
coin operated vending machine,
amusement machine or service
machine for the purpose of re-
moving the coins or merchandise
therefrom. The nature of force
used is not material further that
it may show the intent of the
offender.”

Several Rap

“Whenever shall violate the
provisions of this Act shall be
deboned guilty of a felony and
shall be imprisoned in the peni-
tentiary for a period not less
than one year nor more than
two years.”

Stewart said thieves and ven-
dals could get as much coin machine
operators more than $250,000 in
1963.

“We don’t intend that it be
at that high in 1963,” said Stewart.
The Arkansas Automatic Mer-
chandising Association was
formed after more than 50 op-
erators met at the Alpine Pike
Hotel in Little Rock several
weeks ago. One of their primary
goals in the organizational meet-
ing was to “eliminate robbery and
destruction of coin ma-
chines, said Stewart.

Inform Officials

The group was instrumental in
getting the bill passed in the
Legislature and, on June 10, the
new association called all
law enforcement agencies and
elected officials in Arkansas
and gave them copies of the
new law and a copy of the de-
cial which will be displayed on
all machines.

Stewart said his group in-
tends to keep after the situa-
tion and work with police to
catch thieves.

Officers of the new associa-
tion (Continued on page 87)

Under-Cover Varnint in Reserve Dries Kids’ Tears

LOS ANGELES — Doing
away with juvenile disappoint-
ments when several nickels or
pennies are able to produce
exactly the novelty which the
younger wanted is an unusual
good will trick which has
upped profits for S. A. Detrich,
business owner in suburban
Anchorage, here.

Detrich, with locations throughout
the city and in residential areas of Anchorage has
made a major issue of varmints in
plastics and rubber, over recent
years, to capitalize on the
predominance of young children in
the area.

Like many other operators,
he has found that numerous
children will be intent upon
adding a spider, a tarantula or
a gidget worm to their collec-
tion, and are petulant to the
point of tears, when numerous
pennies or nickels as the case
may be, fail to produce exactly
the novelty

Over-the-Counter Sale

To assuage the youngster’s
grief, Detrich simply furnishes
the location owner where possi-
ble, with a box of the same
varmints used in the machine,
to be kept under the counter
at the checkout, close to the
bulk vendors. Then, when a young-
ner is obviously highly
put out because he was unable
to get exactly the item desired,
the storekeeper or clerk can
clearly solve the matter by
selling the toy to the spider
which he wants, detaching the box.

Elementary school youngsters have been given a coin machine
and this, and often come directly
to wherever the box of varmints
is kept, rather than using a vending
machine.

This is all right with Detrich,
of course, and these numbers are
increased in kind. Naturally, it
means a bit more work for
the location owner but since Det-
rich maintains close relationship
with all his location owners he
usually gets the desired co-
operation.

Eppy Putting Charms in New Mixes

JAMAICA, N. Y.—Eppy
Charms, Inc., has packaged
some of its top-selling charms
inside new packaging.

The new packs include the
Import Ring Mix, with seven
assorted rings and color-
dyed-orange mice, the 75-cent
capsule mix with Monster Teeth,
Twin Skulls, Snowman, Bird of
Puff Cigarettes, Tattoos, Par-
achute Keychains, and the
5-cent capsule mix with
Jungle Jangles, Big Bird, Handi-
work Mouse, Three Karat Diamond
Rings, Shrunken Heads With
Hair, Tropical Fish, Dangling
Skeleons and 16 varieties of
orribles.

12-Page Catalog
By Guggenheim

CHICAGO—A 12-page cata-
log listing charms, capsules and
other miscellaneous fill was put
out last week by Karl Guggen-
heim, Inc. Products are pictured
and shown with description and
price. The firm’s 12 distributors
are also listed. Operators may
obtain copies by writing to the
firm at 132-C 9th Avenue, P.
O. Box 510, Jamaica 31, N. Y.

WORRY BIRD

Cousin of the worry bear, took
the worry bear to your condition.

BUY ROYAL®

NEW ADDRESS

W. J. Skrlifer, Inc.
11106 Whitmer
Detroit 24, Mich.

REVOLUTIONARY BREAKTHROUGH

A newly engineered bulk vendor
with a disposable jar. If you
haven’t a single Beaver working
for you, here’s one.
DENVER — A dime in an envelope, with the telephone number, name and address written on it, is the most prized means of getting location owners to telephone in their locations, according to Charles Flower, bulk operator here.

During the past few years, bulk-vending operations, particularly in service stations in which flowers specialize, are characterizing as costly by the elderly Colorado operator.

Not to have a bulk machine which normally needs servicing only once a month may sell out in a week in heavy tourist traffic increases in number of locations bringing in many more people.

This means if nothing has been done to encourage location owners to telephone Flowers, chances are that he will not locate the shortage until his next call.

Flora Solution

Flowers struggled along on the hit or miss basis for several years, until ultimately on a "dime and an envelope" for each location, it can drop a card into the mail.

As this plan operates, Flowers simply uses a white correspondence envelope, containing a cardboard rectangle on which is rubber stamped a dime.

Opening the envelope, and showing the location owner that the dime is there, Flowers then asks the location owner to note that his telephone number, name and address is written on the front of the envelope, and to use the dime to call in whenever there is need for service. Usually, the location owner will place the dime in a handy drawer for later reference.

Post Card

In some cases, Flowers also slides a self-addressed 4-cent post card into the envelope as well, so that the location owner who doesn't get an answer, or finds the telephone continuous, can drop a card into the mail.

Only twice during 1962 did a location owner actually use the dime. Flowers left for the purpose, the veteran Denver operator said, and then only in instances where for some reason, a dime was not available.

Usually, the service station owner, who has the appreciation of the excellent care which Flowers gives his machines, will spend the dime to get results.

Flowers will cheerfully drop almost anything to the site, when a location owner phones in with a request that makes a 50-mile drive. The important thing is that the location owner of the appearance of the vending machine, and to business and maintaining earning capacity at all times.

**NAMA Source Book Out; As Comprehensive as Ever**

CHICAGO — The National Automatic Mechanical Association published its Source Book last week listing 213 manufacturers of bulk, coin-, and service vending, business. Names of export managers or machine manufacturing company category are added this year for the first time.

Each listing includes comprehensive information about the types of products and gives the names of key executives such as chief operating officers, sales managers and marketing directors. Listings also index according to product.

Cost of the book is $5 ($1.50 per additional copy) and is available through NAMA offices at 7 South Dearborn Street here.

**Juke Box Prize In Quiz Contest**

LONDON — First prize: A Rowe-AAM Juke box installed in the home.

It was a contest co-sponsored by MCA Film Distributors and Juke Box Distributors Ltd., two weeks ago.

Purpose was to publicize the premiere of the Elvis Presley film featured in "The World Fair" at Leicester Square Cinema Thursday (13).

The presentation was made at the premises of Juke Box Distributors, Wardour Street, film exchange district, where TV artist Laya Raki presented the lucky citizen with the juke box.

The contest was a simple quiz. Entrants were numerous. Anthony Stevens, South London, London won it. And the juke box was installed forthwith.

It is, says Nick Young, RXD executive, on free play.

**OWNER WINS B. S. DEGREE**

NEWARK, N. J. Ralph Schectman, owner of the Service One-Stop here, was recently graduated from Rutgers University with a bachelor of science in marketing degree. Schectman, who joined the New York and New Jersey operators, went to school evenings for eight years to earn his degree. During this time he was running his business and supporting a wife and family.

**BEAVER**

The Prestige Line of Bulk Vendors

Featuring Our Own Exclusive Coin Mechanism Jar or Plexi Models

Baltimore N.W.C. ENTERPRISES, Inc.

247 S. Broadway

Boston

BEAVER VENDING MACHINE & SUPPLY OF NEW ENGLAND

1260 Tremont Street

Bos..t..on

BEAVER VENDING SERVICES

191 White Avenue

Detroit

BEAVER VENDING ENTERPRISES

3905 North Avenue

Flint, Michigan

Florida SOUTHERN MUSIC DISTRIBUTING CO.

2408 Harper Avenue

Lansing, Michigan

Indiana

GARDNER & LOSE

1720 LeRoy Avenue

Louisville, Ky.

Southern VENDING SALES CO.

310 N. Broadway

New York

BAYMORE VENDING CORP.

2 Neil Court

Oceanside, N. Y.

No. & So. Carolina DIXIE VENDING CO.

2103 N. Market St.

Charleston, S. Carolina

Philadelphia INQUIRY FOR DISTRIBUTORSHIP BEAVER SALES CO.

199 Central Avenue

Woodmere, N. Y.

Pittsburgh, PA. KEYSTONE BEVER ENTERPRISES

215 5th Ave.

Pittsburgh, Pa.

TENNESSEE HERMITAGE MUSIC CO.

409 Chestnut Street

Nashville, Tenn.

Virginia & West Va. ROADWAY VENDING & EXCHANGE

4070 W. Broad Street

Richmond, Va.

FACTORY OUTLETS

2055 East 15th Street

Los Angeles, Calif.

415 Lawrence Ave. W.

Toronto, Ontario, Canada

BEAVER SALES CO.

999 Central Avenue

Woodmere, N. Y.

**NEW YORK**

BAYMORE VENDING CORP.

2 Neil Court

Oceanside, N. Y.

**No. & So. CAROLINA**

DIXIE VENDING CO.

2103 N. Market St.

Charleston, S. Carolina

**PHILADELPHIA**

INQUIRY FOR DISTRIBUTORSHIP BEAVER SALES CO.

199 Central Avenue

Woodmere, N. Y.

**PITTSBURGH, PA.**

KEYSTONE BEVER ENTERPRISES

215 5th Ave.

Pittsburgh, Pa.

**TENNESSEE**

HERMITAGE MUSIC CO.

409 Chestnut Street

Nashville, Tenn.

**VIRGINIA & WEST VA.**

ROADWAY VENDING & EXCHANGE

4070 W. Broad Street

Richmond, Va.

**FACTORY OUTLETS**

2055 East 15th Street

Los Angeles, Calif.

415 Lawrence Ave. W.

Toronto, Ontario, Canada

**BEAVER SALES CO.**

999 Central Avenue

Woodmere, N. Y.
Wurlitzer, Rock-Ola at MOA Meet

- Continued from page 62
will come out for the convention in full force—with all company brass on hand and with most of their distributors. Spokesmen for both companies indicated that they were not making token showings.

Previously, Rowe AMI and Seeburg had announced that they would make major efforts at the convention.

MOA prospects, which had reached their low ebb at the Miami convention a couple of years ago, are the brightest they have been since the mid 1950's.

Heavy Attendance

With all four phonograph manufacturers in, and with their distributors showing up in force, operator attendance at the Chicago show should be the heaviest in years. All companies expect literally for record company participation. In the last five years, the exhibitors have been cool to the MOA show, not because they were involved in the National Automatic Merchandising Association's (NAMA) conventions, but because they didn't see much point in displaying their wares unless more operators were on hand to make it worth the expense.

This year, MOA will have a sales pitch to the record companies. It can point to complete representation from the juke box manufacturers and offer the reasonable assumption that operator attendance will be substantial.

Another factor which should boost MOA attendance is the fact that the National Automatic Merchandising Association Convention begins at McCormick Hall the day after the MOA show closes.

Double Attraction

Hence, MOA is bound to draw some vendo operators in town for NAMA, and the attraction on NAMA is apt to make the Chicago trip more feasible for music operators.

Also, with ROSA (the one-stop trade association) exhibiting, one-stop operators should be out in fair force.

Harry Snodgrass, MOA president, said that all four phonograph manufacturers have told him they will conduct direct mail campaigns to operators to promote MOA convention attendance. Trade paper advertising from the manufacturers will also promote MOA attendance, he added.

Bob Blandino, MOA managing director, will be in New York the first week of July to call on record companies for exhibit space.

Grandad Palmer

NORTH TONAWANDA, N. Y. — D. Palmer, advertising and sales promotion manager of the Wurlitzer Company, became a grandfather for the first time last week when his daughter gave birth to a girl. Palmer was in Chicago during the week for meetings with the phonograph manufacturer to keep regarding participation in the Music Operators of America Convention, September 4-6.

Back With Pool

BROOKLYN — The Irving Kaye Company has resumed production on its Satellite six-pocket pool table this week. According to Howard Kaye, company executive, the firm had suspended production on the unit for 90 days, but the heavy volume of orders for the game had warranted another run.

Cellar Bill Dead; Propose New One

- Continued from page 62
proposition and will take the fight to the full House Judiciary Committee. If the full committee okay the bill, the bill will then go to the House floor for vote, after getting a green light from the House rules committee.

Court Fight

If the bill becomes law, juke box operators will have to go to the courts to challenge performance royalty rates they feel are exorbitant. Both ASCAP and BMI, the principal licensors of performance rights in American music are under consent decree. Operator complaints would go to Judge Sylvester J. Ryan, of Federal Court for the Southern District of New York.

During recent hearings on the Celler Bill, juke box operators said it would be impossible for their group to raise funds to take the big performance rights societies into court for rate setting.

Worded of the bill is: "The 3rd paragraph of Subsection (a) of the Title 17 of the U. S. Code is amended to read as follows:"

"No proprietor of an establishment in which a copyrighted Bignersells 300 Cincinnati Units

CINCINNATI — The sale of physical assets of Bigners Music, Inc., and Bigners, Inc., local coin machine operating companies, to Sam W. Klein, of Sam Klein & Company, was announced Tuesday (16) by Ray Bignier, president of the Bigners companies which have been headquartered at 3245 Quebec Road. Klein also is executive vice-president and operating manager of Stern-Vending Company, Cincinnati.

Bignier, in announcing the sale, said that the transaction involved coin phonographs and automatic amusement devices at approximately 300 locations. Terms of the deal carried the stipulation that Bignier would not carry on such operations in the Ohio counties of Hamilton (Cincinnati), Butler and Warren for five years.

Bignier said that he would devote time exclusively to his local Rock-Ola phonograph distributorship.
Local Gospel Record Selling in Memphis

MEMPHIS — Four new singles, one of them a professionally recorded instrumental with a gospel flavor, were the top selling discs last week to operators in the Memphis area.

They are "Cottonfields," with Ace Cannon on Hi, "Tender Grass," with Frank Benton on Mercury, "Don't Try to Fight It, Baby," with Dittey Gorme on Columbia, and "Last Time Just the Same," with Bobby Wood on Joy.

Frank Berretta, manager of Popular Tunes Record Shop, one of the most in the Mid-South, said all four were breaking out a little faster than the most bought by operators.

Jack Kain, partner in Triangle Amusement Company, said the Bobby Wood number was going best on his boxes. Wood is a young Memphisman who, until recently, was under contract to the local Pen Record Company.

Drew Cane, owner of Cameo Enterprises, said Cannon's "Cottonfields," is "going real good right now.

Edward H. Newell, Or-Matt Amusement Company; Parker Henderson, Balaban and Katz Amusement Company, and Charles McDowall, general manager of Southern Amusement Company, said these two were going for good on the "Tender Grass" and "Don't Try to Fight It, Baby."

British Coinmen Cool On Worth of Stereo

LONDON—Stereo sound reproduction has had only a nominal effect on record sales in the United Kingdom, according to Nick Young of Juke Box Distributors here.

Young, whose juke box routes stretch far and wide in southern UK, Irish and French, views a stereo as "just a pretty label," and don't know the difference between binaural of good reproduction (two opposed speakers) and the route.

Conditions, acoustically, where juke boxes are normally placed are not conducive to good stereo reproduction, he offers. Consumers want music, well audible, and will pay for that.

Young pointed out that there is little stereo product being pressed by UK record manufacturers. "Not enough available for us to program stereo even if the customers wanted it," he reported.

P. B Adams, Auto-Slot Sales Ltd., Fanfare Stereo 100 distributor, said that his observations indicate that "Stereo doesn't make much difference to the customer."

Fred Walker, partner of Ruffer & Walker Ltd., also finds stereo an indifferent aid to the juke box trade. The '80s stereo seems to have, in Britain, similar qualitative value that the term "superheterodyne" had for radio sets thirty years ago, said one veteran juke box operator.

"If it's stereo it's the best, but not extra, in the public mind," he offered.

None appeared to feel that stereo added coins to a juke box operator's take.

Threatened Tariff hike Irks U. S.

• Continued from page 67

achieved by superior product along with superior distribution and marketing here.

In the case of coin machines, the European trade is currently distressed by 1962 U. S. trade export figures showing that Belgium, France, Britain and Germany purchased nearly two thirds of the $26,617,263 worth of U. S. music machines and coin games sold abroad last year.

Sales slump

German coin manufacturers are plagued particularly because this country purchased 4,988 new American machines at a time when the domestic manufacturer are battling a sales slump caused by saturation of the German market.

The Bundestag's deputy's prediction of anti-U. S. coin machine legislation in Europe was underplayed. It has a few days later in the use of U. S. products.

In seeking Bonn government protection, coin machine manufacturers retain parental insistence for the U. S. to retaliate against Germany coin machine exports to the U. S. there being no such German exports of appreciable volume.

But U.S. officials here say this is a "naive" attitude. "Any reprisal which may be invoked—and steps in this direction are being prepared by the German and other European products which have a strong position in the U. S. market, and thereby provide us with maximum leverage on the European market."
Ditchburn Begins UK Scopitone Test; French Artists Available

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by Wurzler's wholly owned German subsidiary.

The 100-selection Lyric in effect is a compact version of the Wurzler 2700 which is also sold in France by Bussoz.

PTB to W. Berlin

WEST BERLIN—The Bonn government has shifted its Physics-Technological Institute (PTB) from Brunswick to West Berlin.

The PTB is charged with testing and licensing all of West Germany's machine tools. Under legislation unique in the world trade, West Germany requires every machine to be tested and licensed by the government institute.

The license is valid for three years—and there is no renewal, meaning the expired-license machine must be junked or exported. The PTB was shifted to West Berlin under Bonn government policy of concentrating as many federal offices in West Berlin as possible to show the flag of West Germany to the East German Communist regime.

At the same time the shift makes economic sense rare for a government bureaucracy, because Guenter Wulf, West German's leading machine tool manufacturer, is situated in West Berlin. Wulf produces around half of all German payoffs.

Cinebox to Spain

MADRID—The film phonograph is being introduced to Spain by the Societé Iberica de Fonovision, on an affiliate of the U. S. Cinevision Corporation. The Spanish firm will receive technical assistance from the European producer, Società Internazionale di Fonovisione di Milano, which has assigned export rights in Spain to the U. S. firm.

Films will be supplied by the U. S. firm. Marketing surveys indicate that prospects for the film box are unusually bright in Spain where paperback and music dominate the national life. The film box boom is only beginning here, meaning that locations have a free choice between the conventional juke box or the film box.

**UBA Names De Vroey**

BRUSSELS—Belgium's coin machine trade association, UBA, has elected as its president Henri de Vroey of Brussels. De Vroey succeeds Alex van de Wege, Antwerp distributor and long-time leader of the Belgian trade.

In a tribute to Van de Wege's leadership, the UBA has appointed him permanent adviser to the trade association's administrative council. In this capacity Van de Wege will advise the trade on such current tricky problems as anti-bingo legislation and the desperate operations of background music in connection with bingo play.

Magyar Seek Disks

ROMA—Representatives of the State-owned Hungarion Gramophone Record Company are negotiating with juke box disk supply firms in several Western European countries, among them Russia, for the sale of records for phonograph play at cut-rate cost. The Hungarian State diskary in the boxes" for broad coinoperator appeal.

**Districts Cool**

Major British record makers are "not terribly co-operative," the executive said. "Their general reaction to proposals about filming recording artists is non-committal. They never actually say no," he added.

Ditchburn, home of Scopitone, record makers are now supplying their artists gratis for filming for film-juke box purposes. He thought it would be a long time before British Phonographic Industry members assisted in this way.

Meantime, "We are filming American artists who are high on the American charts as they visit Paris and London," Miller said.

**Original Artist**

"This way we get the original artist instead of a British or French cover job," Miller expressed satisfaction about filming the Exciters belting "Tell Him" and "He's Got the Power" while in Paris two weeks ago (3).

The trend of Miller's play to obtain contemporary product for film-juke box uses in this is offering to produce a juke box version of Hungarian pop— with strong accent on gypsy-violin schmaltz—for the capital-juke box market.

This licensing arrangement are also being discussed, whereby Hungary would sell rights to its music at nominal fees for juke box disk production in Western countries.
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PHOTO GALLERY OF NEWSMAKERS

INCUMBENT VAUGHN MEADER (c.) gives tips to comic Stanley Myron Handelman (r.) on the art of recording. Handelman's LP, "How to Survive a Nuclear Attack in Peacetime, or the Silver Slates," will be cut live during his engagement at the Phase I. Impressed broker (l.) is (what?) Barry Goldwater Jr.

Randy Sparks gives his New Christy Minstrels their first look at Grammy Award they won as best choral group of 1962. Group was unable to attend New York awards dinner because of commitment at Harold's Club, Reno.

WASHINGTON DEEJAY Felix Grant recently flew to Hi, where he stopped off at BMI (Ria Odhner) studio to observe session. Shown here are (l. to r.) Jesse Glickman (seated), Luis Bonfa, composer; Grant, and Lyric Pascale, whose arrangement was recorded.

Clearpota BACKGROUND score received its world premiere last week by Detroit Symphony. Composer Alex North scrutinises score during rehearsals.

RANDY SPARKS gives his New Christy Minstrels their first look at Grammy Award they won as best choral group of 1962. Group was unable to attend New York awards dinner because of commitment at Harold's Club, Reno.

INTERVIEWING JIMMY SMITH in New York is Janne Johannesen, feature writer for Sunnise, Finland's leading music magazine. Johannesen also writes for and produces TV shows in Helsinki.

NEARING COMPLETION is the new Columbia plant at Santa Maria, Calif. Official opening will be taking place this September.

Artist's rendering of what RCA Victor expects will be the world's largest record distribution center is to be located in Indianapolis. Ground was broken for the one-story structure in April, and officials anticipate completion by approximately March 1, 1964.

Mass sign-up of stars by Sun Records' Reggie Murray (seated) includes (l. to r.) Ray Bryant, Ernestine Anderson and the team of Julie and Jack. Occasion is one for all-round smiles.

Competition winners Olo Jorgensen and Hanne Larsen arrive in New York for gala week. They won All-Star music magazine. Jahnkainen also writes for and the team of Julie and Jack. Occasion is one for all-round smiles.

Mercut's Platters beam proudly at RIAA Award plaques for their LP "Bercee of Golden Hits." Seated (l. to r.) Herb Gottlieb, producer, David Lynch of the group. Behind them are David Carroll, recording director; Zale Tucker and group manager Buck Ram.

MERCURY'S PLATTERS beam proudly at RIAA Award plaques for their LP "Bercee of Golden Hits." Seated (l. to r.) Herb Gottlieb, producer, David Lynch of the group. Behind them are David Carroll, recording director; Zale Tucker and group manager Buck Ram.