WHEN YOUR TAKE TAKES A TUMBLE
PUT IT BACK ON ITS FEET WITH A
WURLITZER 2700

When the take in a spot takes a nosedive, take time to analyze why. Many times the old phonograph has been there too long. Patrons get so used to it they don't even see it.

In many cases the introduction of a Wurlitzer 2700 causes a small revolution. Its beauty attracts all eyes. Its stereo sound is a treat to the ear. Its Ten Top Tunes feature has a potent appeal to the pocketbook.

Almost over night the phonograph is paying its way — and then some.

Try it and see for yourself
FRANCIS C. LAUDA
116 MIDDLENECK RD
PORT WASHINGTON, L.I.
1133 661020 324 67801206

FRANCIS C. LAUDA

PHOTO GALLERY OF NEWSMAKERS

CONVENTION TARGET: Columbia Records president Goddard Lieberson will officially open 1963 sales convention at the Americana Hotel, San Juan, Puerto Rico, on July 17.

CLEO FROM ROME: Pleased with new RCA Victor LP of Cleopatra score are, l. to r., Hugo Peretti, Riz Ortolani, arranger-conductor, and Luigi Creatore. Disk was made in new Rome studio.

DEEJAY & PROPHET: San Francisco deejay Al Collins, KSFO, chauffeurs Reprise singer Johnny Prophet about town. Prophet was in town for Ernie Ford TV guest show.

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THE ART OF THE LP JACKET: Winner of N. Y. Art Directors' Club award for excellence in jacket design was Howard Russo, l., here congratulated by D. A. Klein, president of Spoken Arts, for whom the winning designs were rendered.

INCOMMUNICADO: Not for Mercury's Diana Ross. Her thoughts on the subject are expressed in her single by the same title.


INCOMMUNICADO: Not for Mercury's Diana Ross. Her thoughts on the subject are expressed in her single by the same title.

IT'S ALL IN THE FAMILY: The Puente gets warm reception in Puerto Rico from, l. to r., Lilia Ortiz (Transcaribbean), Leon Santos (Thom McAn), Tito, and carnival queen Lydia Silvestry.

INCOMMUNICADO: Not for Mercury's Diana Ross. Her thoughts on the subject are expressed in her single by the same title.

Jack Shirley Maclaine

Adam Wade sings one of the hottest movie themes of all times

Irma la Douce

(look again)

His sensational new single 5-9609

@ "EPIC", Harco Reg. T.M. PRINTED IN U.S.A.

ADAM WADE SINGS ONE OF THE HOTTEST MOVIE THEMES OF ALL TIMES

IRMA LA DOUCHE

(LOOK AGAIN)

HIS SENSATIONAL NEW SINGLE 5-9609

EPIC
**Electric Speeches Spark New Feeling At Miami Meet**

By REN GREVATT

MIAMI BEACH—A series of hard-hitting speeches delivered by key figures during and in conjunction with the ARMDA convention here last week are being widely regarded as a major development in ARMDA itself and the hope that problems now besetting the distribution field might ultimately find solutions.

Beginning with an announcement from ARC-Paramount President Frank Lear to his distributors on his plan to pull the line from anyone found to be distributing it without a license, a series of major discussions, led by Kapp President Dave Kapp, special ARMDA Washington counsel Earl Kirtner and by Dave Miller of Miller International, the talks had a sort of shock wave effect which made itself felt for the duration of the several follow-up discussions here.

ARMADA President Anton Heilicher, in officially opening the ARMDA conclave, noted that "The largest major in our industry, Columbia, seems to be taking a definite stance. I believe they are sincere. Now we have the ABC-Paramount deal and anti-trustimg. If every manufacturer will not and every distributor co-operated, we'd be on the road."

Heilicher went on to broaden the ARMDA manufacturer-distributor advisory committee by saying, "If we want to watch what the majors are doing," he said, "We can work side by side with them." Following Heilicher's remarks, the

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**The Great Guessing Game**

By JACK MAHER

NEW YORK — There's a new game that's growing in popularity among executive offices in the record industry. It's called "The Roulette." The way the game's played, the Rollelem is a record firm gives each of its salesmen and a.d.r. personnel andsometimes even the artists in its initial acts. Sometimes even before the hit version LP is on the shelves.
BIG MOVING SINGLES!

BOBBY BARE
"DETOUR CITY"
#8183

PERRY COMO
"(I LOVE YOU) DON'T YOU FORGET IT"
#8186

GEORGE HAMILTON IV
"ABILENE"
#8181

LITTLE PEGGY MARCH
"I WISH I WERE A PRINCESS"
#8189

JIM REEVES
"GUilty"
#8193

ORDER A TRUCK-LOAD TODAY!
RCA VICTOR

RCA
The most trusted name in sound
Columbia Maintains LP Edge; Victor Again Dominates Singles

By BOB ROLONTZ

NEW YORK—Columbia Records maintained its lead in the monaural LP field for the first six months of 1963, according to a composite of best-seller lists in newspapers and trade periodicals. Of the total of 13—moving into the top 50 of Billboard’s Mono Album chart during the six-month period—Columbia’s neck was Capital Records, which had 12 new albums and six reissues on the chart. The album company in second place was RCA Victor, which had seven in the top 50. CBS, however, had the most new albums on the record charts for the past three years.

On the stereo chart, however, RCA Victor finished last in front with a total of 22 new stereo albums hitting Billboard’s charts for the first half of 1963. In second place was Columbia with 16 albums on the chart, and far behind, in third place, was Capitol Records with six.

On the mono LP front, after Columbia and Capital, Capitol was Dot with four, Decca, Kapp and Warner Bros. all tied with three new albums each. Among major labels, London, MGM, and Verve were tied with two each.

Companies with new mono album in the top 50 of the mono album chart included: A&M, ABC-Paramount, Capitol, Little Records, Colpix, Coral, Everest, Fabor, Fantasy, Imperial, Liberty, Victor, Mercury, Philips, Prestige, Riverside, Roulette, Scepter, Appreciation, Venus, and Original Sound.

37 Heard From

A total of 37 labels had one or more singles heard in the chart during the first half of 1963, including: A&M, ABC-Paramount, Capitol, Little Records, Colpix, Coral, Everest, Fabor, Fantasy, Imperial, Liberty, Victor, Mercury, Philips, Prestige, Riverside, Roulette, Scepter, Appreciation, Venus, and Original Sound.

577.

Ritco Gets Master

NEW YORK—Ritco Records, a subsidiary of J.A. Distribution, has acquired national distribution rights to a new master on the Ritco label, which is called "I'm the End," by Fabulous. Jody is the only distributor in this city. J.A. Distribution is acquiring a number of new masters with a large net value, especially with oldie but goodie disks.

Music can be supplied by: (800) 786-0580

Capitol Enters Budget LP Field in Classics

HOLLYWOOD—Capitol Records is entering the budget LP field for the first time in its history. It is doing it in the classical area. The line will be called "Capitol Classics." They will list for $1.98 for mono and $2.98 for stereo.

First Paperback Classics to be issued will be in mid-August when "Romantic Arias & Ariette" is released. They will carry names of top conductors like Beethoven, Brahms, Tchaikovsky, Liszt, and Mussorgsky. Sales forces start taking orders on the series starting this week. Pink jackets will be use in a universal cover, made of Fortune-type magazine stock, and will cost 6c apiece.

With the entry of Capitol into the budget classical market, the price of its regular records must be cut by a reduction in the price of its regular records to $4.98 apiece. The regular prices for Capitol Classics will be $3.98 and $4.98, a reduction of $1.10 and $1.00, respectively, at the standard price of $5.08 and $5.08 for stereo LP's. Continued on page 12
Presley's Number 1 Hit Record Overwhelming

15-Year Mark
Unmatchable

NEW YORK — Elvis Presley is so far ahead of the pack—No. 1 singles that it is doubtful if any artist ever will catch him. In Billboard's record market research for the past 15 years, no one, covering the 15 years from January 1, 1948, to June 30, 1963, has ever done what Elvis has hit the No. 1 slot on the Billboard Hot 100 charts 16 times with different singles releases. nearest Elvis is Larry Como, who over the decade and a half has scored with only 10 No. 1 singles in the No. 1 slot. After Como, no artist has had more than three or even five records ever make the top.

The survey only covered the first time that a record hit the No. 1 spot. Number of weeks in the No. 1 slot was not considered since it might have fallen off and then come back back to No. 1 again.

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ELVIS A. O.K.

NEW YORK — Through an error the new Elvis Presley record of "You Ain't Nothing But A Hound Dog" and "Don't Be Cruel" was released in 1956. This record was released in 1955, and now, having sold more than 7,000,000 copies, Elvis first hit No. 1 on the Hot 100 charts in April of 1956 with his first single, "Heartbreak Hotel." The Presley No. 1 positions give RCA Victor a solid lead in No. 1 records over the 15 years, with 15 Presley No. 1s. RCA also has 19. CBS has 15 in Columbia, 26. Following in order are Capitol with 19; Decca with 16, and MGM with 11; ABC-Paramount with 10; London with 5, and Vee Jay with 4. Guy Clark, in his No. 1s, has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years — he also has the most No. 1s in the 15 years.

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yet Blumberg Joins Staff

NEW YORK — Walter Blumberg, former sales manager with Anti-Mara Records, has been appointed to the advertising sales staff of Billboard.

Blumberg, who has a 15-year background in sales, is the electronic and record field record, will handle sales in the special areas of phones, tape and home entertainment equipment, raw and pre-recorded tapes, talent for regular and special events, Who's Who talent, and radio and programming services.

Brothers, the Fleetwoods, les Paul and Mary Ford, Frankie Laine, Brenda Lee, Guy Mitchell, Vaughn Monroe, Nick Nelson, the Platters, the Chipmunks, the Shirelles, Jo Stafford and Kay Starr.

WASHINGTON — Radio stations claiming market ratings will do so on a voluntary basis and disclose the actual sample size and other data on which their advertising is based. This warning was given by FCC Chairman C. William Henry in his recent appearance before the House Investigations Subcommittee of the Ways and Means Committee.

The FCC chairman and Rep. Owen Harris, chairman of the subcommittee, were in agreement that they had the chance to clean up its own rating mess. Both men also felt that it would be a "far, far," but if it had to be. Representative Harris would probably propose a new disclosure requirement for ratings services and programming. This would be a "reasonable" amount of responsibility to check into rating service he uses. If a sample claim on an actual basis, the way it is now rated at 20 homes — this must be disclosed in advertising or print advertising.

The Harris Subcommittee had previously praised the Radio Advertising Bureau for its launch of a study on radio rating methods.

The most surprising thing of all is that radio stations are now trying to stay out of work for only two months since he walked out of Washington.
The Package That’s Putting The Sizzle Into Summer Sales—
Over 218,000 Records Sold in Only 3 Weeks!

2 LP RECORDS — 24 GREAT STARS — 25 WONDERFUL SONGS

Songs For A Summer Night

Julie Andrews
Doris Day
Tony Bennett
Oscar Brown Jr.
The Brothers Four
Stella By Starlight
The Chiffons
The Four Preps
The Four Seasons
Patti Page
Marty Robbins
Gerry Gee
The Platters
The Tornados
Steve Lawrence
Jerry Vale
Andy Williams
The Clovers
Roy Orbison
The Ventures
Steve Lawrence
Jerry Vale
Andy Williams
The Clovers
Roy Orbison
The Ventures

The Greatest Album Buy of The Year!
From Columbia Records

PM 2/PM 2 (Stereo)

From Columbia Records
Distrib Diversification Big in Panels Offic...
20th Century-Fox Records

is

NO. 1 IN THE RECORD PARADE

THE ONE AND ONLY ORIGINAL
SOUNDTRACK ALBUM FROM

CLEOPATRA

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
by
STOP IT
STANLEY
FOX 409
MIAMI BEACH—A colorful list of guest speakers, agreement from manufacturers to try to establish better communication with one-stops and a turnout of 24 individual one-stop firms, which includes two new members signed here, were among the highlights of the second annual convention of the record One-Stop Association (ROSA) held here last week at the Fontainebleau Hotel.

Prior to introducing guest speakers, ROSA President Irving Perlman told an imposing assemblage of one-stops and invited distributor and manufacturer guests at the opening meeting Monday (24) that the one-stops' primary purpose is "to sell records." Perlman also expressed the hope that manufacturers would focus on quality rather than quantity in product; that this would not be the end of concurrent meetings of ROSA and ARMAADA and that some form of "record rules for co-existence" between elements of the industry might be set up.

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UNITED ARTISTS RECORDS

PROUDLY INTRODUCES

A NEW DIMENSION IN SOUND

FENWICKGROOV

IMPORTED FROM

THE GRAND DUCHY OF FENWICK

PREMIERE SINGLE

"THE MOUSE ON THE MOON"
From the United Artists Film "The Mouse on the Moon"

Performed by the World Famous

FENWICK PHILHARMONIC

A STATEMENT IN THE PUBLIC INTEREST
by the discoverers of

FENWICKGROOV

The past several months have seen violent controversy within the recording industry regarding the merits of various recording techniques and innovations. We feel that FENWICKGROOV is the ultimate in new sound and far surpasses anything our competitors have brought forth to the public to date.
Hard-Hitting Key Speeches Stir New ARMADA Hope

Continued from page 1

speech, which at times hit emotional peaks, was delivered by Dave Miller. Following are re- 
tals of all three of these speeches:

DAVE KAPP, president, Kapp Records

Kapp began by tracing the sales history of the record business for the past few years. His keynote was: 
"We have a Meader who sells 4,000,000 records, we ought to be getting richer, faster and happier 
every day, but we’re not. We work in a business where 
valleys in this business and once during bad times somebody 
shouted. But the gravestones are filled with 
people in which discussions didn’t work."

Smoke Screen

Turning his attention to the "big deal smoke screen," he 
asserted that the smoke screen is a part of the business in a 
state of "profit/loss" all the time. He pointed out that there are too 

few distributors who know their function and too many who 

are dealing in flash advertising and noblesse oblige. They 
are dictated from all sides. Few have the courage to 

speak up when it is necessary. Even when it doesn’t promise them a profit. Distributors, he 

said, should learn how to sell product, not price.

"We may be making jackets without records inside. Fact, 

somebody already is." Kapp pointed out, holding up a sample of 

a cover a few inches long of a cover without records inside. 

"I call this a rage, the public likes it."

"There is too much bad produc- 
tion and too many alterations. You 

ought to be proud to sell a record to 

the manufacturer for some of this product. Actually, you ought to be proud to sell the record to the theory that I won’t pay for it. The people you have on full time to look at your product that is not going to sell 

in, should be selling. They should be looking against unqualified alterations. What are you, a distributor or a way to make money? We define the notion of a profit on 10, 10, 10, 5 and 2 and 

cease and desist for every seven you buy.

"Much of the blame lies with the retailer, but I do nothing to help. The manufactur- 
er should not impose unreason- 

able conditions. If I have a help 

to help yourself. Be a salesman instead of an accountant. Sell at a profit and sell product, not price.

EARL KINZER, special ARMADA Press  

reps., Kapp Records

After complimenting Kapp on his down-to-earth approach, Kinter lost no time in turning 

on the heat. "You are one of the unhealthiest industries in the economy. You have a history of 

a decline of 30%. You seem to act like the public is buying for the fun of it. This industry is as 

fate as illegal as any I’ve ever known.

Kinter, who is a former chairman of the FTC, continued to hammer home his point. "You seem to think tranship- 

ments in is next to illegality. Every 

manufacturer and distributor should be a member of ARMADA. Every dealer should be in SORD and 

if Columbia can teach us we are going to learn."

With charges being made that unrealistic allocations of records to distributors often has forced weaker distributors to transship at very low prices to keep from going out of business, warehouses, there was the beginning of many distributors to announcement adoption or retention of a non-allocations policy. Kinter feels that what is called.cvtColor order could order as many as few records. Several distributors are ABC-Paramount, Colpix, 

Vee Jay, 20th Century-Fox, Warner Bros., Capitol and with others reported planning to follow suit.

Among labels which use an allocations system, some like At- 

lantic, to speculate that note that they were "reason- 

able" allocations.

A call for "deals" and special discounts was made by John Sippel of Monument, who said, "Let’s drive the deal out of the 

business and keep the record in its 

level." He indicated that his label was 

working on such a plan as those giving 20 disks free with 100 bought, as uncom- 

parative.

Legal Warning

Earl Kinter, former FTC chief who represents ARMADA’s legal interests in Washington, D.C., is in his opinion, it is a violation of the Robinson-Patman Act for a 

manufacturer to fix prices at varying prices. He said that he felt that the FTC should be more within his rights in policing his distributors on this score and warning them to comply with the law or he would not permit them to be his customer. If manufacturers take him up on 

the two should work closely to- 

gether.

Government Help

"If the distributors are violating 

the Robinson-Patman Act, the 

Government and the FTC know it. Nearly 

all of you are guilty of treat- 

ing your customers unfairly on price favoritism. The 

Government has two weapons. A trade practice conference would be a 

good, to spell out the meaning of 

the law for voluntary coo- 

peration. It also has the cease 

and desist, and in several hundred complaints now 

before the Commission. You are in bad with the Government 

now and you’ll have to convince them that you can set your house in order or they will do it for you."

"The Government can inves- 

igate a number of you, manufac- 


turers, one-stop, records, anyone 

who can be guilty of a violation can issue a cease and desist which can 

direct you right out of business if your competitor is not so bound."

There is a Gov- 

ernment cop on every business corner. But the Government’s hand is not 

always there. Will you be a partner of the Government or an unwilling voluntary clean-up, with a cease and desist 

order, the permanent injun-

sion and the $10,000-a-day fine for violations?"

Should Welcome It

"You should welcome it. In 

your case it is a chance for a voluntary clean-up because transshipping, the return and the purchase of records, functioning discounts, sales below 

cost to destroy a competitor, promotional allowances and per- 

sonal appearances by artists are all unfair trade practices condemned by the Robinson-Patman Act."

"This industry could use 

strong enforcement of the Robi- 

nson-Patman. If your prices are all over the 

lot, you might be forced to keep your pungs pockets 

separately, in such cases as the rack job by a competitor."

"A Grey Area"

Another question, in obvi- 

ous reference to ABC-Para- 

mount’s move to distributors on transshipping, wanted to know if this was legal. That’s a good 

question. You would make me spell it out, Kint- 

ser?"

Kinter told that distributors 

in these cases are illegal and that the ABC-Paramount’s attempt to 


to keep lines open and to 

chasing into an area with a product price, but the distribution chains by local dealers to local 

dealers would depend on whether it’s a matter of a "black-

Jack being used or a cost justifi- 

cation situation."

Weaving his way into the Trade Practice Conference itself, Kint- 

ser said that months of study went into it, and that after which certain elements through which it is going to be recommended, he said.

DAVE MILLER, president, Miller 

International, Jr.

Just this week the distribu- 

tor element for its failure to see the marketing changes as the companies move to the market. "We didn’t want you distributors to go in 

to racing years ago," Miller 

challenged. "So you did nothing. So you didn’t do anything. Through laziness you allowed things to go and you’re doing the financing. The financing grew and the margins 

shrank by the year."

"We don’t want to see your money leave the business. I 

(Continued on page 13)"
Tony's New Single

Tony Bennett's "This Is All I Ask"

4-42820
Lively Discussions Underline Problem

Continued from page 5

free goods is being given to one-stops, and why functional discounts are granted bringing singles down to 36 cents, when diskins pay 46 to 48 cents. There's no news in the clerks, he charged, "All they have left are best-sellers top 100 albums and don't do any thing for the manufacturer." He contended that the distributors are not giving away free goods and discounts you'll have to hear the distributor business, "If a distributor comes to the point where 12 to 13 per cent, so if 10 of the distributors 22 or 23 per cent is given away, there is not enough left to provide for the next one.

Mr.-Distributor Relationships

Martin came to bat again on the subject of the relationship between manuf acturer-distributor relationships. He reported that one manufacturer does not give distributors dollars in the red, with many pointing out, "This can't go on. Either the industry will make money and get bigger or they will have to eat your inventory. Manufacturers must wake up, eliminate free goods, and do something special discounts, stop freebies." He said that distributors too, has an obligation: to carry and promote the merchandise, not cheat manufacturers, and pay bills so the manufacturer, in turn, can meet his obligations.

Hans Lenz of Elektra Records said that small labels sometimes are forced to work directly with rack jobbers and one-stops and sales to the small markets, where they can get representation by a good distributor. At Republic in Philadelphia commented that a new man is not going to work that hard to get up to work between the distributor and the one-stop, who sells the smallest manufacturer or sometimes from distrub, and sells for unbelievably cheap prices.

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Berend Brown last week was appointed vice-president of Ampex Corporation. Per namers are a cancer, that his company will work without them, and will sell to nobody but its distributors. He outlined the company objective as to become a profit label for itself and its distributors, rather than to push out a high volume. Len Sachs of Atlantic Records said that distributors are perpetuating the "crime of trans shipping," especially on some recent reissues of L.P.s, where there was no sense to it. When distributors are putting special discounts, selling direct and giving special promotions, to promote records effective, "You must say no sometimes," he added.

Bobby Darin, speaking from the floor, de nounced allocations as an "abuse of the marketplace" and said they do not guarantee ex quisite and that delivery is no assurances the package will be opened or leave the warehouse. "You will not make a hit," he stated. On transit checking, he said, "Let us have transit checks that volume users are footballing prices, especially in the East. He said that sometime in the next cer tain dollar level of purchases, the distributors usually call them off, when they are to deliver their territory to buy for cash but at a discount from a distributor who may not even be able to fill all the orders in his chain of distributors and will deliver to the lesser price for cash.

John Sippel of Monument Records came up with anthesis al solution: "Not only are they worth a damn ... it's only net profit to them, a class where firm gave 200 for 100 LP's bought, he found they then had to sell on to the next who was ready to cut the net he would have had by selling 100 at regular prices will profit by the deal.

Contract Talks

MFA is considering a proposed standard manufacturer-distributor contract which provides for a 15 per cent of total sales on each album, plus a 10 per cent bonus on sales over the first 15,000 units. John Halls, who represents Halls, Inc., said that the contract is practical or de structive and that distributors were not motivated, explained that the pur pose was to eliminate trans shipping between distributors and to permit manufacturers to termi nate contracts with distributors if there is no distributor who will handle the title. The contract will be made available to schools for use in their curricula.

Encyclopedia Britannica Films maintains the world's largest catalog of educational films, and Films, Inc., the world's most extensive library of feature films in 16mm for educational use.

for Columbia, Tampa's six and Montgomery's four for the Detroit label. Cameo's five and Parkway's four make nine for the Oceanic label. They were Ray Charles, Connie Francis, Paul and Paula, Darin, and Rick Nelson. The last two had records issued by their old and new labels.

Artists who had two records in the count for the top 100, Tony Bennett, Bobby Bland, Lou Christie, Nat Cole, Sam Cooke, the Drifters, the Righteous Brothers, Johnny Bollay, Bobby Darin, Skidmore Boys, Brenda Lee, and Dean & DeLuise. Johnnie Mathis, Miracles, Orophon, the Osmond Brothers, the Rooftop Singers, the Ruby & the Riveters, Bobby Rydell, Neil Sedaka, Del Shannon, Dion & the Belmonts, the Hollies, the Four Tops, the Beatles, the Ventures, Muzak, and the Osmond Brothers.

A total of 163 different audiences were for the top 100, 60 with 163 different audience levels sharing these 163 big ones.

MGI Swings Tie-In With Encyclopedia

HOLLYWOOD—Encyclopaedia Britannica is making a major move into the world of television, with an agreement being signed between the 24-year-old company, the Library of Congress, which has the exclusive distribution rights to all the MGI records, and the new World Heritage Pictures. Encyclopaedia Britannica Films will include, as exclusive educational distribution of the collected-Mayer wherever it can, the world's largest catalog of educational films, and Films, Inc., the world's most extensive library of feature films in 16mm for educational use.

MGI Swings Tie-In With Encyclopedia

HOLLYWOOD—Encyclopaedia Britannica Films is making a major move into the world of television, with an agreement being signed between the 24-year-old company, the Library of Congress, which has the exclusive distribution rights to all the MGI records, and the new World Heritage Pictures. Encyclopaedia Britannica Films will include, as exclusive educational distribution of the collected-Mayer wherever it can, the world's largest catalog of educational films, and Films, Inc., the world's most extensive library of feature films in 16mm for educational use.

for Columbia, Tampa's six and Montgomery's four for the Detroit label. Cameo's five and Parkway's four make nine for the Oceanic label. They were Ray Charles, Connie Francis, Paul and Paula, Darin, and Rick Nelson. The last two had records issued by their old and new labels.

Artists who had two records in the count for the top 100, Tony Bennett, Bobby Bland, Lou Christie, Nat Cole, Sam Cooke, the Drifters, the Righteous Brothers, Johnny Bollay, Bobby Darin, Skidmore Boys, Brenda Lee, and Dean & DeLuise. Johnnie Mathis, Miracles, Orophon, the Osmond Brothers, the Rooftop Singers, the Ruby & the Riveters, Bobby Rydell, Neil Sedaka, Del Shannon, Dion & the Belmonts, the Hollies, the Four Tops, the Beatles, the Ventures, Muzak, and the Osmond Brothers.

A total of 163 different audiences were for the top 100, 60 with 163 different audience levels sharing these 163 big ones.
PITNEY PACKS A PUNCH

TRUE LOVE NEVER RUNS SMOOTH

THE CHAMP’S LATEST RELEASE

MU 1032

ALBUM KNOCKOUTS!

Distributed By United Artists Records • 729 Seventh Avenue, New York 19, New York

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TONY IN THE SUBURBS
He Doesn't Shortchange Anybody

If all recording stars gave as much (or had as much to give) as Tony Bennett does when he plays a new night club or records a new LP, the businessstanding of big-city business. Bennett gave them more than an hour and a half of singing when he opened the new name-act policy at the Royal Manor, in the Northern New Jersey resort town of Spring Lake. The Columbia Records star made a good many new friends and pleased a flock of his staunchest followers with his "let's give 'em more" attitude.

Tony obviously believes the best way for an entertainer to perform is before a live audi-

ence, and he was doing his best to make this new club a success, with the hope, it is supposed, that the new club, along with other suburban areas would grow in the same direction.

With the exception of the big band backing given Bennett (most of which was of local ori-
gin), the entire bill was first rate. Good performances were racked up by the Mambo Chords, a funny and precise Latin dance team, and two antiphonists. Both acts were thoroughly en-
joyed by the audience and set a标准 stage for Bennett's en-
terprise.

Tony delighted an audience that rocked and coasted mostly in an atmosphere more like your cousin's bar mitzvah or sister Betty's high school talent show than '50's night club. Row on row of tables filled up. A sellout from six to 26. The feeling was all affection and warmth as Tony sang everything from "Rags to Riches" and "Blue Velvet," to "San Francisco." He also included well-known tunes. One of the en-
sancers of his tour group who were added to the band was Sandor Babay, who also served as the en-

er, Ralph Sharon, bassist Hal Gayford and a line like the
talented tap dancer (who also plays conga drum) Jack Ackerman.

JACK MAIER

NIGHT CLUB

Climb Served Amanda Well

Amanda Ambrose is another in a long line of "glamorous
discoveries" who burst upon the night-club-record-TV scene — Herbert Leigh, Linda Gray and many others. Miss Ambrose is a highly polished performer with tremendous versatility and it's ap-
parent that her years of coming up the hard way prepared her well. Recently signed by RCA Victor, which released her first LP, "Amanda Ambrose Recor-
ded Live!" she is currently on

ight club tour and was caught at "The Living Room" in Cin-
cinnati.

She is, in fact, a more powerful

songstress than ever on record. The album work re-

stricts her natural talent for blues, jazz, folk and her big
talent as a pianist. Her feeling for a line and her piano solos combine to make an album that proves the old vaude line, "No-

body sleeps while I'm on." Working to a fairly noisy audi-

ence, she not only quipped them

(Continued on page 39)

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hit disk artists. If clipped and

pasted on 3 by 5 cards these biographies will help you build a consistent file of such data.

DORIS TROY

PERSONAL INFORMATION

Irv Naham. BOOKING OFFICE:


HOMETOWN: New York-

EDUCATION.

HOBBIES: Bowling, roller skating

BACKGROUND:

Data Troy, who is a fre-

chaper and as a child she began

ning in his church choir.

She was working as an usher at New York's Apollo Theater. She got a break and

recorded with a trio called the Halos; later, she was part of an act called Ray and Dee. Doris has done background music for some of the most familiar singers as Solomons, Johnny Mathis, and more.

She also writes songs, including "How 'Bout That," which was a recording by a very well-known artist. She usually returns to record buying and

her personal appearances in clubs and

to theaters to promote her new hit.

LATEST SINGLE: "Just One Look." Future plans include writing more and personal appearances in clubs and

THE BLACKSTONE HOTEL, Chicago...

On July 3, Connie Francis will respond to a command performance at the Blackstone Hotel, Chicago.

TONY BENNETT

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide valuable promotional oppor-

theatres for the artist, exceptional record dealers and for all others who can benefit from the

review of these record artists in millions of homes. This chart should be used as a

calendar around which to plan window, counter and other displays by which the TV appear-

ances can be run coordinated to the recording public.

JULY 1

(MAddison 6:18 East Daylight Saving)

MONDAY 3 - EARTH KITT

Miss Kitt will make one of her rare television appearances on the Westing-

house top-rated "Steve Allen Show."

TUESDAY 5 - FRED WILSON

FRED WILSON. TV, 9.7 (9-7, N.Y.).

TUESDAY 3 - LIZA MINNELLE, GEORGE MARSHALL, VAUGHN MEADER

All three disk artists will be great entertainers on the set of the very popular "Face the


WEDNESDAY 3 - BARBARA STREISAND

CBS television recording artist will be one of the guests on the very popular "Face the


THURSDAY 4 - SALLY KAYE, MARY WHITING, GEORGE MARTIN

All will be seen on "Steve Allen," featuring "Forrest Gump," (CBS, 10-11, N.Y.).

THURSDAY 2 - "EASY EREDE, T. K. BENEKE, THE MODERNIES

The Easy Eight will take off a salute to Steve Miller on the "Steve Allen show tonight.

SATURDAY 6 - LIMELITE, BUD & TESS, BUFFY DOBSON, BOB GISSON

All are guests of Jack Linkletter on "Wide Awake" (NBC, 10-11, N.Y.).

(Continued on page 17)
THIS IS THE HIT VERSION!
EVERYBODY WANTS MORE!
KAI WINDING PLAYS
MORE
VK 10295 The Theme From The Film “MONDO CANE”

KAI WINDING’S SINGLE HAS THE SOUND OF A HIT!
(Can you guess what instrument is playing the melody up high?)
THE SOUND OF AMERICA IS ON VERVE

www.americanradiohistory.com
Impulse Takes 'Nasty' Approach In Its Expansion in Jazz Work

NEW YORK—In the words of A&R director Bob Thiele, ABC Paramount's Impulse jazz subsidiary is "going to get nasty." The "nastiness" seems to be of the most positive kind for the label is preparing 100 per cent more promotional push for an expanded catalog. This will include some funky-blues material in addition to avant-garde.

On the promotion and sales end, Impulse has its first sales director in charge. Lewis is all of his time and talent to promoting Impulse product exclusively: He will concentrate on deejays and will see that any station that plays jazz at all (as some of the middle-of-the-road better programming stations now) gets regular service and promo calls.

The whole "nasty" caption for the push comes from expansion of product. Thiele says that at a recent date featuring Sonny Stitt, he asked Stitt to play a tune in the sample funky, bluesy groove that's enjoying such popularity today.

"You mean you want me to play some of that nasty music," Stitt said. The tune which appears on an LP titled "Now," one of the nine new LPs being introduced to the label in the title.The inclusion of such "nasty" music shows the type of expansion of product Impulse is providing. Prior to this the label had been concentrated on the ultimate in modern jazz; fortunately for Ellis Marsalis and John Coltrane mixed liberal modern jazz founders with such "nasty" old-time greats as Coleman Hawkins. The new force has been definitely created to appeal to the growing numbers of pop-oriented jazz listeners. Besides the Stitt LP, there's also an album called "Cleptica, Pulleli, Jazzy" by Paul Gonisales which is slated to cash in on the excitement of the new sick.

Two new albums are also imported which features such jazz greats as Bud Powell and Don Byas recorded over twenty years ago in the United States for playing engagements in some years. Another unusual team of John Coltrane and singer Johnny Hartman. Other sets are by pianist McCoy Tyner and trio, Coleman Hawkins and Charles Mingus.

VERVE 1ST TO PLUNGE INTO SURF WITH JAZZ

NEW YORK—Verve Records is the first jazz label to get on the surfing act. "Surfin'" will be the first Verve album to go under the title "Soil Surf." by Kai Winding. The album's big hit is the current Hit 100 entry, "Mondo Canzo." The album includes such hits as the "Canz" theme, "Gravy Waltz" and "Sukyaki" with titles that are keyed to the surf phraseology. Some of these are the "Pipeline" hit, "Hearse Kids," "Tube Wall," and "Surf Bird," as well as another tune, "Soil Surf." The tunes will feature the guitar sound backed by Winding's trombone choir sound.

Here Comes Thundering Herd!

NEW YORK—If advance bookings mean anything (and they usually do) at least one big band is making the trek back to Williamsburg once again. This outfit is the current Woody Herman ork which is set for a string of dates which takes the band well into 1964, and more dates are sure to follow.

Records, of course, figure prominently in this sudden burst of interest in the Herman '63, the first set on Phillips by the band has sold extremely well in the last one month, and the second LP "Encore" is due shortly. This one was recorded live at the Basin Street West night club in Los Angeles. In addition, there's a Colerule-which takes over the market which charts the band's history. It's called "The Thundering Herd."

The excitement created by the group has been fed by the most significant factors in the Herman revival. The group has been signed for a total of 24 weeks during the next two years at Harman's in Reno and Lake Tahoe and another nine weeks in New York in 1966. In addition to this, the band is set for 25 weeks of location dates in 1964. Nine more weeks in Las Vegas are predicted. This year's dates stretch into November with slots filled at Basin Street East, September 19-October 5, and another three week-nine-week contract have yet to be played at the Manhattan Center in Manhattan. And on the West Coast the band is set for a 1964 return to Basin Street West.

A Fringe 'Chap'—& All That Jazz

NEW YORK—Dudley Moore, the mad pianist of the mad London-to-Broadway import "Beyond the Fringe" is involved in a number of projects which show his attention to the equally mad world of jazz. Moore's first LP as pianist and trio leader is due this month on Atlantic Records. It was originally recorded last August in London for Parlaphone before the "Fringe" troupe emigrated to the States. There's a new LP called "From Beyond the Fringe—and All That Jazz.

The pianist-comedian is hopeful of importing the other two-thirds of his recording group in time for a Blue Angel in-person date set for later this month. At this other members of the hopeful-for-triovocale are bassist Peter McGuck and drummer Chris Karan.

Bassist is in his casual personality. He currently has three careers going for him. First of all, he is "Fringe," but he does have some jazz recordings coming out in the world, and he is involved in classical activities as well. He has completed two short ballet works which will be performed on the Philharmonic season. Actually, Moore's background is steeped in the classical tradition. He studied at Guildhall, played the organ at Oxford, and has even been at work for some time on some classical called a jazz opera.

On the jazz end of the stick, Moore became interested in Erroll Garner's work originally and is now a devotee of the Oscar Peterson brand of jazz piano. His own jazz piano playing experience also goes back to stints with the big bands of Vic Lewis and Johnny Dankworth.

Dudley Moore

The pianist is looking forward to the reorganization of his trio in front of the Blue Angel audience with much anticipation. During the "Beyond the Fringe" tour he held a late evening nightclub trio job besides his work on stage. "I found it extremely stimulating," he said, "the types of performances are so totally different . . . and then, of course, there's always the money."
vision program, has cut her initial side for RCA Victor, entitled "Tommy."

CHICAGO
Carmel Quinn makes her stage debut at the Drachter Music Hall July 2 in "Finian's Rainbow." It will be the second show for the plans to suburban supper club-theater. Don Auntie opened the ball with "Silk Stockings" two weeks ago. To put it kindly, the show got mixed reviews—but in no unkindly part to what many felt was a premature opening. The past was literally still drying and the marshals patrolled the fates. Since then a lot of tightening up has been done.

Boulevard Room's Sandy Mason is as diverse as she come. She records for Roulette (has a disk making some noise here now), writes rock and roll tunes for a variety of labels (two recent ones for Allen Records were "I'll Be Hurt" and "Wondering") and of course does her ventriloquist act at the Boulevard. And she's only 20... Chicagoan Fred Knapp goes to Dallas to ensue and sing in "Six Flags of Texas," a Mark Sullivan production. Sullivan also hails from the Windy City.

...Joe Burton, returns to the record business with his new album "Silbile Sounds" on U.S. Records. Burton owns the label with David Shur, nephew of Ray Shor, the former Mercury Records board chairman. Burton recorded for a host of labels but spent the past five years in New Orleans managing his own supper club.

NICK BISK

DALLAS
Ginger Rogers is in Dallas in the starring role of "The Unsinkable Molly Brown." First of the Dallas summer musicals. Other members of the cast include George Wallace, Tom Al_connectic, Lucille Benson, Art Todd, William LeMasne and Suzanne Nicole. Show opened June 10... Clyde McCoy and the Sugar Blues band made a return appearance at the Playhouse Club... The Crew Cuts opened at the Bon Vivant room... Sophie Tucker got a standing ovation when she was introduced last week at the Ambassador's Ball at the Statler-Hilton... Howard Bedor, young bari- tone, returned to the club Village for an encore engagement... Johnny Scott Davis opened the summer season at the Statler-Hilton Empire room last week. This is a repeat engagement for the orchestra which was one of the most successful money makers in the hotel's history last summer.

BARRY CANDY

BOSTON
The area will be star-studded for the next few months with big names as the summer theaters swing into action. Lib- bine opened the Framingham Carousel and did excellent business despite the fact that he's been in these parts six times in two years... Edith Purnam and her troupe just finished the second week there with several capacity nights. The Kimes IV... Gladys Palmer is at the Leaming Hotel in Oakland... Art Nolen has given up Oakland after 12 weeks at the Airport Inn there, for San Francisco, and is now at Gilby's near Union Square... Buddy Montgomery and comic Redd Foxx are teamed up at Sugar Hill for a couple of weeks or so... Lawrence Welk has opened with his full orchestra in Harrah's South Shore Room at Lake Tahoe... Harvey's is featuring the Tommy Dorsey orchestra, and in the Nevada Lounge are the Eniques. The theater, Carousel...
West Hails Hap Peebles for 30 Years C&W Promotion

By LEE ZHTO

HOLLYWOOD—Exactly 30 years ago Harry (Hap) Peebles entered the field of promoting shows in Kansas. Today the Peebles Agency staff of 25 stages shows in 12 States of the Middle West, operating out of its Wichita headquarters. The agency was hailed here last week when Peebles was honored with the Johnny Cash Award, presented to him on stage at Hollywood Bowl during the annual country music spectacular.

In the making the presentation, Cash cited Peebles for "elevating the image of country and western music throughout the U.S. and for his dedication and loyalty to country and western performers." He was hailed for his tireless efforts in behalf of c.w. music and for providing employment to thousands of its performers.

Though Peebles is closely identified with the c.w. field—he has promoted regular appearances on his circuit by the "Grand Ole Opry" and the foremost names in the country field—the past three decades have seen him staging performances by touring Hollywood screen celebrities such as John Wayne, Charles Laughton and Agnes Moorehead, among others.

Peebles has been able to combine public service with good business. Through his efforts, audiences in smaller communities in the Midwest have been exposed to performances by the leading artists of c.w., as well as serious music and legitimate Peebles promotes shows in Kansas City and St. Joseph, Joplin, Springfield, Mo., and Omaha, Neb.; Sioux City and Sioux Falls, Ia., and Tulsa and Oklahoma City, to name a few of the hundred cities he serves. In offering Western booking deals to these touring talent, Peebles has provided an additional indirect service to the Western area of the country.

One of the primary blocks in bringing new talent to the Western region had been the long and costly travel time, which prior to the 1960s had to be established before one could reach the big population centers. By helping local talent and providing services to the Western area of the country, Peebles has been able to satisfy the needs of the many hopeful performers who have been brought to Hollywood Bowl stage for touring opportunities, and has helped booked agents pay off their Western connections.

The Hollywood Bowl event was the second annual Staley Country Music Spectacular. It featured a talented array, including Johnny Cash, Plott Brothers, Hank Williams, Grandpa Jones, Faron Young, the Lewis Brothers, Maybelle and the Carter Family, June Carter, the Chuck Wagon Gang, the Pointer Sisters, Loretta Lynn and Rita Will, KFOX, in Long Beach, is the area's c.w. outlet, presenting country music on a 24-hour seven-day-a-week basis.

WITH THE COUNTRY JOCKEYS

Ely Grinte, Ray Nicolli and Bob Brown, c.w. jocks at KRSV, Rapid City, S. D., are anxious to get on the mailing lists of c.w. artists and diskers for new releases... Jimmy Avant, who conducts his "Country Capers" on WITC, Towanda, Pa., reports that country fans are plentiful in the area, but that they are finding it difficult to get enough records to which to expose. Says he is getting good service from the Nashville and St. Louis labels, but would appreciate hearing from some of the larger ones... Country spinners need copies of Ernest Ashworth's "Talk Back, Trembling Lips" or Webb Pierce's "Nobody's Darlin' But Mine," need only holler on their station letterhead to Shiek Norris P. O. Box 638, Highland, Tex.

"SEASONS OF MY HEART" Jerry Lee Lewis

"SEASONS OF MY HEART" Jerry Lee Lewis

Linda Gail Lewis

Sun Records

639 Madison
Memphis, Tenn.

"THE MOST TALKED OF SONG OF THE YEAR!"

Ernest Ashworth's
TALK BACK TREMBLING LIPS

Ernest Ashworth, Hickory 1214

"DON'T CALL ME FROM A HONKY TONK 8"

Johnny and June Mack, Columbia 46468

"THE MAN WHO ROBBED THE BANK AT SANTA FE"

Hank Snow, RCA Victor 8181

Bob Wills & His Texas Playboys

"TALK BACK TREMBLING LIPS" Ernest Ashworth, Hickory 1214

"SUNSET OF GOLD"

Webb Pierce, Decca 1425

"IS THIS ME?"

George Hamilton IV, RCA Victor 1810

"DOWN TO THE RIVER"

Rose Maddox, Capitol 4975

"THE LITTLE COUNTRY GIRL CAN'T FORGET"

Del Reeves, Reprise 9915

"LOVING ARMS"

Don & Phil Parton, Capitol 1778

"WALK ME TO THE DOOR"

Roy Price, Columbia 46505

"MOTHER'S VOICE"

Judy Johnson, United 150

"DETROIT CITY"

Ruby Bae, RCA Victor 8183

"TIPS OF MY FINGERS"

Roy Clark, Capitol 4956

"HAPPY TO BE UNHAPPY"

Gary Burk, Epic 1007

Opry Trio Help Texas Store Bow

SAN ANTONIO—A trio of "Grand Ole Opry" stars appear at the opening of a new Goodyear store in San Antonio July 20. They are Leon Payne, Country Johnny Mathis and Mitchell Torsak and they staged the Goodyear Grand Ole Opry stand. The program was broadcast over KXER, the country and western station in San Antonio. On each of the three days from 4 to 6 p.m., deejays from KXER were on hand to entertain listeners. Making personal appearances were Eddie Daniels, Paul Katin and Dick Jones.

COUNTRY MUSIC CORNER

Little Jimmy Dickens is set for tour of Northwest that will take him through Washington, Oregon and Idaho on 18 one-night stops. Tour is under direction of Jack Roberts, Seattle country and western music manager and performer, and winds up July 20. Just returned from two-month tour; Claude King's company, which included Kity Wells and Johnny Wright and the Tennessee Mountain Boys, Bill Phillips, Robidou and Wells Cart. Fun Country Music Bulletin, put out by Norma Barthel (P.O. Box 219, Roland, Okla.) will print pictures of artists who send along glossy photos... Jim Reeves canceled out vacation plans to sing at the 11th annual Miss Tennessee Pageant in Jackson, July 24, 25 and 26...

Dewey Groom's Longhorn Ranch in Dallas is featuring Rose Maddox and Hank Thompson and all his Brazos Valley Boys... Howard Vokes and His Country Boys show their wares at Joe Ray's Hewittatherine Ranch, Vanoga, Pa., July 4, afternoon and evening... Johnnie Wright and the Tennessee Mountain Boys, Bill Phillips, Robidou and Wells Car... Freddie Hart, Columbia Rec-...
Jerry Lee Lewis Back From Europe to Shape Career

MEMPHIS—Jerry Lee Lewis, Sun Records' hot keyboard stylist and singer, returned from a four-week tour of England and began shaping plans for a new career.

Lewis, 27, announced he is thinking of changing record companies. He has been with Sun six years and his current contract with them expires in September.

Lewis' new manager, Frank Casone of Memphis, met Lewis on his return in New York. Casone staged a big champagne buffet at his swank Oriental Club in Memphis where Lewis will be playing when not on tour.

Lewis said his European tour was "the greatest of the three I have made. Theystormed the stage every night." Lewis said he played to packed houses, was invited back and expects to return in October.

Casone said he is getting Lewis' career back on the upswing in contacts with show people about the country. "A Las Vegas club offered me $2,500 a week for Lewis," Casone said. "I told them if they couldn't reach $10,000 forget it."

Casone said a film of the life of the late country music star Hank Williams with Lewis playing the lead was in the talking stage with producer Joseph Parrish.

Sun C. Phillips, owner of Sun Records, said he had been negotiating with Lewis, but they had been unable to get together on a new contract. He said "the present custom of competitive bidding among major labels will join the independent record companies."

WELL HERE TIS!!

THE NEW

BOBBY BLAND

SINGLE

SOMETIMES YOU

GOTTA CRY A LITTLE

DUKE 286

CALL ON ME

THEY CALLED ME BOBBY BLAND

THAT'S THE WAY LOVE IS

BOBBY BLAND

DUKE LP 77

BRAND NEW

GREAT POTENTIAL

MAMA WON'T YOU TURN ME LOOSE

B/W

SO LONG—GOODBYE

SUGAR BOY & THE SUGAR LUMPS

PEACOCK 1925

WORLD'S GREATEST SPIRITUALS — ALL NEW —

ANOTHER DAY B/W IF YOU TRUST HIM

DIXIE HUMMINGBIRDS

PEACOCK 1899

LET ME IN B/W BEEN IN THE STORM

THE FIVE SINGING STARS

SING ME A FRIEND

GOSPEL CHALLENGERS

SONG BIRD 1000

DUKE-PEACOCK RECORDS, INC.

1120 CHATHAM STREET

HOUSTON 26, TEXAS

A BIGI BIGI BIGI LP

SMASH! SMASH!

I CAN LEARN

BY

THE CHAINS

PEACOCK 1922

SMASH! SMASH!

I CAN LEARN

BY

THE CHAINS

PEACOCK 1922

SMASH! SMASH!

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PEACOCK 1922

SMASH! SMASH!
For Week Ending July 6

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**TOP 100**

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<td>Bobby V, Epic 40140</td>
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<td>Don't Say Goodnight Sorry</td>
<td>Bobby V, Epic 40140</td>
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**HOT 100—A TO Z**

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<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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</thead>
<tbody>
<tr>
<td>I Won't Be A Fool Again</td>
<td>Frank Ifield, Coral 20118</td>
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<td>I Won't Be A Fool Again</td>
<td>Frank Ifield, Coral 20118</td>
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<tr>
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<td>I Won't Be A Fool Again</td>
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**BUBBLING UNDER THE HOT 100**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tr>
<td>I'll Never Be Free</td>
<td>Bobby V, Epic 40140</td>
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<tr>
<td>I'll Never Be Free</td>
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<tr>
<td>I'll Never Be Free</td>
<td>Bobby V, Epic 40140</td>
</tr>
</tbody>
</table>

*www.americanradiohistory.com*
JULY IS PAT BOONE MONTH

TIME: JULY 1 - JULY 31, 1963
DISCOUNT: Straight 15% cash discount on all Pat Boone albums: Mono, Stereo & EP's.

BEST SELLING SINGLES!

#16479 Wipe Out
#16488 Scarlett O'Hara / Breakwater
#16494 Tie Me Kangaroo Down Sport / I Feel Like Crying
#16500 The Next Time / Violet And A Rose
#16492 Monsoon / Scotch High's
#16493 Torquay Two / Peg Leg
#16440 Pipeline
#16453 Hot Pastrami
#16484 Sukiyaki / Theme From A Summer Place
#16497 My Midnight Prison / Mr. Bass Man
#16499 Tips Of My Fingers / Summertime Love

The Surfaris
Lawrence Welk
Pat Boone
Wink Martindale
The Chantays
The Fireballs
The Chantays
The Dartells
Billy Vaughn
The Andrews Sisters
The Fontane Sisters

CHART WINNING ALBUMS!

1963's GREAT HITS
BY BILLY VAUGHN
TELSTAFF THE STRIPPER STRANGER ON THE SHORE MOON RIVER THE LONELY GIANT TAMLAZ BOOGIE BORN TO LOSE VESTIQUE ME AND AWAY LITTLE GIRL I CAN'T STOP LOVING YOU REAP LONELY HEARTS RIDE RED

1962's GREATEST HITS
BILLY VAUGHN
GRAY WALTZ
STEVE ALLEN
**REVIEWS**

**SINGLES REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

Pop single specialties are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners are selected on the basis of their potential to become top sellers in their respective areas.

**POPP SPOTLIGHT**

**BARBARA CHANDLER**

**IT HURTS TO BE SIXTEEN**

Fender, BMI (5:47)—Cap 545

This version of the murdered tale of a love so treasured by Barbara Chandler has given new strings to the chorus and song. It could serve as the theme song to the movie "Running, Running, Mourning." (Premise, BMI) (5:53).

**POPP SPOTLIGHT**

**RAY PRICE**

**MAKE THE WORLD GO AWAY**

Pamper, BMI (5:30)—Capitol 42157

This pretty ballad could mark Ray Price's first big pop hit and, of course, will also solidify his popularity in the country field, where he has always been a top name. He handles the lovely tune with style and sheer class. (King) (BMI) (4:45).

**POPP SPOTLIGHT**

**SOLOMON BURKE**

**CAN'T NOBODY LOVE YOU**

(Trio, BMI) (3:30)—Capitl 1996

Solomon Burke comes through with his winnigest vocal since his smash hit "Just Out of Reach" many moons ago. Tune is a lovely ballad which he sings with deep feeling or simple string backing. It could go on a big note. (Flip) Is "Hey! Hey!" (BMI, ASCAP) (1:56).

**POPP SPOTLIGHT**

**STEVE AND EYDIE**

**I WANT TO STAY HERE**

(2:23)—Capitol 22006

Steve and Eydie team up to deliver a soft reading of a mighty attractive ballad penned by Barry Goff and Charles King. Backing by Brian Evans is spry. This could go on a big note. It's "You're Not Alone." (Mama, BMI) (2:23).

**POPP SPOTLIGHT**

**MAMA DON'T ALLOW**

(2:23)—Capitol 22006

This is the third song of the strike by the staff at the Buffalo magazine's office in a business because it was the live hits of the 12-string singer. Should be made in a radio. (Flip) Is "Don't Mean a Thing" (MDG, ASCAP) (2:23).

**POPP SPOTLIGHT**

**THE BURL IVES**

**THIS IS ALL I ASK**

(2:23)—Capitol 21318

This is the third song in the series by the late great Bob Dylan. It is a simple melody and, as he explains that he wants to save the song for the future. The main, its the feeling of the song which will be the most difficult. (C.R.W. ASCAP) (2:23).

**POPP SPOTLIGHT**

**MELBA MONTGOMERY**

**HALLE OF SHAME**

(2:39)—Capitol 21318

Here are two patent ideas from the same name. One is a country chart with George Jones. The other is a rock chart with Bono. Both are worthy of hearing. (C.R.W. ASCAP) (2:39).

**POPP SPOTLIGHT**

**JACKIE SHANE**

**IN MY TENEMENT**

(2:39)—Capitol 21318

Here are two patent ideas from the same name. One is a country chart with George Jones. The other is a rock chart with Bono. Both are worthy of hearing. (C.R.W. ASCAP) (2:39).

**POPP SPOTLIGHT**

**SHEB WOOLEY**

**HERO COUNTRY**

(Country, BMI) (3:15)—Barnes 8154

(2:23)—Capitol 21318

There's the story of a boy who doesn't even know where he's going. This is a powerful ballad that could do well in the country charts. It's "Cries Down" (BMI, ASCAP) (2:23).

**NEW ARTIST SPOTLIGHT**

**THE TORNADOES**

**THE ICE CREAM MAN**

(2:23)—Capitol 21318

Interesting part of this side is its small instrumental theme from the song "Tornados Down the River." The flip is the "Tornados Down the River" (BMI). (2:23).

**C.R.W. SPOTLIGHT**

**DON LGIBSON**

**MAKE THE WORLD GO AWAY**

(2:23)—Capitol 21318


**C.R.W. SPOTLIGHT**

**BRUCE SPRINGSTEEN**

**WHY You'RE Worryin' Us All**

(2:23)—Capitol 21318

**NEW ARTIST SPOTLIGHT**

**ROBERT CRAY**

**JACKIE SHANE**

**IN MY TENEMENT**

(2:23)—Capitol 21318

There's the story of a boy who doesn't even know where he's going. This is a powerful ballad that could do well in the country charts. It's "Cries Down" (BMI, ASCAP) (2:23).
Gal of All Work Sparks Bett-Coe Label in Midwest

CHICAGO—A small Midwestern record label named Bett-Coe Music is churning up excitement throughout the territory. The firm is owned by Betty M. Colbaugh of nearby Moline. She also owns Bett-Coe Publishing, a BMI affiliate. In fact, she writes the songs, arranges them, sings the artists (all local names), supervises the recording (done at Owen Bradley Studios, Nashville), and runs around with her own promotion. She's got out two records: "Check That Baby Out, One Time" by Randy Proffitt and the Beachcombers, and "Over, All Over," by Carolyn Chipman and the Beachcombers. The Jordonaires back both groups. She's moved 23,000 copies of the two disks, mostly in the Rock Island-Moline area. One large shopping center in Moline actually ordered 10,000 records following a very successful record hop at which Randy Proffitt and Carolyn Chipman appeared. Distributors include Porter, Chicago; Bob Haller, Philadelphia; Topps, Miami; and Free-state, Baltimore.

under contract to Columbia. Trade sources also said that there is a possibility that opera releases will be cut, featuring Eileen Farrell, Richard Tucker, the above-mentioned conductors and probably certain European artists under contract to Columbia's CBS label in Europe.

Billboard London Aid

LONDON—Mrs. Mary King has joined Billboard's London office as assistant to Billboard European director Andre de Veky.

Lou Perez and His ORK

**Mona, Mona, Mona (Glen- den, ASCAP) (2:21) **La Villa Town (Tom Coast, C.B., B.M.I.) (2:10), SABINA 518.

Revere Reeder

** Unhindered Love (Jub, BMI) (2:13) **The Thin Flute (Tel-Cuba, BMI), INSTANT 2318.

Country

Neil Miller

Another Fool Like Me (Hudson-Faber, BMI) (2:21) Maple Moon (Glen-Beretelle, BMI) (2:19), FABOR 232.

International

Lilla da Rocha Bastos

** Love Me, Count (Faber, BMI) (2:15) **Mus Chin Ami (Donelche, BMI) (2:15), (2:10), FABOR 129.

Jazz

Paul Connelly Sextet

** Second Chance (United Artists, ASCAP) (2:30) **Theme From Anthony and Cleopatra (Hill-in- hind, ASCAP), IMPULSE 217.

Polka

Louie Byk

** Polish Folk (Glen-Rad, BMI) (2:20) **The Other (Ke ATHLM, BMI) (2:16). FABOR 129.

Whopper)

John Wilfrid ORK

** Little Brown Jug (JGB) **FAME 230.

Rhythm & Blues

Willie Mason

** Pick A Few (Glen-World Int., BMI) (2:31) **Too Hot To Handle (Glen-Rad, BMI) (2:19), USA 741.

Singles

** Loving Around The Clock (Excellor, BMI) (2:41) **You Know You're In Love (Excellor, BMI) (2:41), EXCELO 227.

Columbia 'Boris' Made in Russia

NEW YORK—Columbia Records, which has in the past adhered to the policy of recording mainly contemporary opera or rare catalog items, said this week that next fall it will release a "Boris Godunov," recorded in Russia by American bass-baritone George London and the Bolshoi company. Columbia may also be coming out with releases in the standard opera repertoire. Leonard Bernstein, who will make his debut as an opera conductor next season at the Met, is both

LP's Unveiled

By ABC-Para

MIAMI—ABC-Paramount's distributor meeting held Friday (22) at the Holiday Inn here was the occasion for showing of 12 new albums on the ABC-Paramount label and nine for Impulse. The new ABC-Paramount albums include first LP's for the label by Hugo Winterhalter, Pat Domino, Robert Sherrwood, B. B. King and the Impressions, plus a new package by Ray Charles and a second album of nostalgic standards by Frank Fontaine.

Also presented at the meeting were the first two albums on the Tangerine label owned by Ray Charles and distributed by ABC-Paramount. The albums feature Jimmy Scott and Terrell Pride.

Chancellor Records, also distributed by the company, was represented by a new Frankie Avalon album.

OHS BEDDING


TO TO TO TO TO TO

THE SOMETHINGS

* The Hey Houndstooth Man (Little Debbie), BMI) (1:00). Walls (Little Debbie) BMI) (1:00), SMASH 122.

GEORGIA GIBBS


GLORIA LYNNE

** Stormy Monday Blues (Awan, BMG) (2:51) **Moonbeam Blues (Wmlin, BMI) (1:46). EVEREST 209.

THE PAPER AYE

** Open House at the Clarks (Doxamide) BMI) (2:20) **Twinkle (Downey, BMI) (2:30), DOWNY 191.

THE MAJESTICS

** Strange World (Fiord-Vic- kom, BMI) (2:25) **Everything Is Gonna Be All Right (Fiord-Vis- kom, BMI) (2:12), BMI.

PATTI FARRROW

** She's Had A Good Time But She's Still A Girl (Vallkeys, BMI) (2:40) **Shade Of A Shade (Vally, BMI) 2:10, BMI.

THE FURYS

** Anything For You (Miki, BMI) (2:20) **I'm A Cat 'n Mouse (Hall-in- hind, BMI) (2:41), WORLD-PACIFIC 366.

CARLO

** Five Minutes More (Mon- aster, ASCAP) (2:11) **The Story Of Love (Just BMI) (2:40). LAURIE 3175.

JAN DAVIS

** I Don't Know (Remick, ASCAP) (1:52) **I Don't Know (Johnson, BMI) (1:48), REMINDEUX 218.

JULY 6, 1963

BILLODARE 23

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TODAY'S TOP TUNES

HONOR ROLL OF HITS (PRINTED EXC)

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

FOR WEEK ENDING JULY 6

The Week Last Week Total

Singles

1. SUKIYARI
- By EniKanakari—Published by Brueggmeier (BMI)
- 7

2. EASIER SAID THAN DONE
- By Larry-Rich-Published by Nemi (BMI)
- 3

3. BLUE ON BLUE
- By David-Baehrens—Published by Famous (ASCAP)
- 6

4. IT'S MY PARTY
- By Werner-Cluck-Chold-Published by Arch (ASCAP)
- 8

5. HELLO STRANGER
- By Lewis-Published by McLaughlin (BMI)
- 6

6. ONE FINE DAY
- By King-Griffin—Published by Screen Gems-Columbia (BMI)
- 4

7. SURF CITY
- By Barry-Wilson—Published by Screen Gems-Columbia (BMI)
- 3

8. MEMPHIS
- By Berry—Published by Ame (BMI)
- 3

9. TIE ME RANGAROO DOWN, SPORT
- By Harris—Published by Bearwood (BMI)
- 3

10. SO MUCH IN LOVE
- By Jackson-John-Joseph-Published by Cumbo-Parkway (BMI)
- 7

11. YOU CAN'T SIT DOWN
- By Upchurch-McNab—Published by Dunlop-Conrath (BMI)
- 8

12. DA DOO RON RON
- By Spector-Greene-Duffy—Published by Minter-Betha-Trilo (BMI)
- 8

13. THOSE Lazy-Crazy Days of Summer
- By Tobias-Clinton-Published by Musicor (BMI)
- 7

14. PRIDE AND JOY
- By Whitfield-Gaye-Mersey—Published by Jobete (BMI)
- 2

15. ON TOP OF SPAGHETTI
- By Glitter—Published by Songs (ASCAP)
- 3

16. STILL
- By Anderson-Published by Miss Ross (BMI)
- 9

17. MY SUMMER LOVE
- By Harding-Gesture—Published by Rosebud (ASCAP)
- 3

18. WIPE OUT
- By Saffron—Published by Minot-Robin Hood (BMI)
- 1

19. BIRDLAND
- By Russell-Smith—Published by Burns-Brown (BMI)
- 5

20. 18 YELLOW ROSES
- By Donn—Published by T. M. (BMI)
- 6

21. FINGERPRINTS (Part II)
- By Paul-Crilly—Published by Jobete (BMI)
- 2

22. NOT ME
- By Anderson-Crinn—Published by Rock Mirror (BMI)
- 1

23. HARRY THE HARDY APE
- By Darnell-Durbin—Published by Blue Grass (BMI)
- 1

24. STRING ALONG
- By Curtis—Published by Posse (BMI)
- 4

25. I LOVE YOU BECAUSE
- By Payton—Published by Fred Ross (BMI)
- 10

26. FALLING
- By Orsborn—Published by Acri Ross (BMI)
- 1

27. RING OF FIRE
- By 
- 1

28. FIRST QUARREL
- By Smith-McLafferty—Published by Padilla (BMI)
- 2

29. JUST ONE LOOK
- By Williams—Published by Frontier (BMI)
- 2

30. COME AND GET THESE MEMORIES
- By Holland-Dare—Published by Starline (BMI)
- 1

RECORDINGS AVAILABLE:

The Billboard Record Index contains the following titles:

1. SUK-KI YARI — Y. Watanabe, Capitol 4884
2. EASIER SAID THAN DONE — Larry Rich, BMI
3. BLUE ON BLUE — David Baehrens, Famous
4. IT'S MY PARTY — Werner Cluck, Arch
5. HELLO STRANGER — Lewis, McLaughlin
6. ONE FINE DAY — King Griffin, Screen Gems
7. SURF CITY — Barry Wilson, Screen Gems
8. MEMPHIS — Berry, BMI
9. TIE ME RANGAROO DOWN, SPORT — Harris, Bearwood
10. SO MUCH IN LOVE — Jackson Joseph, Cumbo
11. YOU CAN'T SIT DOWN — Upchurch McNab, Dunlop
12. DA DOO RON RON — Spector Greene Duffy, Minter Betha Trilo
13. THOSE Lazy-Crazy Days of Summer — Tobias Clinton, Musicor
14. PRIDE AND JOY — Whitfield Gaye Mersey, Jobete
15. ON TOP OF SPAGHETTI — Glitter, Songs
16. STILL — Anderson, Miss Ross
17. MY SUMMER LOVE — Harding Gesture, Rosebud
18. WIPE OUT — Saffron, Minot Robin Hood
19. BIRDLAND — Russell Smith, Burns Brown
20. 18 YELLOW ROSES — Donn, T. M.
21. FINGERPRINTS — Paul Crilly, Jobete
22. NOT ME — Anderson Crinn, Rock Mirror
23. HARRY THE HARDY APE — Darnell Durbin, Blue Grass
24. STRING ALONG — Curtis, Posse
25. I LOVE YOU BECAUSE — Payton Fred Ross
26. FALLING — Orsborn, Acri Ross
27. RING OF FIRE — Smith McLafferty, Padilla
28. FIRST QUARREL — Smith McLafferty, Padilla
29. JUST ONE LOOK — Williams Frontier
30. COME AND GET THESE MEMORIES — Holland Dare, Starline

WARNING: This title "HONOR ROLL OF HITS" and "Today's Top Tunes" are not to be used in charts or ratings. The listing of the title of the hit has been compiled by Billboard. Use of data may be made without compensation. Requests for such system should be submitted in writing to the publishers of Billboard at 1504 Broadway, New York, N. Y.

JULY 6, 1963

"PLEASE DON'T TALK TO THE LIFEGUARD"

BY DIANE RAY

Groovy Baby
BY BILLY ABBOTT & JEWELS

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THE NEW HIT WITH THE WOOL WHISTLE

JANIE IS HER NAME

THE BIG ONES ARE IN CASH

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MUSICAL WRITINGS

NEW YORK

Kapp Records pulled two live recordings from the archives of the late Don Frances at the Vanguard and Marc London at the Great Northern. The recording of the late Erroll Garner, sorry the card is late, is a delivery of the first publicist for RCA Red Seal, has joined the public relations at Famous Artists Schools, Inc. Lee Eastman and Al Da Silva have formed a law firm, Eastman and Da Silva,...Canadian-American is distributing the new American label. Newmark recently with Harmon Records, is the first staff producer to be hired by Independent Producers Group. His first disk for the new firm is by Joe (Officer Toody) Ross.

Century Records moved to new quarters in the East-Sheraton Hotel, Pittsburgh,... National promotion and distribution of the Starfire label. New Canadian label is Discus Records. This is the retail arm of Tapp Records, producers of broadcast disks for radio stations in Canada,...Tania Groissinger (of Groissingers) joined the Vic Levene Associates firm in an account exec. Bonnie Bourne back from European swing,...The founders of Caedmon Records, Barbara Heldridge and Marianne Mantell, will address the New York State Historical Society early in July,...Tim Gayle has temporary NYC offices in the Roger Smith Hotel. T & M Associates has changed its name to Ramot Enterprises, Inc. to put an end to confusion with the Bobby Durke firm T. M. Music. Regina Records is being handled in NYC by Perren,...Headline Records signed John Flynn,...Ravivue Records signed the Fakers.

A son, Stacy, has been born to Mrs. Blake Martin Gorden,...Fred Miles Presents is distributor for the Entire label. ARMADA wants their care of at Eden Rock by p.r. directors,...Harriet Harman well on his way back from serious surgery. During his stay in Sinai Hospital, Baltimore, he was approached with manuscripts by nurses and fellow patients,...J. C. Herz and Dorothy Dongan have signed with I. C. S. Records. Wendy Distributors moved to larger quarters in Newark.

New Springfield, Ohio, label is K. A. B. Records. Joe Dowell out of khaki,...Arrec Records of Hollywood has signed Bob Belloso,...Jean Dee, new country songstress, signed by King Records. All Records has a master by Betty Luther. Side is being distributed by Liberty,...Martin Cordia runs Sheldon Towers beauty shop. Julie Styne has composed the title song for “All the Way Home” a Paramount Pictures...Caedmon’s recording director Howard Sackler a new papa...Irwin Zucker at the Park-Sheraton for a week June 26,...CIRCA to distribute Petal releases,...Jazz pianist Joe Burton has founded his own label,...Bob Mills,...Folk duo Addins and Cristal waxed new Verve singles, more due July.

PHILADELPHIA

Chips Distributing Company played host to the local trade at a party in the Sheraton Hotel honoring Bobby Rydell and climaxing with a preview of his “Bye Bye Birdie” movie at the Golmen Theater,...Columbia’s exploitive Ted Kellem took advantage of the personal appearance of Andy Williams at the Latin Casino,....Cameo-Parkway’s Ed Collar reports Billy Abbott on Cameo is attracting attention with his “Groovy Baby”,...Larry Cohen getting good attention for his distribution of Epic’s “Scarlet O’Hara” cut by Bobby Gregg, a local lad,...Record manufacturers are checking up on the calls made by their exploitation men to make certain that the spinners at the smaller stations, particularly in the suburban communities, are being adequately covered,...Billy Harper, formerly of Saul Lipton and now the promo chief for Universal Distributors, reports “Soul City” by Pervis Herder on Janie, as the hot item,...Don Wright, of Chips Distributing Co., reports the Sam and Paula LP, “We Go Together”, a sales giant,...Bob Haller Distributing Company, independent record distributor, has moved to new and larger quarters on North Broad Street,...Paul Knowles, head of the record department at Raymond Rosen & Company, back from the West Coast where he attended the wedding of his daughter, Arlene, and engineer Robert Kirby in San Jose, Calif,...Wilf Brothers, shutting down its 619 Market Street branch, put its LP stock on sale instead of moving it to their other two stores. LP’s reduced to as low as 50 cents with some higher than $2,...Anthony Delmonico, one of the town’s top music makers along the club date trail, has organized his own Simone Publishing Company,...Johnny Mann signed with the Tribute label with two local schoolteachers, Rudi Anello and Thomas McCalley of Thomas A. Edison High School, clearing his first release, “I Search by the Sea”,...Ed Collar, Chips Distributing’s record promotion head, and designer Gall Miller, have announced their intentions.
### 50 Best Sellers—Stereo

<table>
<thead>
<tr>
<th>No.</th>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>Chart</th>
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<tr>
<td>1</td>
<td>16</td>
<td>&quot;You Win Again,&quot; Neil Diamond, ABC Stereo 646</td>
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<td>2</td>
<td>18</td>
<td>&quot;He Ain't Heavy, He's My Brother,&quot; The Rolling Stones, ABC Stereo 646</td>
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<td>18</td>
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<tr>
<td>3</td>
<td>20</td>
<td>&quot;The Letter,&quot; The Kingston Trio, ABC Stereo 646</td>
<td>1</td>
<td>20</td>
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<tr>
<td>4</td>
<td>22</td>
<td>&quot;I Shot the Sheriff,&quot; The Isley Brothers, ABC Stereo 646</td>
<td>1</td>
<td>22</td>
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<td>5</td>
<td>24</td>
<td>&quot;Sittin' on the Dock of the Bay,&quot; Otis Redding, ABC Stereo 646</td>
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<td>&quot;Music of the Night,&quot; The Carpenters, ABC Stereo 646</td>
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<td>26</td>
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<td>28</td>
<td>&quot;I Can't Help Myself,&quot; The Four Tops, ABC Stereo 646</td>
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<td>28</td>
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### 50 Best Sellers—Mono

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<th>Chart</th>
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<tr>
<td>1</td>
<td>18</td>
<td>&quot;Let's Stay Together,&quot; Al Green, ABC Records 646</td>
<td>1</td>
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<tr>
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<td>20</td>
<td>&quot;The Letter,&quot; The Kingston Trio, ABC Records 646</td>
<td>1</td>
<td>20</td>
</tr>
<tr>
<td>3</td>
<td>22</td>
<td>&quot;I Shot the Sheriff,&quot; The Isley Brothers, ABC Records 646</td>
<td>1</td>
<td>22</td>
</tr>
<tr>
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<td>&quot;Sittin' on the Dock of the Bay,&quot; Otis Redding, ABC Records 646</td>
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<td>&quot;Music of the Night,&quot; The Carpenters, ABC Records 646</td>
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<td>&quot;I Can't Help Myself,&quot; The Four Tops, ABC Records 646</td>
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Decca Records proudly announces the release of a great record

"THIS IS ALL I ASK"

an unforgettable performance

by

BURL IVES

31518
Now Available

R.S.V.P. your local Decca Branch


**ALBUM REVIEW POLICY**

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

---

**BILLBOARD SPOTLIGHT PICK**

**POP SPOTLIGHT**

**WE GO TOGETHER**

Paul & Paula, Phillips PHPM 300-009 (M), PHS 500-009 (S)

Paul and Paula have gone well together over the course of several bouncy, simple hits and an earlier album. The title track is probably their best work, with an inviting shuffle rhythm. Their previous hits, "Rumors" and "She's Mine," also will probably find favor here. The single has been backordered in this market.

**GENE PITNEY SINGS WORLD-WIDE WINNERS**

Philips M5 3005

This album is bound to be a smash. It puts all of Gene Pitney's biggest hits into a one-price, bare-bones, but perfectly packaged package. The hit songs are "Something For Your Lover," "Something for Baby," "Teenage Trilogy," "Save Some" (I'm a Big Player)" and "I'm Gonna Be a Country Star." No one else offers a package of hits at this price.

**LETS DANCE WITH DOMINO**

Fats Domino, Imperial LP 7234

The irresistible Fats does it again with 12 swinging' tunes performed by the great of his old songs. Offerings include "Mack the Knife," "What a Wonderful World," "Walk Right Out of My Life," "Ten Cents a Dance" and "True Confession.

**THE CRYSTALS SING THE GREATEST HITS VOL. 1**

Philips PHLP 4003

The Inimitable Crystals offer a strong two-song combination on their greatest hits with the greatest hits of other rock groups. "Love, Love, I Love You," "Don't Be Cruel," "Chains," "Uptown Girl," "Don't Do It to Me," etc.

**THE VERSELE MARTIN DENNY**

Liberty LRP 3307 (M) LST 723-7 (S)

Another tasty outpouring from the imagination of Martin Denney, focusing on the smart, slick pop purists. Strings are used to advantage. "World of Love" is a welcome return to the rhythm and blues action with its "Talk of the Town" album, developed from a single hit, and this one, based on the Denney single of the "World Can't Stand" (Soul Wax that should move fast!

**BRITTEN: WAR REQUIEM**

Various Artists London A 4235 (M), OSA 1258 (S)

This is one of the most eagerly anticipated recordings in years, cut in England as Benjamin Britten's finest work. It will be used as the basis for the major award ceremonies. A moving work, it features three vocal masters, England's Caroline Brook, Germany's Gisela Eichen-Schauer, and America's William Warfield. It is expected to come a standard for classical doers.

**CLASSICAL SPOTLIGHT**

**HOZART: THE FOUR CONCERTOS FOR WOODWINDS AND ORCHESTRA**

Philharmonic Orchestra (Conducted by Mazzoli), Columbia MSL 235 (M), HIS 503-653 (S)

Mozart's concerto for oboe, bassoon, and flute is paired with one of these two concertos. The recording is made in the studio. The concerto is well served by the Columbia recording. It is a pleasant surprise to find this concerto so well served.

**CLASSICAL SPOTLIGHT**

**DAVID STRINDBERG:**

Chamber Music Society of Lincoln Center, Columbia MSL 235 (M), HIS 503-653 (S)

This is an exciting experience with Mozart's last quartet, the last one he composed. The strings are appropriately paced and played. The ensemble is well served by the Columbia recording. It is a pleasant surprise to find this concerto so well served.

**CLASSICAL SPOTLIGHT**

**CHOPIN: THE COMPLETE MAZURKAS**

Alexander Bruchmann-Kleinknecht, Columbia MSL 235 (M), HIS 503-653 (S)

For years Chopin's maestro mazurkas were available in several sets. The first disk of two contains all mazurkas from 1 to 15. There are four mazurkas per disk, and the disks are available separately. The whole set makes a fine package. It is a welcome addition to the Columbia program.
Watch Vinton!

Watch The Charts
Watch Sales Jump
Watch

ROLF HARRIS
THE ORIGINAL
TIE ME KANGAROO
DOWN SPORT
& SUN
ARISE

BOBBY VINTON

ROLF HARRIS

BLUE ON
BLUE VINTON

*Stereo

www.americanradiohistory.com
RELIGIOUS SPOTLIGHT
GEORGE DEVEREY SHEA SINGS HIS FAVORITE SONGS AND SPIRITUALS
RCA Victor LPM 2651 (A)
More inspired singing by one of the top artists in the religious field. For the first time he has offered an entire LP to the great merit of this American Negro, the respect and appreciation of whose music the old-fashioned gospel singer must be grateful as well. His rich, full voice is capable of expressing deep emotions in the most effective way.

SPOKEN WORD SPOTLIGHT
SHAKESPEARE, ANTONY AND CLEOPATRA (A-175)
Maloloa Society and Professional Players, London A 4427 (M); CSA 1427 (S)
Here's a marvelous uncut version of the Shakespeare classic that should draw sales to the benefit of both the multi-ethnic parties. The Maloloa and professional companies collaborated on this recording to produce a fine piece of work.

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

POPULAR
**** SWINGIN' SOUTH! ****
Paul N. & Barry Floyd, Columbia CL 1591 (S); CML 1591 (A)
A highly recommended LP for those who appreciate the swinging sounds of modern jazz. The music is top-notch, the arrangements are sophisticated, and the musicians are at the peak of their form.

**** RHYTHM & BLUES ****
5116 Crescent, Liberty LPM 2359 (M); LPM 2359 (S)
The music is fresh and exciting, with a strong emphasis on rhythm and blues. The performances are energetic and the vocals are soulful. This LP is a must for fans of the genre.

ALBUM REVIEW

Spiritual

More Joe Harnell, More Bossa Nova Pops...
Kopp KL 1235

Rick Nelson Million Sellers...
Imperial LP 7225

COME DANCE WITH ME...
Sunny Kaye & His Orch, Decca DL 4307

COAST TO COAST WITH ARTHUR PEYSOCK...
Old Town LP 2005

Dave Brubeck Quartet at Carnegie Hall...
Columbia CSL 26

I've Been Everywhere...
Hank Snow, RCA Victor LPM 2570

Peggy Lee Mink Jazz...
Capitol T 1950

World's Greatest Love Songs...
Maria Del Maris with Mantovani & His Orch, London IL 3300

Pot Luck...
Romney Lewis Trios, Argo LP 715

Jackie Gleason Presents Movie Themes-For Lovers Only...
Capitol W 1877

Stereo

Those Lazy-Hazy-Crazy Days of Summer...
Not King Cole, Capitol T 1952

Hot Pstrami...
Darttels, Dot DL P322

Still...
Bill Anderson, Decca DL 4427

Paul Anka's 21 Golden Hits...
RCA Victor LPM 2691

Stereo

Sukiyaki and 11 Hawaiian Hits...
Billy Vaughn, Dot DL 55523

Streets I Have Walked...
Harley Racebolts, RCA Victor LPM 2605

Love Themes from Cleopatra...
Ferraro, United Artists UIAS 6370

Gravy Waltz & 11 Current Hits...
Steve Allen, Dot DL 55513

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

Mono

King of the Surf Guitars...
Dick Dale & The Del-Tones, Capitol T 1930

Little Stevie Wonder the 12 Year Old Genius...
Tomio 246

You Can't Sit Down...
Dorothy, Parkway P 7025

The 4 Seasons Sing Ain't That A Shame & 11 Others...
Vee Jay LP 1059

Shut Down...
Various Artists, Capitol T 1918

SPECIAL MERIT

Four-Star Albums

The featured rating is awarded to albums that have demonstrated consistent quality and critical acclaim. These albums are listed in their respective categories to reflect their overall excellence and merit, based on reviewer opinion and critical consensus.
**AUSTRALIA**

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CONNY, COMIC TAKE AWARDS

MUNICH — Record single sales are not so good in these days in Germany. But over records made heavy sales in Cologne. Conny Froboess got Golden Dog for one million sold copies of “Zwei Kleine Italiener” by Christian Brahms and Georg Bucher on the Electrola label. And in Munich, comedian Herbert Haid from Goldberg got the Golden Tempo Award for 300,000 copies of his comedy album “Adventures of a Soldier” and “Camping Time” on Tempo label. For a comedy record, this is a substantial sum around here.

LONDON — EMI has confirmed to Billboard correspondent that the firm will increase its prices effective July 1. This is expected to spark price jump throughout the industry. The label has given “ever-increasing overhead, which can no longer be absorbed by the company” as the reason for the increase.

Singles at present cost six shillings and three pence ($7.20) and they will move up six pence to one shilling and six pence ($1.20) to one shilling and six pence ($1.20), 11 shillings, one penny, to one shilling and six pence ($1.20). Most pop LPS are up from one pound, 10 shillings, 11 pence, to one pound, 15 shillings, 11 pence. Singles and LPs will increase.

Spokesmen for the Gramophone Record Retailers Statistical Association said they were awaiting more details as to whether other firms will follow suit.

Probe Fest Space For Future Star

OLI: A young lady from Berlin, Manuela, has hit German version of Telefunken's Sylvia Gorm's 'Blame It on the Bossa Nova.' Side went to the top in Germany.

TALENT HUNT

EMI Affirms Price Boost As of July 1

TAKE Ariola in Britain

Oriole to Release Ariola in Britain

LONDON — Oriole Records has signed an agreement with Oriole, to issue the German disk firm's material in U.K., it has just been revealed.

Oriole's Eurodisco recordings will be released on the Oriole label, Oriole-Eurodisco; other material will be put out on the British RIAS label. First releases are expected in September and they will include albums by artists: Carla Hijara, Freddy Breck, and Cash Box Kings, which will be performed at the St. Hedwig's Cathedral Choir of Berlin.

Kruger-Kaye Team Fires Ember's Cools

By DON WEDGE

In LONDON — Many songwriters have their own record labels in America. It can be profitable, as Al Nevins and Don Kirshner have discovered. The development of one leading songwriting and production team may mark a new era for the record business and, in fact, may be impossible to have in Britain.

Proving them wrong is American lyricist Buddy Kaye who has a majority holding in Jeff Kruger’s Ember Records now three years.

Kruger was in Europe for six weeks. This, together with Kaye’s promotion of Ember’s image to take advantage of new opportunities which have presented themselves following the decision of Decca’s distribution subsidiary, Selecta, to handle its disks.

Kruger-Kaye lured one of the more impressive arrangements in Britain away from EMI. He will be a formidable executive and is certainly capable of pulling major artists and hit singles.

Kaye and Ember has a position, according to Kaye, to offer its artists a guarantee that 25 per cent of the disks they make for British consumption will be sold. In addition, Kaye offers the chance to get that sort of guarantee from the major labels.

Kaye and Kaye signed up were Bob Moncher, Arlene Smith, and Barry and Honey. Kaye and Kaye also mark up Ember's production.

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Dee in Germany
New Sensation
By FRITZ ZILLER
Melodrama 1, Vienna
Since imports were unable to cope with heavy dealer demands of Joey Dee's first German language recording, "I'm a Little Redhead Lover" ("Ya Ya"), the Austrian Amado distributed the disc through C.R.S., Roulette, Patette and Fydi. And this disc also shows that the same firm also has a smash hit on their hands as "Ruby Baby," a song by Dick Hyman.

Verliebt, Verlobt, Verheiratet,
A dissatisfied listener is sung by Connie Franke in "Little Redhead Lover" (Polydor). Disk is available on both Polydor and Elektra.

In her own words, Peggy Lee and Janis Joplin could be described as "cool." Such a description might apply to Peggy Lee's rendition of "Loverly" and "Universal Law," which was first recorded by Solomon Burke on ABC-Paramount.

In their own style, "In the Mood," which was first recorded by Benny Goodman, as sung by Ray Brown and "Loverly" by Peggy Lee are both sung in "Little Redhead Lover." The disc is available on Polydor in the United States.

While Peggy Lee and Janis Joplin both sing "In the Mood," the former disc is available on Polydor in the United States, and the latter is available on both Polydor and Elektra.

In his own words, "Ain't Nothin' Going On" ("Loverly"), a song by Charles Hardin, is sung by Peggy Lee and Janis Joplin on "Little Redhead Lover." The disc is available on Polydor in the United States.

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A dissatisfied listener is sung by Connie Franke in "Little Redhead Lover" (Polydor). Disk is available on both Polydor and Elektra.

In her own words, Peggy Lee and Janis Joplin could be described as "cool." Such a description might apply to Peggy Lee's rendition of "Loverly" and "Universal Law," which was first recorded by Solomon Burke on ABC-Paramount.

In their own style, "In the Mood," which was first recorded by Benny Goodman, as sung by Ray Brown and "Loverly" by Peggy Lee are both sung in "Little Redhead Lover." The disc is available on Polydor in the United States.

While Peggy Lee and Janis Joplin both sing "In the Mood," the former disc is available on Polydor in the United States, and the latter is available on both Polydor and Elektra.

In his own words, "Ain't Nothin' Going On" ("Loverly"), a song by Charles Hardin, is sung by Peggy Lee and Janis Joplin on "Little Redhead Lover." The disc is available on Polydor in the United States.
title role in the Irving Berlin musical "Annie Get Your Gun" at The Astor in Denver, West Berlin.

HUNGARY
Bartok Rights
Battle to End

By PAUL GYONGY
Derek Uta, 6 Budapest

East European representative of GEMA Emil Oswald visited Budapest last week to discuss a number of problems with the Hungarian Performing Right Society. Uptonmont is the satisfactory settlement of restricted payments of Bela Bartok's works. Differences exist between the Bartok estate custodian and his heirs. It is believed a friendly settlement will be achieved with the help of GEMA's general manager Erich Schulze, who will visit Budapest in January.

The Hungarian Quatallon label in the first three months of the year has increased its slump. It seems as though the record trade has overlooked its stamp... The Hammond organ Austrian representative exhibited at the Industrial Trade Fair in Budapest (May 17 to 27) and sold two important items to the Hungarian Record Manufacturers Company and the Hungarian Radio Corporation, two manual organs with built-in echo chambers and all imaginable gimmicks.

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ITALY

56,500 Souls
Live on Music

By SAMI STEINMAN
Piazza S. Anselmo 1, Rome

Second National Song Convention at Acqui brought forth declaration that Italian song industry employs 42,000 musicians: 5,000 in publishing and disk offices, 4,000 in disk making operations, 500 professional songwriters, 2,000 singers and 3,000 orchestra members. A total minimum sum of $56,500. Among proposals heard were for the construction of a song school to train singers and musicians in the art of music... At Lyricists and composers and to control fees charged by foreign firms and from time demand $16 enrollment fees and as much as $60 for actual tuition... The Guild of Italian writers is opposed... Strike against RAI-TV has been threatened by pop singers, who want permission for a new television contract. From $24 to $40... They also want more freedom to use foreign songs, restriction of use of foreign songs, large ensembles, although a combination of foreign and American artists... RCA also... An RCA disk is heard in 12 numbers in a new Higgins disk... RCA is now calling its "summer songs" a title which has come into universal use, "Summer Operation RCA" (1963).

Voice del Padrone and Columbia have joined other artists in a new LP entitled "Sonnori d'Italia."... Angel has made its Italian debut with: "Cosi Fan Tutte"... on four tracks, "Cavalleria Rusticana" and "The Merry Widow" on two each.

Claudio Villa is off to Japan, Hong Kong and Australia on a tour which will include a dozen p.a.'s as well as radio and TV shows in each country... Just back from Brazil are: Fiorello, Pino Daniggio... Last Peppino Di Capri offers an :offer of his music to "Four Star," his wife's name, to all girls who send him messages to show that it is their name... An RCA disk... Moffo and Armando Trovajoli are joining the special TV show... First Tenors disk since courts clarified his affiliation with RCA. Has local rendition of film theme from "4600."... "Top singing names are being featured in RAI-TV's chief commercial program, "Goldentone." Among those who are holding down the spots who pay better than any programs in Italy are: Minn, Milva, Rita Pavone and the Quaterarians, who are promoting various beverages and sweats. Minn continues to be heard on commercials, although her recordings have been censored especially by both on radio and TV, whether or not the rumorous boycott is true.

Edwin Adams was honored by RCA for his first LP. Among those present was Leonard Heathlay, who is the company's chief... Appearance of the name of different labels because of contract switches is becoming more and more frequent. Frankly all labels are being brought together on both in Europe and Capitol, Kay Prince, ABC-paramount and CBS, Paul Anka in Columbia and RCA and Adelle Chapman of the ABC network... Jules Jules Edelies is newest American conductor to arrive for Speduto Festival of Two Worlds... First record for "Contagia" was issued by Ford with Jean Loul doing "Sarghina Turista," inspired by the movie "81/2."... RCA Italiana will introduce Dyscopromo in America and will make guest appearances with George Marcen on band as part of 16th anniversary celebration... In the next few months, "Madame Butterfly," with Leontyne Price, will have Italian debut at that time... George Chakiris has recorded "Robby's Gig" with special orchestra written to sound track of film he made in Italy... Eddy Merckx and Valentino Bocci for voice of Padrone... It will be his first disk in Italy... Anthony Pilla released "You are the One..." pull out of recording to work as executive for RCA... He organized the "Swing" and next take a couple of recording artists on a tour of Turkey. Look at if Delta Stella will draw down the plan of the lead- ing role in "My Fair Lady," with production by Remigio Paone, Gennari and Giovanni Visconti... Negotiations are under way behind the scenes for participation of the rule which bars publishers less than five years old from being awarded RCA... Delta Stella, now three years old, will continue the full program. Artists unless rule is modified... Prizes totaling $4,000 are being offered because of Festival's third international competition for one-set operas, choral numbers, symphonic works and chamber music... Information is available through Paul Anka in Frascati, RAI-141, Rome. Winning works are guaranteed performances at 1963 May Musical and Bergamo's Teatro della Novita.

SPAIN

Mills Mexican Hit Set for Valente

By PAUL MATAT
32 Av Jose Antonio, Madrid

Jack Mills, president of Mills Music, arrived in Madrid for talks with Rafael Ruiz and went to Torremolinos, Malaga. Mills operated Radio Burgos in Berlin and announced that Caterina Valente and Silvio Frassone recently recorded "Roberta," a song by Ana Maria," originally published in Mexico (and also in the United States).

The song was written by Rubin Buni, but signed with the pseudonym of "Dorloro." The Mexican movie star, Martha Roma is married to Fuentes.

Jimmy Johnson just re- leased "Quiero Ser Vaquilla," a music from Madrid. ... Paul Anka sent special recorded message when he was celebrated his first radio anniversary here.

By the way, Anka recently launched the Victrola series. LP's by Toscanini, Stokowski, Philadelphia Orchestra, star rep- ertoire by 'Baker, Kinney, Fleming.

KKruger-Kage Team

Continued from page 92

Kaye was disappointed at the lack of U. S. release of his title.

How does the international market react to the song abroad? The problem is big, particularly in the domain of language difficulties. But Kaye noted a continuing demand for good covers and he thought that the song rock and novel song could still be hit, but Country music is also growing in popularity. Ballads are usually one country affairs, kaye said.

In addition to setting up the expanded Ember operation with Kruger, Kaye has been around the Continent, turning himself into a recording mogul. He added English words to compositions held in London by Jimmy Phillips at KPM, who has had a successful Day at Fracis, Day & Hunter for Wall's "Tea for Raft Macrhot and, in Milan, for Latissm Sugar.

Kaye said that the KPM songs was the English lyrics from the Greek song "Alita," written by music by "Neosti" composer Manos Hadjakidas. In Paris, Kaye had an idea for a title, found the melody in Italy and wrote the lyrics in London where it was accepted by Francisco, Day & Hunter.
Big Names Sit In at WIND For Vacationing DeeJays

CHICAGO—WIND, the Group W (Westinghouse Broadcasting Co.) City FM, has come up with an answer to a program director's wildest dream in solving the summer vacation replacements problem.

Station personalities began a trek into the station's Wrigley Building studios last week (23) to fill in as vacationing DeeJay-WIND men.

Eddie Arnold led things off by host-ing a 4 p.m. slot usually occupied by Perry Marshall during the second week of Marshall's vacation, his studio chair will be warmed by veteran "(My Little Marge)" television and movie actor, finally, iconoclast Mort Sahl will play havoc with Dick Williams, the audience, begin-ning July 8.

What's left of William's listeners will be further guarded by the chatter of comedienne Phyllis Diller the week of July 21.

Of course, the only enter-tainer big enough to fill the shoes of Farley Miller that his vacation could be none other than the music-minded Jim (Mr. Magoo) Backus.

Guy Harris, WIND's pro-gramming director, is summer replacements picking their own records in lieu of the record pro-motion men try to hype Backus, Sahl and Diller), and will allow them contact with the ad and pr department of course, station production and program assistance will be giving the two special guests.

This get-togeth-er is working on replacements for the remainder of Miller's and William's vacation, plus the two weeks of the.

Stations Undergo Big Changes

Concepts Vary Around Nation

By GIL FAGGEN

NEW YORK—Without a doubt the only thing constant in broadcasting is change. And so change it is for many stations around the nation.

In Philadelphia an overhaul of the programming format at WRKC Radio takes effect Mon-day (1) when the NBC-owned station unveils its "Lively Sound," an expansion of its "Big Band Music" format inau-gurated last fall by music geared to the particular tastes of Dick Pauley, WRCV manager, said the format includes modern rhythm and blues, instru-ments and standards. The 50,000-watt er will continue to by-pass non-listeners in the country and western music and most rock and roll.

Marty McNeely, former WXZ (Detroit) radio TV-person-sality, has been brought in to host the "Morning Counting" segment from 6 to 7 a.m. Monday through Saturday with Jack Pyle moving into the 2 to 6 p.m. slot. Bill Brauneig, WRCV's general manager, plans to continue to be host of sev-eral of the station's public af-fairs programs being slated 9 to 10 p.m. weekdays.

McNeely will serve as anchor man for the reporting team of Bill Schubeck, Al Taylor and Don Farmer (news staff newcomers from NHK, who arranges a flood of news, reviews, commentary, sports and assorted informa-tional bits to WRCV's morning listeners.

Beginning at 10 a.m. the for-mat accentuates up-tempo mu-sic and the voice of Jim Evans. (Continued on page 26)

Danceless Bandstand Next for Clay Cole

By GIL FAGGEN

NEW YORK—The path is being paved for the return of Clay Cole to Gotham TV in the fall. "The Young World of Clay Cole," a 90-minute live-on-tape music half-hour program, will make its debut Friday, October 4, 7:30 to 8:30 p.m. on WPX-TV here.

Cole, who made it real big for more than two years with his "Record Wagon" and Satur-day night "Clay Cole Show," will next be seen on the new defunct WNTA-TV, Newark, N.J., several years ago, is planning a musical vari-ety format, based on pop re-cording and guest artists but no studio dancing.

Chuck McCann, puppeteer, who specializes on satirizations of current artists; vocalist Vesper Spencer, recently signed by Came-Parkway, a Philadelphia group called the Starlings and Brad Connolly, vocalist, just inked by Glad Hamp Records, are being considered as regu-lars on the new TV show.

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STARS, STARS EVERYWHERE. WTRY (Troy, N. Y.) desay John Mounteer (holding record) is besieged by visiting record stars at station's library. The gals in the foreground are the Cliffhons. Backing up Mounteer (left to right) are Bobby, Dodie, Cannon and Kenny Chandler. The invaders are part of the tour- ning Denteley Caravan of Stars.

Stations Undergoing Big Changes in Programming

Continued from page 35

who was tapped from CBRR, Toronto. WRCV news director Bob Shafer will supervise the expanded 13-minute newscast during the morning, midday and evening hours which are to be delivered in most instances by two reporters.

Dave Costis, who joined WRCV several months ago, is responsible for the music. Bob Benson program manager.

Novel Format Elsewhere on the Philadelphia scene, WFIL recently in-

herited its "Full Range Radio" ear to 5:30 p.m. weekdays.

The concept joins clusters of music with clusters of news in-
formation designed to mini-

mize idle chatter and program interrupts, with each cluster of music including at least three songs with only the briefest intro by the announcer. Each hour of full-range pro-

gramming the listener hears one-10-minute major news cluster, two-three-minute clusters of in-
formation and five clusters of music each music cluster running about nine minutes. Commercials are spotlighted between clusters.

WLIE-Lucky 13 radio in Glennmont, N. Y. has stacked its pro-
gramming deck with all music and western and folk music in a format change insti-
tuted several weeks ago. The team of Dave Denney and Ann Marie Thomas have been added to the WLIE talent roster and will handle the 6 to 10 a.m.

show. The 5,000-watt station will also provide local appearances of e.w. talent.

Wide Shifting WHIN-FM New York, has undergone a complete change in its nighttime (Monday to Friday) nighttime programming from an all-Spanish format to a Live and remote "Music of All Nations" schedule, interspersed with interviews of famous personalities in politics and the arts.

Among the innovations insti-
tuted are remote from the United Nations, leading cafes and other prominent places on the New York scene. The station is capitalizing on the cur-

rents of the WHIN format.

(Continued on page 39)

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MIDDLE-ROAD SINGLES

Not too fast nor in other direction, the following singles, selected from the current Hot 100, are the most popular mid-road records of the week. The order here in based on relative standing in the Hot 100.

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
</table>
| TITLE | ARTIST | LABEL | Weeks

YESTERYEAR'S HITS

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

POP—5 YEARS AGO

July 7, 1958

1. Purple People Eater, I. W. Miller
2. Takiyon You, Cana, Jerry
3. Hawaiian War Dance, E. Preiser
RCA Victor
4. A Means To Be In Snow, Every Brother, Cadence
5. Enedis Shaw, J. Benedick, Benza
6. Polla, R. Freeman, Joe
7. Secretly, J. Benedick, Rosette
8. Spin Sky, B. Amo, Art
9. Upon That Night, Cadence
10. Miss Doctor, S. Sorrelle, Liberty

RHYTHM & BLUES—5 Years Ago—July 7, 1958

Tahany Ta, Cana, Jackie
Looking Back, M. R. Coke, Capital
Secretly, J. Benedick, Rosette
Enedis Shaw, J. Benedick, Benza
Harold Hamden, E. Preiser, RCA Victor
With the Hand and the J., J. Coke, Capital

PROGRAMMING NEWSLETTER

Continued from page 35

L.P., a great sound on Command, was out a month before we had it on the air.

"There are just a few examples." (On the other hand) "The folks like Columbia and Capitol, and the young struggling labels are always anxious to be of service. When Bill還 becomes worn or scratched, they are always happy to replace it. The other above mentioned distributors are not only late in servicing the album, but they are not even willing to pay for a replacement.

"Larger stations can afford to be choosy. If copies aren't provided quickly, they just forget it. We're striving to make a name for ourselves, and we need our albums which sometimes are not provided are the ingredients to make a station sound alive.

The only reason I am writing this letter is that this problem is probably duplicated in other markets. Secondly, we want to do the best job possible, but we need help." 

So writes a label manager. The labels he mentions as being slow are, in other cities, noted for the promptness and liberality of their L.P. service. It is, to repeat, primarily a problem of local distributor policy. It would seem desirable for the majors to follow through with their distributors, to make sure that national policies are being carried out at the local level.

VOX JOX

By GIL FAGGEN

GERONIMO: Tulta's KOME program director Vic Basilone has his solution to the problem of driving to work on crowded highways. Basilone has invented a way to park by parachute. The jumpin' deejay makes the bit in 11 min-
utes. After the signal, his transmitter in time to do his 10 a.m. to 2 p.m. shift un-
ruffled. On last report Vic completed his seventh jump-to-
work on time.

Stepping out of his role in funny papers all over the U. S., Charlie Brown of Peanuts fame has placed his ad in the Swing Gentlemen on KDWB (Minneapolis) in the leading role. The actor, Don McLean, has been given an excellent 150,000 watt voice to deliver a newsletter. He'll be heard on KDWB.

C.K.Y., the 50,000-watt voice of Winnipeg, is issuing the "Ducks on the Mails" with a newsletter, Dave Lyman is p.d.

THE TALE OF THE TURTLE, WROY's (Kansas City) Glenn Lewis, has had a dish named after him called the "Turtleburger."

"The Myth of the West is Built," old-time radio, the last p.d. in the West, has sighed its last.
THIS YEAR'S INNOVATIONS: Most of the new phono and tape lines have now been shown. Summing up our own impressions, the old has been full of innovations, a year of greater values, a year of new and salable features. The remarkable new expanded phonograph industry is aiming at "component quality." Mass-market versions of many cost and quality are now available in both in portables and console phonographs. There is also the usual collection of gimmicks, some of which make good sales-clearing features.

Here are some of the features and concepts in the new lines which have impressed us the most:

- **Thicker Record**: There is a quality look and feel to changers, even in low-end portables, this year. Turntables are larger and heavier. Pick up arms have always been a bit of a selling point, and have done their job. The new big selling job with original equipment manufacturers. This British-made changer, whose name is not yet in the public eye, is spotted in many, many more packed-instruments. And the Garrard brand names is always on the charger for use as a selling point.

- **Lightweight Pickup Arms and Floating**:or "Floating" style or cartridge are now well-weigh, universal, which limits their value in competitive sales. Nevertheless, there is a great variety of stencils, and ample reasons for the consumer to buy a new phono. The "scratch test" (scrapping the tone arm across the record) is probably the best feature demonstration ever to this industry.

- **Transistorization**: Transistorized, none of these new phonographs are yet available for real sale, although the signal is available in the audiophile and sub-audophile area. There are the lightweight transistorized units, the entire line including this Pilot, and recently by Columbia Masterwork, all at just the $250 mark.

Non-Malleable components: This is a description we use for component hi-fi designed to be sold in stores which normally specialize in packaged goods. With the new FM market, at least $49.95 cost, we are sure that there is still a decent size of this class of turntables, and the new FM-only radio, the principal feature is that the all-in-one recording can be made directly from FM radio at the turn of a switch. The radio can be monitored through the speaker while the recording is being made, or the recording can be done in complete silence.

- **Miniature Tape Recorder**: The 11-inch pocket recorder (about $49.95) is unique among American-made units, in that it uses four tape cartridges, with special tape and recording head, entirely self-contained, even down to combination mike-speaker.

- **Rackmount Tape Recorders**: There are two in the number of portable phonographs equipped with radio tuner. Symphonic, for example, has a 4-unit set with AM radio for $29.95; Emerson has drop-down version at $14.95. Both Symphonic and Emerson—and probably some others—have stereo tapes equipped with both AM and FM stereo in upper price ranges.

- **Pickup jacks**: There is a new approach to the combination of pickup jacks, they are more jacks, for every conceivable purpose. The backs of some packaged phonographs have more holes in them than the hood of a 1941 Buick. But they're useful, and they're good selling points—they can help sell you these extras as auxiliary speakers, stereo headphones, even tape recorders. Among the jacks you'll find on phonographs are tape input jacks, tape output jacks, headphone jacks, and inputs for external speakers. There is a lot of spouting jacks in wild proliferation, too—for external amplifiers, for external speakers, plus extra inputs and outputs.

- **We've touched on a few of the features and products which we believe will help make the all-time record year in sales of phonographs and tape recorders.

---

**Language LP's a Spur in Brooklyn**

**BROOKLYN**—Sometime in the not too distant future Bill Hirsch and George Hoch of the Action Record store in Ridgewood will add Italian language LP's to their own NAM Records line of foreign releases. The old NAM 100 series is still in production, but solid disc empire which has grown from one store to four and from one LP line to two in just five years.

- **Besides the original Myrtle Avenue Action store, the selling team owns Active Records on Broadway in Brooklyn, Action on Graham Avenue, and the Alert outlet on Kneboker Avenue.**

- **Brooklyn Alert** is predominantly German neighborhood and are records.

- **What the two-man dealership did**, however, was to research the ethnic backgrounds of the neighborhood. They have to get the line stocking of applicable foreign labels and made and put together a predominantly German neighborhood around their first Alert store which is in the Italian - oriented Knickerbocker section. The Alert outlet is in a predominantly Spanish-speaking section of Brooklyn and there is on records in that language.

- **The Active store** is in a predominantly Negro section, and they have a variety of records on jazz and rhythm and blues.

- **Of course all of these specialty items are carried in addition to pop records, both single and LP**, in the form of the staple merchandise of all stores. All stores carry a full line of the disks on Billboard's "Hot 100," and Hirsch and Hoch pool the inventory from all four representative. Only one such very small record shop in Brooklyn, which is a record shop that would appreciate a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant. The two partners feel that it is possible that it is possible that they could do business with a general sales LP merchant.
NEW DEALER PRODUCTS

Indoor Antenna

Galles Electronics, New Rochelle, N.Y., has introduced this all-purpose indoor antenna. Known as the "Color Master," it's suitable for color TV, black and white TV, AM and FM stations or it can be used as a master distribution system.

Smash! "JUST YOU" THE DUBS

Walkie Talkie

The Walk-a-Phone, being manufactured in the United States and merchandised through Universal Audio Labs, Brooklyn, is billed as one of the lowest priced walkie-talkie children's band transceiver units now on the market. Including battery, each one of these two by one and three-eighths-inch unit retails at a suggested $19.95. A three-quarter-mile range is claimed, depending on terrain.

Watch for the Next Roulette Hit! I NEVER WONDER WHERE MY BABY GOES

R-4699 ELAINE ROULETTE RECORDS

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BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

There are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative sample of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different group of outlets is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted point sales derived from all dealer reports. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only models entering earning 3 per cent or more of the total dealer points are listed below.

BEST SELLING TRANSISTOR RADIOS

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

4/6/63 Issue: Lloyds (8).
12/26/62 Issue: Emerson (8).

DISK DEALS FOR DEALERS

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


Talent LP holidays: Buy 10, get one free. One hundred per cent exchange privilege.
Radio Stations Get New Look

Amanda Ambrose
• Continued from page 14

but grabbed their attention for the rest of the set.
She is very much at home with gospel or spiritual numbers and this was, for the main, the Amanda Ambrose that the LP introduced. But she introduces her night’s audience to the full scope of her talent when she sells in almost despera style jazz, ballad, and folkish tunes with equal aplomb. Her version of “Guess Who I Saw Today, My Dear” dictates attendances and appreciation.

The Living Room is doing great business with Miss Ambrose and the LP introduction. If RCA Victor can capture the range of talent presented, the facility in her next LP release, all America will appreciate the many years of training and experience that Miss Ambrose brings to her act. She’s a fresh, exciting talent.

TOM NOONAN
It's always a temptation to buy an item just because everybody else does. Sure, the new Rowe AMI phono-graph is "hot," as they say in the trade, but we'd still prefer you to shop around before you order any new jukeboxes. Look at all the systems. Ask questions. Compare. What guarantees are they willing to give? What about the deal? Then do the same thing at your Rowe AC Services distributor's. Make him demonstrate why the new Rowe AMI is not only unexcelled as a music-maker but unequaled as a money-maker. Make him give you a deal! We're sure the results will be the same—you'll end up ordering Rowe—but we'll feel better about it, and so will you, because then you'll know why Rowe AMI is your best buy.

ROWE
AC SERVICES
18 South Michigan Avenue, Chicago 3, Ill.
Rowe sets the standards in vending equipment, bill changers, music systems
**O'Donnell Group Buys Bally Manufacturing**

Shugy, Kaye, Klein Listed As Backers - CHICAGO—Bally Manufacturing Company, one of the nation's largest manufacturers of coin-operated amusement machines, was sold last week to a group of investors headed by George Stern, former sales manager of the firm for many years.

O'Donnell was elected president of the company Friday (28), immediately following the sale. Purchasers include a trio of prominent coin machine veterinarians:

Barney Sugarman, head of Runyon Sales Company, New York, active as an operator and distributor for some 38 years.

Irving Kaye, president of Kaye Enterprises, Inc., pool table manufacturer, and in the coin machine field for over 32 years.

Sam Klein, president of Stern Vending Company, Cincinnati, a subsidiary of American Vending Corporation, Chicago.

O'Donnell said the sale included all "Bally Manufacturing facilities and assets." He said that Bally personnel and policies would remain unchanged.

No purchase price was disclosed, but the Bally sale is one of the largest manufacturing transactions in recent history. Bally discontinued manufacturing.

(Continued on page 50)

**European Film Industry Mulls Production for Cinema Photos**

By OMER ANDERSON

WEST BERLIN - The Continent's hard-pressed film industry is looking to the film photography for an entree to an entirely new market.

UFA, the giant West German film production company, is studying the conversion of part of its facilities and equipment for the production of color Burges films for the burgeoning new film photography market.

Studios in England, Italy and France already are turning out musical shorts for the film photography, and the film photographers are trying to interest American studios in joining the competition.

Stations Seen

UFA executives have a number of film photography projects under consideration. They hope
to negotiate with Stanley Green, president of Estey Electronics, on his current trip to Europe as head of U.S. film industry to find a home for a group of color Burges films for the burgeoning new film photography market.

UFA, through its subsidiary, Cinevision Corporation of America, is head of U.S. sales and distribution of Cinebox, which is manufactured in Milan, Italy, by Societa di Fimovisione. Cinevision is looking to England to negotiate the production of more than 50 musical films for exhibition in the Cinebox. It will also work with Jack Loew and American Cinemas to produce in Italy, France and UFA hopes, West Germany.

Cinebox holds the most successful Burges sound films, which can be selected for playing as records are chosen on a juke box. The Cinebox film is seen on a projection screen top on the machine.

At present Cinebox operators are receiving

(Continued on page 49)

**Rock-Ola Buys Can Beverage Vending**

CHICAGO — The Rock-Ola Manufacturing Corporation this week took another major step toward making animation a full-line vending machine manufac-
turer with the acquisition of the PneuVend line for canned beverage venders from the Pneu-Vend Corporation of Charlotte, N. C. The purchase covers all rights and patents of the line.

Two PneuVend models are in production at the 100,000-square-foot Rock-Ola plant. A 13-piece line, equipped with plastic cases, is built in Rock-Ola's largest department. A new two-piece can display has been designed by Rock-Ola's own display department, but Rock-Ola will use the PneuVend line for all future models.

Sky-High Phono Prices Slow Japanese Buying

TOKYO—Despite the lifting of import restrictions against jute boxes nearly nine months ago, the price tag on a U. S. jute box makes any substantial industry growth here unlikely. While the least expensive American jute box sells for $1, the cost of most automatic phonographs imported from the U. S. ranges in price from $150 to $200, and that's well beyond the means of most operators and location owners.

An estimated 5,000 jute boxes are in operation in Japan, mostly Rock-Ola, Rowe AMI, Seeburg and Wurlitzer. Some Japans and Harmony machines are in use.

Two domestic manufacturers—Tagasame Saneikabu and Nippon Goraku Bussan—make sets using imported mechanisms. But even the domestic product ranges in price from $833 to $1,400, and that makes it difficult for most operators to consider.

Some manufacturers are attempting to produce a 50-selection unit to sell for less than $550. If they can come up with a quality product at that price, considerable expansion is likely.

Five or six of such units will be shown at the Electronic Merchandising Show later this month.
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Report From Britain

LONDON — Phonographic Equipment, Ltd., major distributor-operator in the south of England, is making a mark with juke box sales in the Channel Islands.

To date, the firm has shipped 75 jukebox units, made by Electro-Kicker, Beaux Les Dames, France, to operators in Jersey and Guernsey, said Michael Green, PEL official.

These sales add $90,000 to the PRL gross for the past year. On the domestic scene, the firm is working Monday through Sunday to deal with deliveries and route-clearing for Green reported. Business is so brisk he expects to have to waive vacation in about a month, defer it until the fall.

BRITISH BRIEFS

Street's Automatic Machine Company Ltd., Eastbourne, has built and installed a 12-gun coin-operated shooter for Joe Studd, arcade operator, at Dreamland, Margate resort, . . . Moulins J. Gostelli, executive of Electro-Kicker, France, was in London briefly for a conference with Cyril Shack, Phonographic Equipment, Ltd., partner, . . . Geoff Grange, head of Marie-Matic Sales, Ltd., London, is promoting the new Keeley Blue Spot 6 penny slot automatic. Helen McGarvey Saul, a principal in Douglas Casino, opened this month in Isle of Man, arrived from the U.S.

Wide Singles

- Contained from page 41


New Italian Crane

TURIN—A new crane grabber game, Jaguar, is being marketed by the Sidam Manufacturing company of Turin. The game has an overhead crane duplicating to scale the overhead crane in industrial plants. Operation of the crane requires a good amount of skill, including skill for adult and younger alike—it offers all the thrills of operating a crane fantasy, according to promotional material. Sidam proposes to develop additional game equipment based upon actual industrial equipment found in this center of Italian heavy industry.

Marine Juke Boxes

ROTTERDAM — Holland's Osea phonographs, a wall compact, is concentrating on the marine going market.

Tackling their cue from the fleeing of the juke boxes aboard British excursion steamers and ocean liners—most recently the French Line's France—Osea's manufacturer is promoting the box heavily among the international cruising set.

At least 50 phonographs have been placed on U.S. cruise lines, and more have been delivered to Yugoslavian profits and yachts in recent months. Dutch shipyards presently are offering the Osea as "optional equipment."

Most of the Dutch yachtsmen prefer to keep the coin box, finding it a convenient way of amortizing cost of the box and financing the purchase of new records.

Black Forest Games

PREUDESTADT — The Black Forest, long famous for cuckoo clocks and trifles, is now becoming a coin machine manufacturing center.

Latest product to issue from the fairytale land of Haxel and Gretel is Siebert-Automatic's new soccer game, Weltmeister, which has taken hold on soccer players as the sensation on the world market.

Weltmeister—West Champion—is completely silent, and comes in a wide choice of "soccer colors," which have been claimed to be "the aristocrat's aristocrat among soccer games."

The Black Forest manufacturer has velour carpeting on the playing field, and timekeeping equipment. It comes in beige, chrome yellow, pink, robin's egg blue, tangerine green, ivory and antrachite gray.

Fidel Seeks Phonos

EAST BERLIN—Fidel Castro is negotiating with East German manufacturer, for the purchase of "up to 200" juke boxes from a West German manufacturer.

There is just this catch—Castro wants to pay in sugar. The barter transaction would be arranged from Cuban sugar stocks in the East German market.

However, sources here said the deal is unlikely to fall through because Castro is asking that the top world market valuation be placed on the new machines.
Mar-Tab Vending President Sol Tabb (left) pictured with Ossie Truppman of Bush Distributing, Miami, distributor for Rowe-AMI. The two are inspecting a new AMI phone, programmed with new 33 stereo single records provided through Music Operators Stereo Service.

Stereo Service Makes Bow at Miami Party

MIAMI—The Music Operators Stereo Service (Moss) program undertaken by three major coin machine manufacturers in co-operation with Billboard, to provide stereo programming for the nation's juke boxes, received a roasting-send-off in the South Florida area last week by Mar-Tab Vending, largest operator in the area.

Mar-Tab, one of two divisions of Castlewood International Corporation, used the occasion of festivities dedicating the company's spanking new plant in the far north side of the city to show visitors luminaries just how the MOSS system works.

Sol Tabb, head of Mar-Tab, placed three brand-new stereo phonographs—one each from the MOSS participating firms of Wurlitzer, Rock-Ola and Rowe AMI—at strategic points in his reception room. Each machine contained samples of the initial MOSS five-pack release, with accompanying special title strips and four-color productions of the albums from which the selections were taken. The 33 stereo single five-packs were the first of the series, to be released every two weeks, and were rushed to Tabb for the occasion by Record Source International, a division of Billboard Publishing Company. RS is handling fulfillment operations on the program.

During two separate afternoon receptions, Saturday and Sunday (22 and 23), Mar-Tab entertained a host of well-known local civic, business and industrial leaders as well as a number of one-stop executives attending the annual convention of the Record One-Stop Association (ROSA) at the Fontainebleau Hotel.

Mar-Tab is a six-year-old vending, music and games operating firm with over 1,200 locations stretching from the West Palm Beach area in the north to Key West in the south. The firm operates over 2,000 pieces in this 200-mile stretch of the State. Tabb told Billboard he plans to employ the MOSS programming service on 600 machines in the near future. These will be serviced with the fortnightly new releases by Mar-Tab's fleet of radio-controlled trucks.

In addition to the many local persons attending the Mar-Tab MOSS showing, Billboard itself was represented by publisher Hal B. Cook; editor-in-chief, Sam Chase; advertising manager, Peter Heim, and Ren Greven, associate editor.

STEREO RELEASES

for Music Operators

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BRENDA LEE—All Along Am I, Vol. II. ......... Decca

Pop Instrumental
HARRY JAMES—Solid Gold Trumpet of
Harry James ................................. MGM

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RAY BROWN—With the All Star Big Band... Verve
LITTLE JUNIOR PARKER—Driving Wheel. Duke

Folk/Country & Western
HAWKSHAW HAWKINS—The All New
Hawkshaw Hawkins .......................... King

Specialty—Spanish
AMALIA MENDOZA—Boleos ................... RCA

SEEBURG ARTIST OF THE WEEK

VARIOUS JAZZ ARTISTS—
The Many Sounds of Jazz Today
Columbia (Jazz)

In Your Own Sweet Way/Takin' What You Do * Since Love Had Its Way/Ask Me Nice * If the Moon Turns Green/Mr. P. C. * Nitely/Bleaxiell * Asphalt Jungle Tots/I Can't Get Started

All titles listed are custom 33" stereo singles packaged for the Juke box operators. Other packages or record companies may get monthly listings of their product by sending releases to Juke Box Reviews, Billboard, 1566 Broadway, New York 6, N. Y.
The Little LPs currently earning highest grosses in Seeburg locations coast to coast, as reported by Seeburg music operators.

Each of the above Little LP Stereo Album records has been selected solely for its top earning ability in locations. All are available through your local Seeburg Distributor.

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Blasts Mfrs. for 'Junk'

By NICK BRO

CHICAGO — Harold Schaeff, president of Victor Vending Corporation, last week aimed an angry blast at charm manufacturers who were attempting to sell "junk" merchandise to operators for use as capsule fill.

Schaeff said the practice could seriously cripple the capsule business, which he described as one of the most promising for the bulk industry today.

Schaeff's comments were delivered in an exclusive interview with Billboard last week. He repeatedly urged operators to be more selective in choosing capsule fill and to give customers their money's worth.

"In our business," Schaeff said, "make sure you buy the best—not the cheap-

He noted that a distributor who selects his merchandise from several sources and capsules this merchandise himself is doing the operator a great service.

"Charm manufacturers are competing in a market that is not very large," Schaeff said. "By doing this, they will ruin the business and the operator also. In the begin-

ning, the charm manufacturers slapped off penny merchandise in the nickel capsule, now they are trying to make this merchandise in dope capsules. In our opinion, this is wrong." said Schaeff.

The vending machine manufacturing with some of the capsule operators were "far better off by paying a little more for capsules and doing a little less profit. By doing this, your volume of sales will be greater and in the end, you will be much further ahead." Schaeff was alluding in par-

cular to the new dime and even newer capsules now being used. He said these capsules could open a new dimension for the bulk vending operator and offer him an excellent means of diversification.

He pointed out, however, that a new conception of merchandising must be used. The capsule will not pay a quarter for extra por-

tions of nickel merchandise," he said. If the operators are to realize the full potential of dime and quarter capsule merchandising in the 30-cent capsules—he must offer customers items that are clearly worth the extra change.

Schaeff noted that in 1953 he had developed a capsule and

Rollins Quits Beaver Over Policy Matters

NEW YORK — Richard Rol-

lins, executive vice-president of the Beaver Vending & Supply Corporation of America, announced that he had resigned his post effective immediately.

Rollins said that his resignation was prompted by basic differ-

ences with the management—differences which he felt could not be resolved.

Rollins joined Beaver a year ago after a long association with the Crane Gum Company of Boston. He had been sales manager at Cramer. Rollins is a former FBI agent and military intelligence officer.

While his plans are not cer-

tain, Rollins said he would prefer to remain in the bulk vend-

ing industry.

Guggenheim Out With Assorted Summer Packs

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., this week released a line of assorted summer packs for bulk vending operators. Both packs are primarily assortments of previously released rolls.

The 10-cent trick and joke line consists of two new items (Off the Plate Sucker Finger) and five standard charms—Stuffed Finger, Pet Mouse Finger Puppet, Whirly Bird Whistle, Ghastly Finger and Crazy Watch.

New items in the 5-cent toy line are Fish Fortune Teller, Rascal系统, Bridesmaid and another popular charm. These others in the pack are U.S. Comptrol Soldiers, Horse Riders, Puzzelroos and Cowboys and Indians.

Display labels are available with the assortment. Bob Gug-

genheim said that new items will be added to the assort-

ments.

Capstone Growth Up—Schoenbach

BROOKLYN — Jack Schoen-

bach, veteran bulk vending distributor and operator, said that capsules are becoming more important in the field of charm vending.

Schoenbach said that the percentage of his capsule sales to operators as compared with penny charm sales has increased substantially during the last year, and that collections on his own route have reflected this increase.

He added that the firm's sales of nickels and dimes, which benefits the Retarded Children Foundation, now have some 2,000 members in New York and Connecticut. The operation was built up in the last six months.

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Headquarters for charms, straps, gum, nuts, globus, parts and supplies for all vending machines. Stop in to see all styles and new quantities.

For complete catalog of new and used machines.

RAKE COIN MACHINE EXCHANGE

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Wahs 2-4876

JULY 6, 1963
**Tough City Tax Drives Out Ops**

CLIFTON, N. J.—This industrial suburb of New York has killed the goose that lays the golden egg. The Clifton city council has refused to kill or modify the $5 per machine annual tax on bulk vending machines, with the result that only a handful of units are still operating within city limits.

Earlier this year, representatives of the New York Bulk Vendors Association attempted to convince members of the Clifton city council that the tax was unrealistic and sought a compromise. The city officials, after being presented with cost figures and figures on penny operations, refused to budge.

The city contended that it cost $10.60 a year to regulate each machine, and that the municipality, with a $5 tax, loses $5.60 per year on each machine.

**Obvious Solution**

If this is true, no tax and no regulation would save both the operators and the taxpayers a considerable sum of money.

Dave Yurmack of nearby Passaic is the leader in the movement to have the tax rescinded or modified. When the levy went into effect, he had 30 machines in Passaic; today he has none.

Yurmack went as far as writing a long letter to a local newspaper to attempt to convey some understanding of the bulk vending industry and the destructive power of the $5 machine tax. In the letter, he noted that "our industry was the first in the vending field and has changed very little from its inception over 30 years ago. We offer the public the last real value for a penny. Despite increased costs of merchandising, labor and the cost of renting space, which has in all other fields completely eliminated the use of the penny, except as a tax coin, we still depend on the penny for our livelihood."

**Cities Costs**

"We are basically small businessmen, and no one (must) have a great number of vending machines on location as the per machine profit is very small. A 1-cent gum ball machine costs about $12. This machine will do between $40 and $50 per year in total business. From this amount, the operator pays the storekeeper 30 per cent in commission. The cost of merchandise is also 30 per cent. From the 40 per cent gross profit we must pay the cost of operation, insurance, salaries, breakage and spoilage, maintaining and miscellaneous overhead. The net profits before state and federal taxes are about $3 per machine per year."

"To realize that governments need additional revenue with which to operate but in our business, unfortunately, our costs increase, while the revenue for our merchandise is exactly the same," Yurmack pointed out.

"We cannot pass taxes, licenses and increased cost of machines and merchandise on to our customers nor can we give less value in what we vend."

Yurmack noted that the City of Clifton has one of the highest per bulk machine license taxes of any city in the U. S.

"... In the majority of cities our types of machines are exempt from license taxes entirely," he said.

"As an alternative, I would like to suggest that there either be no license fee on bulk vending machines or possibly a license to operate bulk vending machines for $10 or $20 per year (per operator). This will in effect license all machines owned by an operator in the city."

"At the present time I doubt if there are more than 150 bulk vending machines in the entire city of Clifton," Yurmack estimated. "I personally had 30 machines in the city, which I already pulled out (due to the tax)."

"I know it's not the purpose [Continued on page 48]"

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**Stresses Cleanliness Of Route Serviceman**

DENVER — Bulk operators who want to make the best possible impression on prospective location owners can take a tip from Del (not the ball player) Crandall, route service man for Continental Music Company, major bulk operator in the Denver area.

"Use waterless hand cleaner, of the same type regularly employed by mechanics in garages and service stations," Crandall said.

"All of us, of course, must use our hands to remove pennies, nickels and dimes from the cash boxes on vending machines. It doesn't take long for the contamination of coins, dust, and similar surfaces to stain hands badly.

"Since it is practically impossible to stop and wash the hands in service station rest rooms following every call, the result is that unless some drastic action is taken, we are likely to arrive at each subsequent stop with the sort of hands which make the wrong impression on the prospect."

To solve this commonplace problem, Crandall carries a can of waterless cleaner, normally dispensed by mechanics in garages and service stations, in his truck. It takes nothing more than a clean dry cloth, or a few paper napkins to remove every bit of grime from a hand, which has collected on the fingers, under the nails and on the back of the hand.

Crandall makes it a point to clean his hands as soon as he gets into the truck after every service job, counting upon the hands included in the hand cleaner to keep the skin soft and uninjured.

The result has been that of uniforms, attractive panel trucks, etc., which sum up to the character of a vending organization in its location owner's mind.
WORLD'S LARGEST INVENTORY FOR SALE

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ARCADE-GAMES BINGOS MUSIC, etc.

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RIOT GUN

Shoot Against Time - OR
25 Shots for 10¢

Optional Extended Play and No-Play feature

SILDE-OUT SERVICE PANEL

Chicago Dynamic Industries, Inc.

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Mr. Coin Man

You're in business to make money. Billboard is in business to help you.
Weekly dollars and sense information in every area of your fast-paced industry... profit ideas—current trends and forecasts—legislation affecting your operation—products—new services—new money-making ideas.

European Film Industry Mulls Production for Cinema Phonos

- Continued from page 41

Italian, French and British films through Fono-vision in Milan. However, the supply is acknowledged by Fournon to be "far too small for anything but experimental operation of Cinebox."

Trade consensus is that the success of Cinebox and other film phonographs now on the market will depend on the availability of a large supply of high caliber films.

A trade source who has just completed exhaustive analysis of all films boxes now on the European market summarized: "The Cinebox is the new and the Cinephone is Iow. It was tried before the war in Europe and also in the States. It flopped both places and for the same reason—too few films of poor quality."

"New the odds against the film boxes are even greater—their films must compete with TV, and TV product is getting better all the time."

Marginal Competition

UFA executives disagree. Their study of the film phonograph market has convinced them that there is only marginal competition between TV and the film boxes. They believe that TV film production has created facilities—as in the case of UFA—for film box production.

The post-war disc boom has created a pool of talent for film box production lacking before the war. Moreover, the interest of the film industry is now in TV, which the industry was not interested in.

UFA is the best example. An UFA executive explained: "Frankly, before the war we would never have considered the production of anything for film boxes. In fact, we would not have considered the production of television films.

Regular Supply

"But now, we are in TV film production entirely and production for film boxes will complement our TV production. Our situation is general on the Continent. For that reason, there is no difficulty in organizing a regular supply of high quality entertainment sheets for the film boxes."

As the executive indicated, UFA has ceased entirely to produce feature length motion picture films, and switched entirely to TV production. What interests UFA and other European film producers is the potential size of the film box market. There is not only Cinebox but also Scopitone and Caravelli—both made in France. The three boxes are doing well in tests, and they could command an eventual tremendous market in Europe and the U.S.

Texas Tax Law Provides Relief for Bulk Vendors

AUSTIN, Tex.—A new version of the Texas sales tax went into effect Monday (I) carrying major changes to give bulk vending operators a break in the complicated procedure they have followed in administering the tax and generally tightening the law.

Vending machine sales of less than 25 cents and other sales of less than 25 cents where more than half of the vendor's business is in sales under a quarter will now be exempt. Up to now, vending machine operators had to pay tax on the sale of bulk items, candy bars, soft drinks and other items selling for less than 25 cents, but were prohibited from collecting it from their customers.

This will also exempt such things as newspaper sales and provide relief for small newsstands and lunch counters.

An operator has been taxed by the State on his total sales and was able to collect only under 5 cents on which he pays tax but cannot collect is offset by sales on other items.

The figures balance out for a merchant engaged in all types of sales, but not for operators whose sales are all under a quarter.

Units Replace Cafeteria in Denver Building

DENVER — A bank of nine automatic vending machines has replaced an employe cafeteria here at the Grant Building located in the Grant Building offices.

Mr. Maurice, one of three brothers who operate Automatic Catering, Inc., 4101 East 19th Ave., said the machines will serve some 300 persons. Only a hostess will be required to supervise operation of the units, which include hot and cold drink machines, a milk machine, and vending equipment for sandwiches and other food items, including ice cream, pastry, hot canned foods, candy and cigarettes.

A dollar bill change machine also has been installed.

Maurice said his firm has put in 40 of the dinette installations in the area. The firm, founded in 1954, starting with five vending machines. The company now has more than 1,000 vending machines at 120 locations in the metropolitan area.

In addition to the automatic equipment, Automatic Catering also operates lunch counters at the Post office annex, Minneapolis-Honeywell and National Cash Register buildings. The company has its own commissary and makes its own sandwiches, Maurice said.

Martin-Snyder Named Distrib For Heartbeat

CHICAGO—Heartbeat Records, well-known juke box record manufacturer, has named Martin and Snyder, Dearborn, Mich., national distributor for its entire line.

Martin and Snyder is the Scurby distributor in Michigan and also operates a large record one-stop. Distribution of the Heartbeat line will be under the direction of Chez Kajerski.

Seymour Schwartz will continue as Heartbeat's president. Schwartz and Kajerski will name additional regional distributors for the label.

The move represents a program of increased activity for the label. Schwartz said Heartbeat will step up its production of singles and will now have a better promotion and advertising effort.

_BARGAINS FOR THE WEEK

GAMES

250 OF THEM

RECEPTIONS

PHOTO BOOKS OF DRANK AND CAFE

VEGETABLE MACHINES IN TRADE.

WHAT DO YOU NEED?

Playtime Player, 16 ft., $65.00

Singly Bowl Vendor, 14 ft., $25.00

Pianola Player, 14 ft., $30.00

Underground Vendor, 10 ft., $30.00

Gerber Vendor... 39.50

Selling Vendor... 39.50

C.G., 12-watt Shuffler... 59.50

Keeler Shuffler... 75.00

Mack Shuffler... 75.00

Roth 10-Cigarette Vender... 55.00

Roth 20-Cigarette Vender... 65.00

We have many large ball Bowlers for sale, or by. What price do you offer?

Write or Call Us Collect.

Mail: 13511

Write for Our Price List on Full Line of Radios and Phonographs.

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Billboard

ATLAS SPECIALS!

WRIGLEY's

Belly SPINNER (4-Player) $7.95

Belly CROSS COUNTRY $7.95

Belly GAMES $7.95

Belly TABLE JOKERY $245

Williams CARAVELL—4-Player $225

POOL TABLES—$75—

Bonus Type—is good shape—AS IT

$150

Cable: "ATOMIC"—Chicago

Everybody takes a vacation some time... and now is the time for

William's

THE FACTORY WILL BE CLOSED FROM JULY 1 TO JULY 14

Then it's back to work with full production on

SKILL POOL and

1963 MAJOR LEAGUE

Order from your Williams distributor

Williams® ELECTRONIC MANUFACTURING CORP.

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BUY THE BEST—BUT WILLIAMS

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O'Donnell Group Buys Bally

Continued from page 41

ing bingo games earlier this year (following passage of the Eastland Bill) but still puts out a sizable variety of games, rides and other amusement devices.

O'Donnell said that a "terrible series of novelty games, completely engineered and location tested, is ready for the production line." He said "these will be supplemented with other types of equipment—including some real surprises."

O'Donnell is the only one of the purchasing group that is to be active in the operation of the company. He emphasized that the purchase was a personal undertaking by the principals and did not involve the firms owned by Suggarsman, Kaye or Klein.

The sale ends a dynasty started when Raymond T. Moloney founded the company in 1931. The Moloney family has controlled the company since. Bally was a pioneer in the manufacture of pinball games in 1932. Its first big seller being "Ballyhoo." In 1937, Bally introduced the first bumper-type pinball game, appropriately named "Bumper." It followed with Bally Reserve in 1938. Variety in 1939, and Sport King in 1940. The attack on Pearl Harbor and the firm's subsequent switch to war material stopped production of "41-Derby" in 1941.

During the entire World War II period, Bally plants were engaged in government work. Bally received the Army-Navy "E" Award for "outstanding production of war materials" in 1943 and received additional stars in 1944 and 1945. Bally's first post-war game was Victory Special in 1946. It followed with Special Event in 1947, Citation in 1948, Champions in 1949 and Turf King in 1950.

The firm's first in-line game with advancing scores was Bally Sport-Line in 1951. It led to a parade of such games for over 10 years. Since that time, Bally diversified its operation to where it not only manufactured virtually every conceivable type of amusement game but also arcade equipment, vending equipment and at one time even phonograph records. (The phonograph record division has since been discontinued, and recently Bally also sold the rights on its cigarette machine to the Rock-Ola Manufacturing Corporation and its coffee machine to the Seeburg Corporation.)

The firm currently has 125,000 square feet of manufacturing facilities and some 1,200 employees.

O'Donnell, who will continue to head the sales department in addition to serving as president, joined the firm in 1946 following World War II service in the U. S. Marine Corps.

He was transferred to sales in 1947 and in 1956 was named general sales manager. He is married, has three children, and resides with his family in suburban Wilmette.

Rock-Ola Buys

Continued from page 41

260-ear unit. Both machines have storage facilities for pre-cooling back-up cars. Both are four selection.

During the last three years, Rock-Ola has acquired the Bally cigarette machine mechanism, the Book-O-Mat, and the Shop-O-Mat all purpose machine from the Williams Electronic Corporation, and both instant and fresh brew coffee machines.

Frank Q. Doyle, Rock-Ola's vice-president in charge of vending, said that engineering and cabinet design changes are being made on the Price-Vend line. He added that the new line will probably be released early in 1964, after the changes have been completed.

sugar deal as too sticky on general grounds, and he is afraid, specifically, that the world sugar price might plummet before he could take delivery and unload.

Royalties Deadlock

ROME—Efforts by SAPAR, Italy's coin machine industry organization, to reach an agreement for reduction of jockey box royalties paid to SIAE, Italian Society of Authors and Editors, have come to naught with the latter refusing to budge.

SAPAR, pointing out that its 600 associates now pay SIAE $800,000 a year when their entire tax bill is only $364,000, insisted that the study made by the latter covered two peak hours during the peak mid-summer period at resort locales. SAPAR insisted that fees based on $340 a year per box were too high and that they should be reduced to $288 which was refused. Annual license fee per jockey box is currently $58.

10th Anniversary

HAMBURG—Arno Glassau, a member of the board of the North German Operators Association, is observing the 10th anniversary of his phonograph operating enterprise.

Glassau, one of West Germany's youngest operators, is acclaimed for his achievements toward lifting coin machine operating into the ranks of a profession as well as business.

The younger Glassau school of German operators refer to themselves as "entertainment therapists," and in response to their influence several German medical specialists have recently come out with endorsements for coin machines as "relaxation therapy."

Swinging Editors

ROME—Editorship of Automat, publication of SAPAR, will alternate among members of directing council in future. Pietro Fiore has succeeded Francesco Querito who was director during the first year of the publication's existence.

Smoky Ads

ROME—Cinebox is now being advertised on packs of Italian cigarettes as a means of sparking interest in the box which shows filmed recordings on a screen. The Italian Tobacco Monopoly, which accepts advertising for one panel of its own products, is distributing the new propagation in the millions in all parts of Italy.

Oregon Distrib Set

PORTLAND, Ore.—Donald Ostenson, public relations man, has taken on the distributorship of the Oliver-Ohman Corporation, Beverage Center. The self-contained unit dispenses coffee and refreshments for office and business installations.

New "Hard-Edge" Finish Extends Playboard Life to an All Time High!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

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PUT IT BACK ON ITS FEET WITH A
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ADAM WADE SINGS ONE OF THE HOTTEST MOVIE THEMES OF ALL TIMES

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