The International Music-Record Newsweekly

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

JULY 13, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

Cat Got Everybody's Tongue In Wake of Kintner Warning

By REN GREVATT

NEW YORK—Vague generalities, off-the-record-only comment and in some cases, stony silence, greeted requests last week for comment from major and larger indie diskers on warnings sounded by special counsel Earl Kintner at the recent ARMADA convention in Miami Beach.

In a meeting thrown open by ARMADA officials to representatives of all branches of the industry, Kintner advised that "the industry is shot through with illegals" and that "daily violations of the Robinson-Patman Act can bring code and deniel orders and such fines for violators.

However, Jules Malamud, executive director of the National Association of Record Merchandisers (NARM), which was gone on record in the past attempts against a Federal Trade Commission, sponsored Trade Practice Conference for the record industry, asserted: "Competitive trade practice association, NARM feels its duty is to try and maintain the integrity of the element of the industry it represents, operate in a legal manner."

Follow-Up Talk

Malamud also outlined a convention he held with Kintner this week regarding a statement made by the latter during his ARMADA speech. Kintner af-

THE MILLIONTH ALL-STAR FESTIVAL LP sale was commemorated by a special golden disk presented to F. P. Spinelli (r.) by Prince Sedruddin Aga Khan. Participants include: (l. to r.) Stanley J. C. Right and V. A. M. Beerman, of U. N. High Commissioner's Office; the Princes; J. Breyght-Vauthier, chief librarian, United Nations, Geneva, and Spinelli.

U.N. Disk Zooms Past Million

NEW YORK—The "All Star Festival" Record passed the million mark in sales last month. Announcement was made by the U.N. High Commissioner for Refugees here last week. Net profits on the record are expected to pass the $1 million mark in the near future. Proceeds from sales in Belgium, Denmark, Luxembourg, Norway, the Philippines and Sweden alone total over $500,000.

Pressing of the millionth copy was marked by a presentation, June 12, of a commemorative golden record which was placed in the museum of the Library of the Palace of the Nations, Palace Hotel, Saluddin Aga Khan, Deputy High Commissioner, made the presentation to Pier P. Spinelli, director of the European Office of the U.N.

Top sales positions of the album, as of June 7, were: Federal Republic of Germany (77,000), Sweden (70,000), Netherlands (110,000), United Kingdom (76,000), Switzerland (52,700), Japan (51,258), and Norway (50,000). Proceeds from the Scandinavia countries were exceptionally high, as the albums were higher priced than elsewhere.

Notwithstanding plans for continued sale of the "All Star Festival" LP, committee feels it is "unrealistic to expect the final net yield to meet all the financial requirements of the office."

Nevertheless, "All Star Festival" had been a great success, the Prince said, and he expressed the Government's gratitude to the artists, composers, musicians, the record companies and all those in the record trade, and to the voluntary agencies, who had associated themselves with the venture.

Proceeds from the disk will be used chiefly for the office's material assistance programs in Europe and the Muslim worlds. In Europe, include old-age homes, assistance to handicapped refugees, housing of destitute families living in sub-standard dwellings, and joint enterprise projects for refugees in Central Africa and assistance to those repatriated to Algeria. An allocation will also go to Chinese refugees in Hong Kong and refugee children from Tibet.

The trend may be to fewer TV bandstand shows, but some of those left are living, said Ed Hurst and Mickey Marlo demonstrate on location at WRCV-TV's "Summertime on the Pier" from Atlantic City. Future of bandstand shows is explored in Gil Fogger's story on page 38.

Record Firms Work as Team At Newport

By JACK MAHER

NEWPORT, R. I.—A rare example of teamwork between major recording firms characterized recording operations at the 10th annual Newport Jazz Festival, which opened here Thursday evening (4) under clear skies and the promise of the biggest gate in the colorful history of the event.

One of the most imposing recording schedules in recent Newport history, reflecting the constantly growing importance in the disk scene of the "live," on-location recording, was highlighted by the presence of a specially built RCA Victor recording studio on wheels.

The trailer operation was under the joint supervision of George Avakian, for Victor, and Terry Macero, for Columbia.

For All One

The two labels worked as a team cutting all performances. Each label will also produce a program to be released by their own artists. Tapes by other artists, recorded by the remote studio set-up, will be turned over to the American Federation of Musicians, which will supervise assignment of the tapes to the recording firms with which the various artists are associated.

So far, artists recorded here who are seen as certainties for fall, winter, or early spring album releases include Thelonious Monk, Dave Brubeck and the Paul Winter Quintet, all on Columbia; Lambert, Hendricks and Ross, on RCA Victor, McCoy Tyner and John Coltrane, both on Impulse, and Dakota Station, United Artists.

Other recordings made here and seen as possible releases are (Continued on page 6)

PIANIST STEPPES BACK

LONDON—Soviet pianist Vladimir Ashkenazy has reversed his decision to live in Britain. He has confirmed a change of mind and will make his home in the Soviet Union. Last April 16, Britain had admitted the pianist to his country at the instigation of his homeland-born wife, a former London resident. Later reports from the Soviet government reportedly sanctioned the move. The pianist elected to present plans, but promised that a statement would be forthcoming.

DEPARTMENTS & FEATURES

Hot 100 Chart . . . Page 22
Top LP's Chart . . . Page 24
® Other Music Pop Charts
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Highest Selling Hit Records
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Discount-Disk Plan
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LP Reviews
Singles Reviews
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Talent
Country Music
Rhythm & Blues
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LPM/LSP-2766

LITTLE PEGGY MARCH
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HOT...

LPM/LSP-2732

HOT...

HOT...

HOT!

WE’RE HAVING A SALES WAVE!

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www.americanradiohistory.com
Eddie Kissack Takes McGuire Colpix Job

NEW YORK—Eddie Kissack has been named head of the pop & rhythm department of the London American Music Corp., succeeding Harry McGuire who moved to Colpix Records last week. Kissack has been with London for over five years and served as assistant to McGuire in his new post at Colpix.

Auslander, Fishbein in Marks Posts

NEW YORK—Larry Fishbein and Herbert Auslander have been named to new posts with Marks Music, according to Herbert Marks, president of the firm. Fishbein, who was formerly an executive of the Music Corporation of America, will serve as executive vice-president, filling the post left open by the recent death of Robert B. Marks. Auslander, who has been serving as comptroller and assistant secretary, is being advanced to general manager. Meanwhile, the firm's comptroller, Len Polin, remains in the hands of general manager Robert Hughes.

Markets Swing To Warner Bros.

HOLLYWOOD — Warner Bros. Records last week acquired the music publishing company, which first hit the Billboard's "Hot 100" chart in 1951 with rock 'n' roll pioneer Elvis Presley. The group's "Surfer's Stomp" was first issued here on the Capitol label and was soon acquired by Warner Bros. Records and reissued as a single on the top of the Billboard chart.

Luman Cleared In Theft Case, Label Asserts

NASHVILLE — A story appearing in various papers last week concerning the alleged pilfering of country singer, Bob Luman, on his studio records and in a stolen vehicle across State lines, was apparently in error. Luman, the story said, his security guards, was charged along with Richard Houk, son of New York Yankees manager, Ralph Houk, of driving a stolen 1960 Ford from California to Missouri.

Goldner Goes Independent With Golddisc

NEW YORK—George Goldner, erstwhile operator of Gone, End and Golddisc labels, and most recent owner of the Roulette label, has decided to go it alone. Goldner, left Roulette and, since then, has also exited the firm to join the new company, headquartered at 1619 Broadway.

Goldner, who cut the current, "It's Easter Said That Done," for the Essex for Roulette, said he is hiring 10 promotion men for the record, with the help of Ruth, who will act as executive vice-president in charge of sales and promotion, will operate the company for several months while he was looking for a new home.

Late in August, Goldner, who was active both on the business side and athletically at the recent AMRDA convention, will start introducing new young talent.

Mad Song Take-Offs Beat Rap

NEW YORK—The suit by 12 large music publishers and a number of recording artists against the jukebox manufacturer and music publisher, Alfred M. Lerner, was heard last week when U. S. District Court Judge Charles M. Metter gave a preliminary judgment for the defendants in the case of 23 of the 25 songs.

Suits over 25 songs was filed by the Music Publishers Protective Association, representing 12 member publishers, against E. C. Publications, Inc., the publisher of Mad, its editor William Gaines and other staff members.

They were granted in the fourth annual edition of Mad, and were part of an insert called "Sing Along With Mad," a 20-page section of the catalog of Burke-Van Hess, Inc., in New York City, which Mad currently issues. Hunt, meanwhile, was reported free on $3,500 bail.

West Satisfies East. Glenn Wells, editorial director of Billboard, presented several other types of maga...
Battle Royal Over Tune

Jenkins' Song Causing Stir

NEW YORK — Battle lines were being sharply drawn last week between promoters of a raft of record companies as the nation's most striking differences were waged for sales and radio exposure. The two songs are "This Is All I Ask," and "It Has to Be Sixteen."

Biggest fight looms on a Gordan Kerr project, a jive instrumental called "This Is All I Ask." Tony Bennett of Columbia and Nat "King" Cole of Decca are not alone in the field as King Freeman of the Scanaphone Company are both using the same tune.

According to Marty Moss of Massy Music, publisher of the tune, the interest in Kerr was caused by a Gordon Jenkins version which appeared about six months ago. It didn't sell too well, but the song from the album revitalized interest in the material.

King Is First

Nat Cole was the first to re-lease the version, in fact, so far as is known, the whole album called "The Very Talented Nat King Cole," which was followed in an album titled "All Alone." He has since re-re-leased it on a re-release album, and probably be the title tune for his next LP.

In the past, the disk some three weeks ago for Decca in Nashville, Tenn., is the only official disk copy of the tune which contains the long (4:50) version of the tune and a shorter cut (2:25) decay version. Both are on the same side of the disk. The Perry Como Victor recording of the tune was not issued.

Everybody in Act

A number of other artists have also cut the tune as part of an album. At the moment these include: Dick Biichi (Columbia), Arlo Boulton (Columbia), Bob Defee (Columbia), Don Hart (Columbia), Mabel Mer-

Country & Western

JUDY LYNN

ALL RIGHT DAY BY GARD (BMD, BMI) (2:48) -- OH WHY CAN'T I

HEAR HER GILD (GAD, BMI) (2:36) -- Two of the thrill's finest

sides here. Both are in the soft, waltz ballad vein and both have a

fine sense of phrasing, both sides make effective use of effective voices.

Both can make it.

Unlisted Artists 606

Capitol in Big Summer Push on 3 Fronts

HOLLYWOOD—Capitol will launch three separate sales programs during July and August, commercialize Columbia releases and defer billing, and will cover such prices in its current catalog as its Nat King Cole product, French music (pop and long-form), and surfing music.

The Cole sales drive covers the current 60s Cole material and offers dealers one free album for each two purchased. Capitol is backlog-

ing up the Cole push with extensive national promotional campaign, including a full-page feature ad, a radio shows, play, point-of-sale material and local radio and record plug.

The French music campaign embraces more than 100 LPs.

(Continued on page 5)

NARA Seeks Negro Post on L. A. Station

HOLLYWOOD—Prime goal of the National Association of Radio Announcers (NARA), the trade group of announcers, prior to the opening of its convention July 29, is to place a Negro announcer with one of the prime local stations in the city.

According to a spokesman for the local chapter of the associa-
tion, Los Angeles is the only major city in the country that does not have a Negro as an announcer. We want to have a Negro on the air simply because he is a Negro but want to see a man who is qualified get the job.

"We feel that we have a number of Negro announcers who are qualified to handle a job such as one of the top TV and radio stations in the area."

DELEGATES GET MIAMI BONUS: TIPS ON TAXES

MIAMI BEACH — In addition to a series of speeches deliv-

ering into what's wrong with the record business, ARMDA con-

vention attendees have been given a practical list of income tax dous and don'ts by Edwin M. Abramson, president of the special-

ial of the firm of J. C. Hinkle & Sons Inc., Chicago.

N. J. Abramson paid special atten-

tion to the matters of travel and

accommodations, most often incurred by disk men on the move getting release schedules.

Sea of No Chicago Goes Surf

BY NICK BIKO

CHICAGO — The surfing craze here is beginning to con-

sume the scene. Sponsors are increasing their promotion in an effort to find surfers, and new surfing records are being added to the record list.

The popular surfing craze here is beginning to con-

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The popular surfing craze here is beginning to con-

sume the scene. Sponsors are increasing their promotion in an effort to find surfers, and new surfing records are being added to the record list.
Selling! Selling! Selling!

SOLD

Over 300,000 Records

Songs For A Summer Night

2 LP RECORDS — 24 GREAT STARS — 25 WONDERFUL SONGS

Brown Jr. Dal De

THE GREATEST ALBUM BUY OF THE YEAR!

From Columbia Records

This One

Y7D0-AYP-2FSQ
ABC AIRS HOUR OF C.W. SOUND

SACRAMENTO—The ABC Radio-Paragon presents a one-hour-long special report on the history and its growing popularity Saturday (6). Show will be recorded before a live audience at the Sacramento Auditorium June 23. Heard were Johnny Cash, Jack Clement and the Jones Family. The show was narrated by Lee, Jr., and United Artist vocalist Judy Lynn.

Sparked-Up Dealer

Continued from page 3
closely with Shapiro in formulating plans for building the membership and refining industry attention on the independent dealer and his interests and problems.

Within hours of settlement on the new officer slate, Shapiro and his colleagues turned to the business of formulating a proposal for their new magazine. What involves the hiring of a full-time staff and the design of a program of screening applicants will be commenced soon by a committee of the SORD group.

Another executive commented: "It's all well and good for the distributors to have their own 'no comment' statements printed and we have ours. Too. That's the way it should be. They have their problems and if they want the government to settle them, that's up to them."

ABC AIRS HOUR OF C.W. SOUND

SAN FRANCISCO—The Erie Distribution and the Mainland Distributing Company are no longer separate entities. The two firms, owned by Irv Paramount and Jack Spurlin and the former located on Polson Street, but have not been combined, according to company sources. Paramount remains as manager of Mainland and Bob Ellis as manager of Erie.

Pogo Changes Name

NEW YORK—Pogo Music and Pogo Productions has changed its name to Pogo Music and Gold-Udei Productions.

New Firm Not In Surf Field

HOLLYWOOD—When Sea-Stars Productions, the former recording firm started by Brian Wilson of the Beach Boys, now known as the ray Wilson makes its services available to other labels, it will be for use on jobs outside of the surfing realm. The Wilson production company will be facing competition with those label's artists and material, but will stay out of the way of the other producers.

"We don't want to build competition for ourselves or Capitols but we're adding to the pool of talent. And Capitol will get first refusal on any masters and artists the production firm originates."

McMullin Group Says AFM Tax Passed Illegally

NEW YORK—Ed McMullin, Local 802 member here, has informed the AFM's legal counsel that Local 802 is grievously offended by the union's resolution adopted at the September meeting of the New York AFM local,ompelled AFM per capita tax of $5, an amount which has been passed at the AFM convention last month.

According to McMullin's resolution, the $5 per capita tax was illegally introduced. He charges that the AFM has exceeded the bounds of the by-laws of the AFM such a measure must be presented to the membership 15 days prior to the national convention. The resolution calls for non-payment of the $5 tax up to the 1964 AFM convention when the proposition can be presented in proper form in accordance with Federal Labor Relations Act, article 4, of the AFM regulations.

Pincuses Acquire Wipeout for UK

NEW YORK—Gil Music, operated by George and Irwin Pincus here, has acquired British copyrights for the title "Wipeout," the Robin Hood Music, owned by John Mansell in the United States. Pincus is in court to get the rights of the overseas by the London-based, Pincus firm of Ambassador Music, headed there by Lee Pincus. Rights for additional overseas areas are also being negotiated by Pincus. The Dot dollar of the ten by the Ferraris, is currently No. 10 in Billboard's Hot 101.

Firms Share House

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2 EXTRA issues for 12 months

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Garrison rate on request.

762

Company

Name

Address

City Zone State

Title

INFORMATION
A Public Announcement to Radio Stations

DISK JOCKEYS WARNED AGAINST “AT THE SHORE”

Smash S-1833 Johnny Caswell

Disk Jockeys and program directors are hereby warned of the consequences of playing Johnny Caswell’s new Smash release, "At The Shore."

Playing this hot new pressing will quickly jam a station’s switchboard with listener inquiries. Smash Records, which released this new disk by Johnny Caswell, neglected to provide advance warning of the record’s impact.

The label refuses to accept any responsibility for resulting crises on station switchboards.

Program directors especially are cautioned to alert all station staff members well in advance of airing Smash S-1833, "At The Shore."
Bunny and Me

LOVE THAT BUNNY! And no one can blame him. The Bunny New York Playboy Club has helped him de- liver his battle record, "I'm in Love With a Bunny," to jockeys.

TALENT TOPICS

NEW YORK

Skitch Henderson will appear in the role of conductor and pianist at Lewisohn Stadium on July 20, in the stadium's first "Irving Berlin Night." Program will honor the composer on his 75th birthday, and it is expected that Berlin himself will be in the audience.

When Bobby Rydell opens next week at the Steel Pier in Atlantic City it will mark his fourth appearance there in as many years. Next fall, comic Jerry Lester willMعتم on a variety show on CTV, the commercial Canadian television network. The program will showcase Canadian talent.

When Randy Sparks was presented with his first single last month, he immediately went out and bought his wife Diana a token gift—a Rolls Royce. On the dashboard he affixed a plaque which reads: "To Diana with love, Randy. And thanks to the New Christy Minstrels, Columbia Records, Grief & Gary and Andy Williams."

Eroll Garner has just completed the first of 10 concert dates for the Paramount film, "A New Kind of Love." This marks Garner's first assignment as a film composer.

MGMO Pictures is giving folk musician with a motion picture entitled "Hootenanny," which will feature singers Johnny Cash, Judy Henske, Shob Wooley and Bobo Lewis. Freddy Karper has been signed as musical director for the Sam Katzman production.

BARRY KITTELSON

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Headliners at the Villages Vanguard through this week are the new Mills Davis Quintet and Blossom Dearie. Connie Francis opens at the Freedomland (11) for a week. Featured this week at the Freedomland Hootenanny will be Lead and Travis, the Phoenix Singers and Jan and Sylvia. Oleta will concertize Friday at the New School. Timi Yuro and comic George Lindsey will be the bill of fare which opens (11) at the Copenhagen. Dolores Rees follows Eddie Fisher into the Americana Hotel... Ol' Blue Eyes will be in Spring Lake, N.J., at the Royal Manor for 10 days, opening July 11... Ted Thompson opens a week-long engagement, July 8, at the Royal Arrow, Cape May... Sum Cooke will be at the Club Har- ron in Atlantic City from July 11 through July 22... Jimmy Jones and Bill Dowdy are appearing at the Cafe au Choc Choo Collins holding forth at the Living Room.... On July 6, Scotty Moore returns to the Persian Room.... Following her Newport Jazz Festival engagement, Nancy Simone will head up the sets at the Village Gate... She also features Sonny Terry and Brownie Mc- Ghee... Jackie Mason will play the McPhee Long Branch on the weekend.

SOUTH

Peter, Paul and Mary will put the Casino in Virginia Beach this weekend... Conway Twitty opens July 12 at the Palm Club, Lexington, Ky. , Fea- tured at the Vapors Club, Hot Springs, Ark., this week will be Joni Mitchell

MIDWEST

Elia Fitzgerald will be the feature June 30 at the Blackhawk, Chicago, this week... Phyllis Fisher opens July 2 at the Drury Lane, Chicago, for a month.

WEST

Barbara Streisand is currently making her Las Vegas Festival debut at the Riviera... Cal Tjader will be playing at the Blackhawk, San Francisco, through July 21... Eddie Fisher opens July 2 at the Desert Inn, Las Vegas, for a one-week engagement... Addis and Cooke complete their two-week engagement at the Troubadour in Los Angeles on July 14... The Count Basie aggregation will play one-nighters this week at an open-westend club... (9), the Lamplighter Club, Dodge City, Kan. (10); the Vail- Air, so long he must be known at the Holiday, Chicago (14).

GERTRUDE BERG (about a new musical she is writing herself for herself): "People ask me if I can sing. My answer is plain and simple. If Rex Harrison can sing, I can sing."

Tory Character in a Herbick cartoon (about that British throne): "Perhaps Mac might be glad to have some old, tired horse back in the government again."

Sophie Tucker (talking about the musical based on her life which lasted only six performances): "Man, I've taken enough losses longer than that."

Comie Mel Brooks (on what is funny): "Tragedy is: I'm my finger—comedy is if I fall in the basin!"

Sports Fun (on the new Si- natra): "Frank hasn't had a fight in years. I hope his song will be managed by Cis D'Amato."

LITTLE STEVIE WONDER

PERSONAL MANAGER:
International Talent Management, Inc. (T.M.I.), Detroit.
REAL NAME: Stevie Wonder.
AGE: 12.
HOME TOWN: Detroit. EDUCATION: Now in fifth grade.
HOBBIES: Stevie has a walkie-talkie, and wants to be a ham operator. BACK- GROUND: Stevie began playing piano and harmonica at age five. Though blind from birth, his handicap wasn't what it came to developing his talents. At his premiere performance at Detroit's Latin Quarter he sang, played harmonica, bongos, piano, organ and drums. Stevie has the attention of Tamla-Motown Records, which he visited the home of Ronnie White, a member of the Miracles, to play with Ronnie's kid brother. When Ronnie heard Stevie sing and play the harmonica, he introduced him to Brian Holland, Tamla's A&R director. Stevie had some success with his first Tamla release, "I Call It Pretty Music," but his singles since have been a real smash. Stevie lives with his mother, three brothers and a sister.

LATEST SINGLE: After only four weeks on Billboard's Hot 100, "Fingertips"—Part II, is No. 11.

LATEST ALBUM: "That 12-Year-Old Genius, Recorded Live."

ESSEX (Kodakette)

NAMES: Walter Vickers, Rodney Taylor, Bud Hill, Rudolph Johnson (not in pic- ture) and Anita Humes.
HOME TOWNS: Vickers, New Brunswick, N.J.; Taylor, Cory, Ind.; Hill, Prince- ton, N.J.; Johnson, New York. Anita Humes, Harris- ton, Pa. AGES: The boys, 21; Anita, 22. BACK- GROUND: The Essex is a group of four guys and a girl, all members of the United States Marine Corps. The group was started by Walter Vickers and Rodney Taylor, who met while stationed on Okinawa. When they came to incumbent Lejuene, N.C., they recommended the Essex to their group. The foursome worked at perfecting their sound, but not until they heard Anita Humes singing at an NCO club and asked her to join them were they satisfied with their group. On a short leave from Camp Lejuene the Essex decided to make the rounds of the record companies. Their first and only stop was to the team went to Rodeoletta, they recorded their first two sides, including "Easier Said Than Done." The record was released and met with a smash hit. The Essex plan to serve out their respective enlisted terms and then to continue in show business.

LATEST SINGLE: "Easier Said Than Done" is No. 1 on Billboard's Hot 100.

LATEST ALBUM: Their first album, "Easier Said Than Done," has just been released.
We have designs on the future. This is but the first.
THE HEAT'S ON!

RING OF FIRE
THE BEST OF JOHNNY CASH

THE REBEL—JOHNNY YUMA
BONANZA!
THE BIG BATTLE
REMEMBER THE ALAMO
TENNESSEE FLAT TOP BOX
RING OF FIRE
I'D STILL BE THERE
WHAT DO I CARE
I STILL MISS SOMEONE
FORTY SHADES OF GREEN
WERE YOU THERE
(When They Crucified My Lord)
(There'll Be) PEACE IN THE VALLEY
(For Me) — With the Carter Family

A COLUMBIA RECORDS BEST SELLER
SPECIAL MERIT PICKS

POD SPECIAL MERIT
Maurice Chevalier
Time C 2072 (5)

This album, recently recorded in Paris,Persons, and Les chansons de lamarre, is a
most enjoyable. The songs are mostly
French, with some in English. The
performances are delightful.

POP SPECIAL MERIT
The Boys From Syracuse
New York Cast. Capitol T 1929

This self-Broadway revival of the old (1949)
Broadway hit was given a fresh
production, with John Raitt
assuming the lead role. The music was
written by Richard Rodgers and Oscar
Hammerstein II.

POP SPECIAL MERIT
Film Music From France
Various Artists. Philips CS 6351

This album presents a selection of
French film music, including
works by Henri Sauguet, Darius
Milhaud, and other composers.

Jazz Special Merit
Jazz Festival. Vol. 2
Various Artists. Imperial LP 9228

This album contains performances
during the 1961 Newport Jazz Festival,
featuring various jazz artists.

PIANO SPECIAL MERIT
Ezio Bosso.
Decca DL 537

Bosso was a leading Italian pianist and
composer. This album features his
work as a solo pianist.

Folk Special Merit
The Kings Of The Alpujerra.
Vol. 2
Nefertiti W 3080 (5)

This album presents traditional
music from the Alpujerra region of
Southern Spain, performed by
various artists.

Religious Special Merit
Saxophone Special Merit
Mozart Favorites
Ben Zion Shenker.
Naghamah NRS 1203 (5)

This album features arrangements of
Mozart's works for saxophone and
trio.

International Special Merit
Fernanda Maria
Menuet MFS 296 (5)

Fernanda Maria's album features
arrangements of French
classical and traditional music.

SAX SPECIAL MERIT In A German Beer Garden
Various Artists. Fontana HR 37316 (m); SRF 43741 (S)

This album presents traditional
German beer garden music,
performed by various artists.

AMERICAN RECORDING COMPANY

ALBUM REVIEWS

Every album reviewed below is rated by
Billboard's Review Panel, and all other
LPs are listed within its category of
garde.

THE BALLAD OF GEORGE WASHINGTON

Chadrin, Phillips 45761 (S)

This album features a ballad
written by Appleton, with
arrangements by
Chadrin and performed by
various artists.

Chadrin, Phillips 45761 (S)

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Chadrin and performed by
various artists.

Chadrin, Phillips 45761 (S)

This album features a ballad
written by Appleton, with
arrangements by
Chadrin and performed by
various artists.

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JULY IS THE MONTH TO CELEBRATE THE IV (GEORGE HAMILTON IV, OF COURSE!)

IT'S EXPLODING EVERYWHERE! ORDER TODAY!

RCA VICTOR

www.americanradiohistory.com
NEW YORK CAST
RICHARD YORK presents
THE BOYS FROM SYRACUSE
A MUSICAL COMEDY

Music by
RICHARD RODGERS
Lyrics by
LORENZ HART

Book by
GEORGE ABBOTT

with
ELLEN HANLEY
DANNY CARROLL
CATHRYN DAMON
STUART DAMON
CLIFFORD DAVID
JULIENNE MARIE
KAREN MORROW
RUDY TRONTO
MATTHEW TOBIN

CHRISTOPHER HEWETT
BOB HERGET

Production Staged by
Choreography and Musical Numbers
Staged by
Guy Kent
Herbert Senn & Helen Pond

Costumes by
Larry Mucker
Petra Mat
Wendy Margett

IT'S A WINNER:
"The Boys From Syracuse"
AND IT'S ON CAPITOL!

This is the smash hit of the off Broadway season! The Boys From Syracuse has
won the DRAMA DESK VERNON RICE AWARD for the outstanding
achievement off Broadway, the DANIEL BLUM THEATRE WORLD
AWARD for the outstanding new personalities Stuart Damon and Julienne
Marie, the OBIE AWARD for the best musical production, and these great
reviews.

SEE YOUR CRDC REP FOR SPECIAL TERMS TO KICK-OFF SALES ON THIS GREAT ALBUM!

"Oh joy, oh rapture—oh Rodgers and Hart!...the
show bursts with song and moves with melody."
—JUDITH CRIST, NEW YORK HERALD TRIBUNE

"The magical songs of Rodgers and Hart ring out
in all their glory...You won't find a more agreeable
and diverting evening anywhere off Broadway and
too rarely on Broadway, for that matter, this season."
—JACK THOMPSON, NEW YORK MIRROR

"Rodgers and Hart were at their peak when they
wrote the beguiling score, and this amazingly
talented company plunges into each number as if
it had been written yesterday—for them—by the
legendary team."
—PAUL GARDNER, NEW YORK TIMES

"...one of the rowdiest and liveliest shows around
...memorable songs...a score that is without a
blemish."
—FRANCES HERRIDGE, NEW YORK POST

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BY POPULAR DEMAND:

TOVARICH

AND IT'S ON CAPITOL!

At the Majestic Theatre in New York, Vivien Leigh, this year's Tony Award winner, and Jean Pierre Aumont star in Tovarich. And all across the country, people who know these two great stars from the motion picture screen now want to hear them in this bright new musical... on Capitol's original cast recording.

“Vivien Leigh is incredibly beautiful, incredibly graceful and incredibly charming, and she would distinguish any musical in which she appears. But 'Tovarich' is a distinguished musical in its own right.”
—John Chapman, Daily News

“Vivien Leigh is one of the Crown Jewels. She and Pierre Aumont cast a personal glow over a handsome, friendly and affectionate show.”
—Walter Kerr, Herald Tribune

"'Tovarich' is a fun show which should delight the legion of Vivien Leigh and Jean Pierre Aumont fans. Miss Leigh is completely captivating and Jean Pierre Aumont admirers should be thrilled to know that their idol is as charming as ever. First nighters rocked the Broadway's rafters with spontaneous applause!"
—Robert Coleman, Daily Mirror

"If you remember Vivien Leigh as Scarlett O'Hara or Julia or Cleopatra, you know that she's a beautiful woman and a gifted actress. Now she makes the transition into musical comedy with the greatest of ease."
—Howard Taubman, N.Y. Times

The entire score of "Tovarich" is published by Piedmont Music Company, Inc., a member firm of Edward B. Marks Music Corporation, 136 West 52nd Street, New York 19, New York.

SEE YOUR CRDC REP FOR SPECIAL TERMS TO KICK-OFF SALES ON THIS GREAT ORIGINAL CAST ALBUM!
NEW YORK — Dealers and buyers of classical records can expect a whirlwind of new, unusual, and international diversity in product from Decca's Classical Gold Label Division, the label which until last December had its standard and warhorse repertoire supplied by Deutsche Grammophon, has been going it alone against competition for several years. A product that is fresh and exciting for them is the label's a.k.a. head, Hal Horowitz, has been following for some years.

Horowitz does not discount the importance DGG material played in helping Decca's classical catalog. But the label has determined that its strength really lies in its capacity for neglected works, outstanding performances, well-known works, or unusual combinations of both. In each case a preliminary listening of the recording will apply to the classical connoisseur.

Tullian Segovia

Typical of this story is the label's biggest selling artist, Andres Segovia. He was signed, recorded, and promoted by A. & M. Records, and now is under the same roof. Segovia's impact was such that he alone sparked a world of classical guitar. It is interesting to note that so many recordings are active in the catalog. None has been discontinued.

When Decca decided on its policy of replacing classical and opera recordings, it allied itself with musical institutions and the potential of past supply unique material. One of these organizations was the New York Pro Musica, which, when it was signed six years ago, was in its third production. The group has since resurrected medieval musical works for chamber orchestra and choirs.

Under the aegis of Noah Greenberg, Pro Musica has recorded a wide variety of past musical ages on Decca. The hit Decca release of the opening of "Daniel," the first LP received by Decca with the group.

Novek Group

In the future Decca will record a most unusual musical instrument group, which Greenberg calls "a wind band." He has also signed the Abney Singers, An organizer and promoter in Chicago, who is an organizer and promoter in Chicago, has been given an sizable order for classical recordings under the label. Decca Records, due to its long experience and musical ability, has been paid to create symphonic ranges for the first time. The label has been received a new contract by the Chicago Symphony Orchestra, and the future of the group is bright. Decca is now in a position to compete with other major labels in the classical field.

A MUSICIAN'S MUSICIAN

By BARRY KITTLSON

NEW YORK—Few artists get such consistent praise and admiration from audiences, critics and fellow musicians as American bass-baritone William Warfield. His vocal and musical talents are usually the first to be sung as his voice is heard in the Musical Courier which so successfully observed his work. In the past 10 years, Warfield has established himself as a major figure in the classical world, and has appeared in leading roles in major opera houses. His work has been heard throughout the United States and Europe, and has earned him the title of cultural ambassador.

This past year, Warfield has performed with a wide variety of orchestras, and has appeared as a guest artist with many of the top musical organizations in the country. He has also been featured in a number of television and radio programs, and has recorded several albums for major labels.

Warfield's repertoire is broad and varied, with a particular emphasis on works by African-American composers. His performances have been widely praised for their sensitivity and emotional depth, and he has received numerous awards and accolades for his contributions to the field of classical music.

As a member of the Metropolitan Opera's roster, Warfield has been praised for his roles in works such as "Der Rosenkavalier," "The Magic Flute," and "Turandot." He has also been a frequent guest artist with the New York Philharmonic, the Boston Symphony Orchestra, and the Los Angeles Philharmonic, among others.

Warfield's commitment to education and community service is well-known, and he has been a passionate advocate for the arts in his home state of Texas. He has served as a visiting professor at several universities, and has been a frequent speaker and performer at events and conferences.

In addition to his work as a performer, Warfield is also an accomplished teacher and mentor, and has trained and mentored many young artists in the field of classical music.

Overall, William Warfield has made significant contributions to the world of classical music, and his influence and legacy continue to inspire and influence new generations of musicians today.
The McGuires’ first single on Reprise is a notable pairing of two unusual songs.

*CORDIALLY INVITED
b/w *SUMMERTIME (is the time for love)

It presents the girls in rare mood and style...making the most of refreshing lyric and melodic material.

Pre-release comment indicates this just might prove to be one of the most spectacular McGuire Sisters singles of this (or any) year.

*R-20,197/REPRISE RECORDS • 1347 CAHUENGA BOULEVARD • HOLLYWOOD 27, CALIFORNIA
Canada's First C.W. Conclave August 30-31

TORONTO—Plans are under way here for Canada's first national convention of country and western broadcasters to be held at Toronto's King Edward Hotel August 30-31. The convention is slated to get under way Friday night following a one-hour get-together party convened after that of the annual convention held in Nashville.

On Saturday a series of workshops and panel discussions are scheduled, with prominent recording and broadcasting executives taking part. The convention will close Saturday night at Maple Leaf Gardens with a mammoth western show featuring 11 top country-music names, including Faron Young, Skeeter Davis, Stonewall Jackson, Carl and Pearl Butler, Billy Walker, Lefty Frizzell, Webb Pierce, Minnie Pearl, Bill Anderson and Carl Smith. The mammoth show will be Long Bill and a group of top-billed western stars. Joe Forster, news editor, CHIQ Radio, Hamilton, Ont., is handling convention arrangements.

HOLLYWOOD—Dee Jay Shane Wilder, formerly of Nashville's Los Angeles business manager Herb Warnes have formed Wil-Mar Records Productions, with offices at 1719 North La Brea here, to engage in the making of masters for sale to overseas labels. First label to be released is "Don't Cry," by the Los Angeles label. Meanwhile, Wilder continues with his daily four-hour syndicated show, "Midnight on Music," now heard on 38 radio stations.

The Most Talked of Song of the Year

Ernest Ashworth's "TALK BACK TREMBLING LIPS"

"Teddy" Nickels 1214

"TEENAGE LETTER" Jerry Lee Lewis

"SEASONS OF MY HEART" Sun 9304

Jerry Lee Lewis

Linda Gill Lewis

Sun Records

459 Madison

Memphis, Tenn.

COUNTRY MUSIC CORNER

By BILL SACHS

George Kent, whose new release, "I Got Hurt All Over Me," is reported kicking up excitement here has released his work of the Wil-Helm Agency, Nashville. Under exclusive management with Kathy Dee, managed by Reed Davis, of B-W Music, Inc., Woodruff, Ohio, Wednesday (10) closes this extended promotional tour of the South. Her next UA release is canned for late this month. Some 6,000 people saw Station KRAK's fourth country music spectacular recently at the Municipal Auditorium, Sacramento, Calif. Promoters of the event were Johnny Cash, Flatt and Scruggs, Faron Young, the Carter Family, George Jones, Delia Lynn, Grandpa Jones and Georgia Riddle. KRAK general manager Dick Haynes emceed the proceedings. The next KRAK spec, scheduled for September, will be a gospel concert featuring the Blackwood Brothers and the Statesmen Quartet.

Grammer Joins Cody Circus

NASHVILLE—Decca artist Billy Grammer will join the Cody Pioneer tour held in Jackson, Tenn., July 24-27. Sunny Lee O'Tulme, who is touring on several of the smaller labels, has teamed with her brother, Little Mike, for a dust release on Shanendoah Records. Sides are "Goodbye, Kisses," penned by the late Cowboy Copas, and "Queen of the Back Street Bars," written by Bobby Batey, who also records for Shanendoah.

Hilda Young, wife of Faron Young, and their two sons, Damon and Robbin, are in the field for Hilda's parents. They will be joined there July 18 by Faron, who is set for dates in Europe through August.

Sunny James shows his wares at a busy four-day stand in Armaillo, Tex., 19, and Big Spring, Tex., 20. Minnie Pearl is routed for Agola, Ind., July 14; the fair at Alexandria, Ky., July 20, and Dunkirk, N.Y., July 25... Joe Sweat, of Associated Press rep in Nashville, has been commissioned to write a music column to run weekly in a string of newspapers carrying the AP service.

JIM GEMMILL Productions, released its first country music package, featuring Wilma Lee and Stoney Cooper, with a CINCH MOUNTAIN GANG, the "Gran Ole Opry," and Shirley & Shirlene Lyric Theater, Richmond, Va., plus Roberta Jackson, who has booked JIM EAMES and the Shanendoah Valley Boys for September dates in Albemarle, N. Y., August 18.

Quentin (Reed) Welty, president of B-W Music, Inc., Winton, Ohio, writes from Hawaii, where he has been vacationing:

"Country music is making a slow but steady climb in Hawaii. Most of the island's radio stations are report- ing increasing popularity of c.d.w. music here is due almost exclusively to the efforts of one station—John Livingston, PD of Station KARU in Wahiawa, near Honolulu. It was interesting to sit in with John, Hal Bandy and others, and see how they put the c.d.w. sounds over the air and see an almost swapped phone line as listeners called in requests by the hundred. The really significant thing is that calls come not only from the military personnel, but from island civilians of all nationalities from the outer Islands as well."

Skeeter Davis plagued her latest releases in showings at Montgomery, Ala., July 12; Jacksonville, Fla., 13, and Mobile, Mo., 27... Billy Grammer and Faron Young are teamed for personal appearances at Bilings, Mont., July 12; Coeur d'Alene, Idaho, 13; Packwaukee, Wis., 14; Portland, Ore., 16; Besse, Idaho, 20; Kellogg, Idaho, 17, and Kalis- pell, Mont., 20.

EARL SCRUGGS, left, displays some of the titles that he and Lester Flatt received during the Tennessee Day in Sports, Tenn. Lester shows key to the city that was presented following Fowler's handsome.
great new sound!
“Janie is Her Name”
Roger Williams
K-533

everybody's pick...
already breaking big in
San Francisco, Cleveland and Miami
“Saturday Sunshine”
Burt Bacharach
K-532

the hit that has the whole business buzzin'
“It Hurts to be Sixteen”
Barbara Chandler
K-542

third hit in a row
“Dum Dum Dee Dum”
Johnny Cymbal
K-539

exclusively on Kapp Records
R & B ROUNDUP

By NICK BIRO
(Chicago Office)

Chicago may be the scene for the next heavyweight championship of the world, WYNR. Bruce Brown has thrown out the gauntlet to rhythm-slaugher Canadian Clay. Bill Stewart, the Mc-
London Corporation's managing partner, said WYNR, was slated to go to Louisville over the weekend to meet with Cassius and his managers to iron out the details. If all goes well, Clay and Brown will do an air show that should be one of the year's zanest. Credit the whole thing to Stewart, one of radio's top idea men. It all started with a wire sent by Bruce to Cassius: "What you are to boxing, in your estimation, I am to radio, in my estimation.

JAMES BROWN challenged Jackie (Moms) Melby to a checker tournament while the two were on a recent East Coast theater tour. It ended in a draw.

Ye, Ye, Ye Baby. 'THIS IS THE END' by
The Fabulous BESSENNON 100
BIG EASTERN BREAKOUT
Nationwide Distributed by
RITCO RECORDS
604 Tenth Ave. LT 1-4576

BRAND NEW GREAT POTENTIAL MAMA WON'T YOU TURN ME LOOSE B/W SO LONG—GOODBYE SUGAR BOY & THE SUGAR LUMP PEACOCK 1935 DUKE-PEACOCK

"MAM'S TEMPTATION" by
Gene Chandler
Vee Jay #556

"THORN ON JUANT"
CHICAGO — "Today's Best Hits" by Clebanoff on Mercury is the subject of a 12,000-mile promotion launch this month by Don Thorn, Clebanoff's personal manager. There will be one on the road some six weeks visiting rack jobbers, record dealers, one-star and radio stations. Clark Diamond, Mercury promotion manager, said the album is starting to get good top-40 play in the South and is already rated in the top three in New Orleans.

Coast NARAS To Elect Board

HOLLYWOOD — The Los Angeles chapter of the National Association of Recording Artists and Sciences will elect 21 new members to its board of governors, replacing those whose terms expire next month.

Classifications and candidates for election are vocalists and singers: Clark Burroughs, Evangelist Camerinich, Bill Cole, Marilyn King, Salii Terry; leaders and conductors: Allan Ferguson, Doublet, Bob Florence, Rene Hall, Jimmy Haskell. Also, a. d. r. Leaders and conductors: Charles Dunn, Jackie Nile, Dave Pelt; Neely Pumph; Irving Townsend; and reportee: J. W. Alexander, Alan Bergman, Mack David, Billy Darrell, Jerry Diamond, and others: Columbia, Thorn, CarolMeans, Thorn, Nathorner; instrumentalists and musicians: Billy Betts, Red Callender, Von Peppermint, Tus

Mercury Re-Signs Clyde McPhatter

CHICAGO — Clyde McPhatter, popular vocalist, was re-
signed by Mercury Re-Signs last week to a long-term contract. Irving Green, Mercury presi-
dent, announced that the negotiations were handled by Shorty and George, and the negotiations

Pat Opens Offices

HOLLYWOOD — Indie promotion vet Stan Patacky has opened offices this week at 7641 Hollywood Boulevard. Pat is bringing record promotion for Henry Manin, Al Hirt, Norman Litt and Goodfellas, the Page Seven (all RCA Victor artists), Roland Kirk, Hank Ball and Tommy Makem (Columbia) and Oscar Brand (Electra).

Pat recently completed a four-year stint with RCA Victor as Midwest promotion manager from 1959 to 1962 and West Coast promotion manager for the past year.
A PUBLIC APOLOGY
FROM: ART TALMADGE AND LLOYD LEIPZIG
UNITED ARTISTS RECORDS

WE'VE BEEN SO BUSY SHOUTING ABOUT
OUR CURRENT HIT!
THE MOST WIDELY
AWAITED ALBUM
OF THE
YEAR!

AND BOASTING ABOUT OUR JUST-RELEASED
BLOCKBUSTER!
sauciest
album of
the year
from the
sauciest
film of the year
Andre Previn conducts
his great original motion
picture sound track!

WE'VE COMPLETELY OVERLOOKED
THE ALBUM SLEEPER OF 1963

"A BRILLIANT
MUSICAL
SCORE"
BOSLEY CROWTHER
THE NEW YORK TIMES

P.S. 25,000 COPIES
SOLD LAST WEEK!

"MONDO CANE"
MUSIC BY RITZ ORTOLANI AND NINO OLIVIERO

ORIGINAL MOTION PICTURE SOUND TRACK ALBUM
"A BRILLIANT
MUSICAL
SCORE"

all on the famous label...

UNITED ARTISTS
RECORDS
the proudest name in entertainment

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tbody>
<tr>
<td>1</td>
<td>5 15</td>
<td>EAGLE THREW THE CORD</td>
<td>6</td>
</tr>
<tr>
<td>72</td>
<td>80</td>
<td>CANDY GIRL</td>
<td>10</td>
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<tr>
<td>73</td>
<td>73</td>
<td>TEARS OF JOY</td>
<td>10</td>
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<tr>
<td>74</td>
<td>63</td>
<td>DAD'S A GIRL</td>
<td>10</td>
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<tr>
<td>75</td>
<td>67</td>
<td>SHAKES A CANDY GIRL</td>
<td>10</td>
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<tr>
<td>76</td>
<td>67</td>
<td>ROCK ME IN THE CRADLE OF LOVE</td>
<td>10</td>
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<td>77</td>
<td>73</td>
<td>YOU TOLD ME</td>
<td>10</td>
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<td>78</td>
<td>88</td>
<td>WISH I COULD BE WITH YOU</td>
<td>10</td>
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<tr>
<td>79</td>
<td>88</td>
<td>DON'T BE MEAN TO ME</td>
<td>10</td>
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<tr>
<td>80</td>
<td>88</td>
<td>SOMEWHERE</td>
<td>10</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

101. BREAKAWAY
102. A LETTER FROM SALLY
103. LOVE WITH THE RIGHT PERSON
104. KENTUCKY
105. IF YOU DON'T COME-back
106. RUNNIN' TROUBLE
107. CARRY ME AROUND
108. COME THROUGH
109. TWIST OF FATE
110. COME TO MAMA
111. SLOW DOWN AND TELL ME
112. CAN'T STOP LOVING YOU
113. MORE THAN LOVE
114. BILLY COME TO MAMA
115. PRAISE THE LORD AND PASS THE AMMUNITION

**ADDITIONAL INFORMATION**

- This chart is based on surveys conducted in newspapers, juke boxes, and other entertainment venues.
- Each entry indicates the position of the song on the Billboard Hot 100 Chart for the week ending July 13.
- Indications include: #1, #2, etc.; various symbols indicating position.
- The chart includes artists, titles, and labels for each song.
the nation's best selling records

BEST SELLING SINGLES!

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

NEW RELEASES

#16503 Apology At Bedtime / Musings Of A Father ........... Dick Whittinghill
#16501 The Three Little Pigs ..................................... John Buzon Trio

BEST SELLING ALBUMS!

DLP 3534 Tie Me Kangaroo Down, Sport                   PAT BOONE
DLP 3529 The Andrew Sisters Present ......................... THE ANDREWS SISTERS
DLP 3523 Sukiyaki .................................................. BILLY VAUGHN
DLP 3522 Hot Pastrami ............................................. THE DARTELS
DLP 3516 Pipeline .................................................. THE CHANTAYS

DLP 3515 Gravy Waltz .............................................. STEVE ALLEN
DLP 3510 1963's Early Hits ........................................ LAWRENCE WELK
DLP 3501 Pat Boone Sings Guess Who? ....................... LAWRENCE WELK
DLP 3499 Waltz Time ................................................. BILLY VAUGHN
DLP 3497 1962's Greatest Hits ................................ BILLY VAUGHN

DLP 3481 The Lennon Sisters' Favorites ...................... THE LEBLOND SISTERS
DLP 3485 A Swingin' Safari ........................................ BILLY VAUGHN
DLP 3458 Baby Elephant Walk .................................... LAWRENCE WELK
DLP 3457 Pat Boone's Golden Hits ............................. BILLY VAUGHN

DLP 3453 No One Will Ever Know ................................. JIMMIE RODGERS
DLP 3452 Great Golden Hits ....................................... THE ANDREWS SISTERS
DLP 3447 12 Great Hits In Ragtime ......................... JO ANN CASTLE
DLP 3453 The Wright Touch ...................................... GEORGE WRIGHT
DLP 3433 My Midnight Prison / Mr. Bass Man .......... THE ANDREWS SISTERS
DLP 3412 Moon River ................................................. LAWRENCE WELK

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.


www.americanradiohistory.com
# Billboard Top LP's

**FOR WEEK ENDING JULY 13**

## 150 BEST SELLERS—MONAURAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>Chart No.</th>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>Days of Wine &amp; Daisies</td>
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<td>1</td>
<td>1</td>
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<td>2</td>
<td>Born Free</td>
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<td>2</td>
<td>3</td>
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<td>3</td>
<td>Ring-A-rosy</td>
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<td>4</td>
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<td>4</td>
<td>West Side Story</td>
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<td>5</td>
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<td>5</td>
<td>The James Brown Show</td>
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<td>6</td>
<td>Lawman of Arabia</td>
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<td>7</td>
<td>White Christmas</td>
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<td>8</td>
<td>Vaughn Meader &amp; the First Family</td>
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<td>9</td>
<td>I Left My Heart in San Francisco</td>
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<td>10</td>
<td>Time of Your Life</td>
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<td>The Concert for Japan</td>
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<td>Goodnight, My Love</td>
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<td>How Great Thou Art</td>
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<td>My Sol, the Fool's Song</td>
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<td>Love Theme from Spartacus</td>
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<td>16</td>
<td>Theme From Spartacus</td>
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<td>Theme From Spartacus</td>
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## 50 BEST SELLERS—STEREO

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<th>No.</th>
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GARY CLARK
Star of NBC-TV's "The Virginian" sings
ONE SUMMER
IN A MILLION
(Theme from)
THE VIRGINIAN
DECCA 31511

PETER DUCHIN
& His Orchestra plays
AURA LEE
HAIFA CONCERTO
DECCA 31515

BILLY GRAMMER
sings
LONESOME LIFE
LOVE GETS BETTER WITH TIME
DECCA 31514

JOHNNY & JACK
sing
SMILES AND TEARS
LOVE PROBLEMS
DECCA 31517

EDDIE LAWRENCE
With the Funniest Record of the Year!
METS PHILOSOPHER WE LOVE YUH METS
CORAL 62367
A TRIO OF HITS
from the
AMERICAN GROUP
LONDON

Chartsville!

ACE CANNON
COTTONFIELDS
HI - 2065

The U.S.A. has been invaded...by this smash

THE RAN-DELS
MARTIAN HOP
CHAIRMAN - 4403

Smash in R&B field in the south

JOE TEX
SOMEONE TO TAKE YOUR PLACE
DIAL - 3013

A BREAKOUT
SINGLES

** NATIONAL BREAKOUTS **

SCARLETT O'HARA... Bobby Origgio, Epic 9001 (Regent, BMI) (Buffalo)

WHERE IS JOHNNY NOW... Sapoppie, Swan 4143 (Mill & Ronge-Tilman, BMI) (Detroit)

GROOVY BABY... Billy Abbott, Parkway 874 (Cameo-Parkway, BMI) (Memphis-Nashville)

PLEASE DON'T TALK TO THE LIFEGUARD... Diane Ray, Mercury 72137 (Jox, ASCAP) (Houston)

RATS IN MY ROOM... Joey & Danny, Swan 4174 (Jores, BMI) (Buffalo)

POP SPOTLIGHT

NEIL SEDAKA
THE DREAMER
(Rondam, BMI) (2:34)/
 RCA Victor 5209

LOOK INSIDE YOUR HEART
(Rondam, BMI) (2:00)/ RCA Victor 5209

The group behind Neil Sedaka's smash through with this second hit. "Dreamer" is a lovely appeal to a singing baby and a smash through with two slick sides that are in the contemporary mold. "Heart" is a lovely appeal to a singing baby and a smash through with two slick sides that are in the contemporary mold.

JOEY DANCE
DANCE, BOATMAN DANCE
(Sophi, BMI) (1:15)/ Command 4034

A new pop-folk group, the Robert de Cormier Singers, have on this label with lush, attention-getting readings of a pair of deliriously tender songs that could make it in the pop field. "Dance" is based on a rural folk tune, while the other is in the spiritual groove, strong dixieland.

RUBY AND KATHY
LET ME WEAR YOUR LITTLE BAND OF GOLD
(London-Built, BMI) (2:20) /King 5771

Here's a clever answer to the recent hit by Janes & Novak. Featuring a country-geek duet with rustic, hill-billy harmonies, telling the tale of self-indulgent love, the intimate songs, like the original, are subtle here. Watch this one in pop areas too. Flip is "Heartaches, Heartaches" (Globe-Southern, BMI) (2:10).

COMEDY SPOTLIGHT

JÖSE JIMENEZ
JOSÉ AND CLEOPATRA

The Merit Panel, BMI) (2:13) /Ascot 32009

Here's an impression new charmer with strong vocals of both Neil Sedaka and Bobby Vee. The tune is a brief one, done with a solid arrangement and handled with good direct track effects. Definitely worth watching which is "All Nighter" (Blackwood, BMI) (2:13).
SKEETS MCDONALD

CALL ME MR. BROWN
(La Jazz, BMI) (2:56)

THIS OLD BROKEN HEART

[Le Jazz, BMI] (2:47)-Columbia 45007

One of the most effective pairings for the charter and he bond so tight.I hear you're taking on or "For God You Don't Know Me" theme, while the flip is a warm deliver. Strong was both ways.

SPCL MERIT SPOTLIGHT

POP DISC Jockey PROGRAMMING

BIL McELHINNEY ORK

DOWN YONDER

(LaRelle, ASCAP) (1:16)-BMI 19126

Here's a bright, pop-styled bluescraft offering with the happy sound of horns applied to the familiar style and neatly adapted by olegrs. It's a two-sided flip that makes refreshing program fodder for many stations. The flip is "At the Cumberland Gap" (Herrenst, ASCAP) (2:15)

SPCL MERIT SPOTLIGHT

POP DISC Jockey PROGRAMMING

PEGGY LEE

GOT THAT MAGIC

(Berlin, ASCAP) (1:43)

A DODDLIN' SONG

(Marvel, ASCAP) (2:04)-April 26

The wonderful Miss Lee has two vastly contrasting sides here with the first a stilted, the other a charming, de-lightful kind of swreter, de-stined with such lovely activity, flip is a neat, moody duet, far-soft, slow step. Either side makes mighty good listening.

FOUR-STAR SINGLES

The following are awarded new singles with sufficient commercial potential to merit that preceding their release. Order now and rack sellers handling that category.

JOBY AND DANNY

**** Rot In My House

(Paris & Ill) (1:26, 2:30)

9754-5

TERESA BREWER

**** Second Hand Rose (Panzer, BMI) (2:46) — *** Stand By (Gom funct, ASCAP) (2:51), PHILIPS 4028

LATTERS

**** Dance Party (Untaw, BMI) (2:35) — *** The Smoke (Untaw, BMI) (2:35), WORLD 1980

PRINCE GEORGE

**** I'll Be Loving You (Wood, ASCAP) (2:56) — *** E-Sail (Downtown, BMI) (1:14), EPIC 9018

JEROV HOLMES AND HIS ORK

**** Come On In My House (Universal, BMI) (2:30) — *** Your Soul (Universal, BMI) (2:30), UNITED ARTISTS 615

GLORIA BROWN

**** I'm Looking For My Baby (Joyce & Brands) (2:12) — *** I'm Gonna Just Tell You (Joyce & Brands) (2:12), PHILIPS 4028

SLIM WHITMAN

**** Down Home (Jim & Doug) Round (Town, BMI) (2:33) — *** Never (Keeter Corns, BMI) (2:30), COLUMBIA 4210

LOU MONTO

**** Real Cool (The Dallas Four) (Riverside, BMI) (2:30) — *** You've Got It (Riverside, BMI) (2:30), COLUMBIA 4210

DIMITRI TIOMKIN

**** There's a Feeling Theme (Little Time) (Bromfield) (2:20) — *** Move on Time (Bromfield) (2:20), COLUMBIA 4210

WALTER JACKSON

**** It Will Be the Last Time (Carpent,Time & Karten, BMI) (2:41)

**** Oooh Suzette (Juke Box) (BMI) (2:59), COLUMBIA 4282

BOOGER T, AND THE MG'S

**** Chinese Checkers (Raitt, BMI) (2:20) — *** I'm New (Reel, BMI) (2:46), STAX 27

VIC DANA

**** More (Marlco, BMI) (2:20) — *** That's When I'm Sorry (Mazur, BMI) (2:43), HOLLIDAY 61

NANCY AMES

**** An Ephemeral Bullet (Pots B. M. BMI) (2:20, 2:25), LIBERTY 25999

JAMES DARNER

**** Love in the Italian Streets (Luna, BMI) (2:05) — *** Gotta Gotta Gotta Gotta (Luna, BMI) (2:05), COLUMBIA 4282

GARY CLARKE

**** One Summer in a Million

(Thompson, BMI) (2:30) — *** Thank You Theme

(Thompson, BMI) (2:30), DECCA 3251

THE TEMPTATIONS

**** Farewell My Love (Boboje, BMI) (2:00) — *** I'll Be There (Boboje, BMI) (2:00), BMI 6773

WILSON PICKETT

**** I'm Gonna Love You (Pjorg-Strum, BMI) (2:10) — *** I'm Like a Lion (Pjorg-Strum, BMI) (2:10)

THE SUNSETTERS

**** Moonlight Cocktails (Brow, ASCAP) (2:27) — *** Sommevermore in Venice (Brow, ASCAP) (2:44), REAR-HEAT 2008

BILLY BLAND

**** From the Door (Marlco, BMI) (2:35) — *** Farmer in the Field (Marlco) (2:35), OLD TOWN 1163

BIG RUDY K

**** White Sunflowers and Bermuda Sherry (Lowery, BMI) (2:15) — *** Louisiana City (Lowery) (2:15), VICK JAY 550

LA LACE

**** Fever (Jar-Car, BMI) (2:17) — *** Over It Standard (BMI) (2:15), MERCURY 75413

KELLY GORDON

**** A Hungarian Record (Tele- vision, BMI) (1:15) — *** I'll Never Be Free (Caro, ASCAP) (2:40), MERCURY 75134

THE KNIGHT BROS.

**** Love (Can't You Hear Me)

(Johnson, BMI) (2:30) — *** Margaret (Johnson, BMI) (2:30), CHECKER 1649

JOE HARNELL

**** Red (Fannon, ASCAP) (2:35) — *** Come Away With Me (Fannon, ASCAP) (2:35), KAPP 951

JIMMY WILLIAMS

**** I Love You (Ballad) (Drali, BMI) (2:30) — *** I Love You (Ballad) (Drali, BMI) (2:30), COLUMBIA 4282

POLKA

LIL WALLY

**** Mosquito Polka (Kallman) (2:20) — *** I Want To Be A Bait (Kallman, BMI) (2:15), ARC-PARAMOUNT 16741

RAMONA KING

**** I Wanna Dance (Bragg, BMI) (2:15) — *** I Wanna Dance With You (Bragg, BMI) (2:15), EDDIE 6

SPIRITUAL

DIXIE HUMMERSGROVES

**** Another Day (BMI) (2:41) — *** If You Trust Him (BMI) (2:12), PEACOCK 1989

THE FIVE SINGING STARS

**** Let Me In (BMI) (2:14) — *** Let Me In The Moonlight (BMI) (2:14), PEACOCK 1989

JAZZ

ART BLEEK AND THE JAZZ MOONESTERS

**** Rockin' Soul, Silver (Giovanni, BMI) (2:12) — *** I Can't Control Myself (Giovanni) (2:12), EPIC 4261

LOU DONALDSON

**** Piece of Love (Glendora-Beardsley, ASCAP) (2:50) — *** Piece of Love (Remick, ASCAP) (2:50), BLUE NOTE 6167

(Continued on page 29)
FUN & BUSINESS CAN MIX, IRS SAYS DEDUCTIVELY

WASHINGTON — IRS has backed down a little in its final regulations on deductible entertainment expenses for businesses. Connections between the entertainment and the ultimate business results need not be as close as originally proposed: "Less immediate business expectations" can put the expense in deductible category, IRS now says.

Costs of tickets to shows and other entertainment can be treated as gift or entertainment expense, whichever gives the taxpayer the better break. Additionally, the business can shift gears on the categories any time within the taxable year.

When business and entertainment are mixed, the time spent on the business aspect of the evening does not have to be longer than the fun time. Also the entertainment can be on another day and does not have to immediately follow or precede the business talk.

Good-will entertaining has been stretched to cover not only those present who may have some actual or hoped for business connection, but anyone "closely connected" with a participant—such as a wife.

A business associate, under the amended rules, can now include the taxpayer's customer, client, employee, agent, partner or professional advisor "whether established or prospective."

New T & E regulations were technically effective as of January 1, 1963, but IRS says it will resolve all reasonable doubts in favor of taxpayers for expenses incurred between January 1 and July 31, 1963. A transition period for setting up entertainment expense recording has been extended to July 31.

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Nice Things Happening to Glory

CHICAGO—It all happened in a hurry for pretty, 17-year-old Diane Ray from Gastonia, N.C. First she was the unanimous winner over 110 acts in a talent contest sponsored recently by the Thoms radio chain.

Among the judges was Mercury's a&c. director Shathy Singleton, and Diane shortly found herself with a Mercury contract. Her single, "Please Don't Talk to the Lifeguard," was named a Pick Hit at KIMN, Denver, and KOLI, Omaha; a Battle Winner four nights in a row at CKEY, Toronto, and rated heavy air play at stations such as WMCA, New York.

WLTC in her hometown Gastonia played the record every 10 minutes for its entire broadcasting day June 10. Diane has also sold her own disk jockey show on WLTC, Monday through Friday from 3:05 to 4 p.m. She has also become somewhat of a local celebrity, last listed as guest of honor at a Gastonia Junior Chamber of Commerce dinner.

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CAEDMON TIES IN WITH BARD AT FESTIVAL

NEW YORK—Caedmon Records has effected a tie-in of its Bard play-recordings and the American Stratford (Conn.) Shakespeare Festival now under way.

The label has stocked a complete catalog of the recordings which are displayed and sold in the Festival theater lobby shop under the Shakespeare Recordings Society crest. The shop sells Caedmon's Shakespeare play sets exclusively.

In addition to the recordings, Caedmon is offering a special four-page folder listing all of the plays available free to festivalgoers.

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Del Medico To Smash

CHICAGO—Smash Records has named Joe Del Medico its Eastern regional promotion manager. The post was formerly held by Doug Moody, who doubled as promotion and a&c. director for Smash.

Charles Facht, Smash head, said that with the addition of Del Medico, Moody would concentrate his efforts in the a&c. field. Del Medico was formerly promotion manager for RCA Victor, covering the Baltimore, Washington and Virginia territory.

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Chet Ward Wheel in Jay Records

CHICAGO — Chet Ward, WTAQ deepjazz, is among the principals here in Jay Records, new label specializing in c&w and pop releases.

Ward serves an executive vice-president and a&c. director.

'8½' Track Out on RCA

NEW YORK — The original sound track album of Federico Fellini's latest motion picture, "8½" is being released by RCA Victor International, simultaneously with the film's U.S. premiere.

As he did for Fellini's "La Dolce Vita," Nino Rota, noted Italian composer, has written the "8½" score. The Fellini opus, which stars Marcello Mastroianni, Claudia Cardinale, Anouk Aimée and Sandra Milo, has already received press acclaim. The sound track album was recorded in Italy.

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SINGLES PAIR GOES GOSPEL

NEW YORK — One of the first pop gospel efforts to be recorded and released by currently hot singles artists is the Brunswick album, "Shake a Hand." It stars Jackie Wilson and Linda Hopkins. The LP includes such titles as "Swing Low Sweet Chariot," "He's Got the Whole World In His Hand," "Yes Indeed," "Down by the Riverside" and "When the Saints Go Marching In."

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Lou Monte Sues Leslie

NEW YORK — Lou Monte, Reprise recording artist, has filed a $530,000 damage suit in New York Supreme Court against Cy Leslie and Pickwick International, Inc., of Long Island City for the unauthorized use of his name and photo in connection with an album release entitled "Spotlight on Lou Monte." The suit also charges Pickwick with substituting another singer for Monte on all but three cuts in the album. The suit was released and is being merchandised as a low price album selling at 99 cents. The singer's manager, George Brown, told Billboard that he and Monte have received court orders from buyers of the album protesting the substitution of singers.

---

THE HITS ARE ON 20th CENTURY-FOX RECORDS!

A NATIONAL HIT

BEACH PARTY

by TEX AND THE CHEX

FOX 411

THE NO. 1 ALBUM OF 1963

PLAYS
CARNegie HALL PROgRAM TO HIGH FIDElITY

NEW YORK—High Fidelity magazine, Billboard's sister publication, will publish the programs for all cultural events taking place in Carnegie Hall in New York starting September of this year. The publication will include program annotations, articles on a wide range of subjects connected with music and the allied arts, pictures, spreads, and book and record reviews.

Karschner Takes Over Cap Midwest Post

PITTSBURGH — Rodger Karschner, manager of Capitol Records branch here, exits the post to take over duties as regional promotion manager for the label. Karschner, who will headquarter in Columbus, will promote the label's LP's and singles there as well as in Cleveland, Pittsburgh and Cincinnati.

Longhair Music Has Long Reach Into Radio Suburbia

WASHINGTON — Classical music on radio plays a strong role in reaching homes and women homemakers in non-TV areas, and has an effective reach over entire suburban areas with high income characteristics. These claims for the longhair music on radio were made by WGMS, Washington's "good music" station here, and are based on a market research study conducted by Pulse, Inc., in November.

Perry S. Ury, general manager of WGMS, says it is clear from the Pulse study that the sales role of the classical music station no longer be limited to institutional product advertising. As a complement to fill out TV advertising, classical music stations have importance to any TV advertisers who want total market saturation, says Ury, particularly in suburban areas where there is concentration of more educated and higher income audience who are not TV fans.

RKO General Broadcasting's National Sales is sending copies of the Pulse study to major advertising agencies and advertisers. A similar study of heavy radio listening by the higher income, non-TV viewer, with similar findings, was also made by the Capital Research at RKO General request, in Oct. 1962. Washington has highest concentration of professional people, highest percentage of college-educated TV ever cord of any city in the U.S., double its nearest competitor, San Francisco.

Pulse ratings of radio listen-
their 3rd smash single!

THE ROOFTOP SINGERS

"MAMA DON'T ALLOW"

ERIK DARLING
LYNNE TAYLOR
BILL SVANOE

B/W
"IT DON'T MEAN A THING"

VRS-35020
45 RPM

ORDER NOW
FROM YOUR VANGUARD DISTRIBUTOR

VANGUARD RECORDING SOCIETY, INC., 134 W. 14 ST., N.Y. 11, N.Y.
Seek New Methods In Brazil

By MAURICIO QUADROY
RIO DE JANEIRO — While record sales are coming down, Brazil's phonograph and record industry is growing and TV sales have been stabilized. Companies that are producing hi-fi equipment have three months stock on hand while they are four and a half months behind in phono deliveries. Production estimates for 1963 were 150,000 mono sets and 30,000 stereo sets, producing a total of $3,000,000 mon and $300,000 stereo.

Even more interesting figures concern record consumers: 27 per cent female and 73 per cent male; 32 per cent up to 25 years old.

Estimates are that there has been a 30 to 50 per cent fall in the general market; the record market has fallen 40 to 60 per cent in the last three months. This depressed state of business has been influenced strongly by the credit regulations established recently by the government.

The record industry seems unable to compete with other more powerful industries which are competing with the music market. Refrigerators, air-conditioning sets, which are fast moving items, have created a crisis. The need of advertising and promotion demand that the public be urged to buy records.

There are many here who believe that the manufacturers should join together and promote the record as an institutionalized product so that it must be created. It is also believed a new sales philosophy and new channels of distribution must be developed.

EMI Price Rise Effects Irish LP

DUBLIN — The increase in disk prices in Britain to offset higher postage, transport and management costs may be reflected here shortly, although the last price changes came into effect quite recently. A spokesman for a firm of wholesale distributors said that the increase would be passed on, as these companies would not remain the same price, as they are dependent on the wholesale price and the added value tax added that, which comes from Britain, will probably be increased.

Chart Shake-up Puts Elvis 16th

By CHRIS HUTCHINS

LONDON— A point system which was worked out six months from the New Musical Express charts — has revealed nothing new, as the changeover during the first six months of 1963 as regards high-selling record artists in Britain.

Elvis Presley— who was still No. 1 position when the table was first published in July 1962—drops to 16 place. Columbia's Cliff Richard has a clear lead of 300 points with his total of 4,000 points for the second half of the year promises special interest in the shape of his near-400 point lead over the second, Duke Ellington who have only made 70 points, Mike Sammes sporting a lead of 90 points to Parklife last fall.

Columbia's Frank Field is placed No. 2 position with the same label's The Shadows in fourth position, Reminiscence of Summer, The Hollies and Tony Meehan (Decca) No. 6. Gerri and the Pacifics (Atlantic), No. 7 and Big Brother and the Holding Company (Reprise), No. 8.

The results give EMI a monopoly of five places with artists of local origin—both the Beatles and Gerri and the Pacifics being current chart leaders, according to George Martin who leads the wave of Liverpool bands to London for recording purposes.

MUSIC IS GOLDEN: Peter Thomas (left), composer of “End of the Road,” and John Lennon (right) of “Strawberry Fields Forever,” is honored with the Golden Film Band, top new group in the record industry, for the second time this year. They will attend their 10th anniversary party in London. With Thomas are other winners for the same film, Wally Trenner, producer-director.

Far East July 20 on a shopping tour for new musicals. He has announced that his company has acquired Rodgers and Hammerstein’s “Carousel,” which will be released by RCA Victor.

The Federation of Broadcastin Stations have banned the Riverside album, “The Establishment,” released by Philips Records, in New York City. The ban was placed on the album because of its “offensive” contents.

While the ban was lifted in London, it was reinstated in New York City.

In Japan, the album “The Reunion” was released by Columbia Records.

In several instances special credits were given to several record companies for the sale of discs to accompany films, a development which is coming into popular use in many European countries.

Examples here have been with Bing Crosby, "Garrnach", "Joy of the Fools", "The Garden's Roof", and "Frenchie's "In the Shadow of the Unknown." In the last case no credits were given individually.

World Notes

Distributor of the Luxor Douglass disk “Common Market” in Holland is Arco Records. The same writer has two new ones on Ronald Records by Pile and “Rock and Roll” and Peter Miller, “2500 Miles.”

“Fifty Two Magic Dragon” by Peter and Mary on Warner Bros, has been banned in both Holland and Sweden. “From Bremen to Berlin” in German near brothel or bordello. The record, however, has been given an uncensored exploitation through Musikverleihung, executive distributor for Seeburg, and “The Sound of the siren” on the pia pie land through this heightened joke box play.

Belgium

Record business is still slow and there is no indication that this situation will change within the next few weeks. Records being sold now are the same picture as those sold a month ago. Only exceptions are “Take These Chances From My Heart,” by Ray Charles on ABC-Paramount, and “Falling” by Ray Orbach on London.

Paris brought a new single of Elvis Presley on the market: “Girls, Girls, Girls,” the title song of the same picture. New singles by Ray Conniff and Pat Hill Page and a Robert Goulet stereo album, “Annie Get Your Gun” with co-star, Doris Day were released... Grumophone released a new single by Connie Suko, “Sukiyaki” was recorded in Belgium almost a year ago. In August, 1962, Ray Franky made a few more versions of the same picture under the title “Kleine Getelsh Buren.”

Jenny Rini is now 16 years old, makes her comeback on the Philips label with two Flemish

BELGIUM

Sales Slow; But A Couple Score

By JAN TOBBE
Stavenhoutgarten, 37, Mechelen

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BRITAIN

Barry Exits EMI
To Light Ember's

By CHIRS HUTCHINS
News Editor, New Musical Express

The latest and most sensational move between disk companies is that of John Barry, who has left EMI to become first official recording manager for independent Ember firm owned by Jeff Kruger. Barry was signed to EMI five years ago as an artist. Leading the John Barry Seven, he scored instrumental hits with "Walk Don't Run" and "Hit and Miss" which is the signature tune of BBC-TV's "Juke Box Jury." More recently he was in the charts with his Seven and orchestra's recording of the "James Bond Theme" from "Dr. No," but Barry himself stepped out of the Sevens for personal appearances to concentrate on scoring and musical direction. He was responsible for the backings on all Adam Faith's early hits. To Ember he takes his Seven, the Billy Cotton (show) band and jazz singer Annie Ross, and albums are expected shortly from all three. Several more artists will probably go to Barry, giving Kruger the established talent he has been seeking for American issues being arranged in New York by songwriter Buddy Kaye.

All five major disk firms—EMI, Decca, Philips, Pye and Oriole — confirmed increases in their record prices with an agreed level price for singles of a third of a pound stearing (six shillings and eightpence, or 73 cents) representing a five-penny jump. . . . The Albions, Flemish duo which soared to international success when they were runners-up in the 1961 Eurovision Song Contest with their own composition "Are You Sure," have disbanded through lack of bookings. They made almost $40,000 in composer's and artists' royalties from the Gold Disk-winning "Are You Sure." . . . Pending a new agreement on them with Screen Gems, AR-TV has indefinitely delayed screening of the "Mahalia Jackson Sings" programs. . . . Tom Boyd is scripting and scoring "Tom Sawyer" musical in which Adam Faith will star here later this year.

Record Business

Philips has launched hage advertising campaign for its double albums which sell at 35s. 9d. ($4.70). Newspaper space taken includes a full page in the Daily Mirror. New issue double-album around which the campaign is centered features 24 tracks recorded by Shirley Bassey when she was with the company; others include Frank Sinatra, Ray Conniff and Johnny Mathis. Decca will supply "spare" plain sleeves to dealers ordering their multi-record opera sets in anticipation of a demand for odd platters from the boxed sets. . . . On the grounds that it is "a distortion of a major classical work" the BBC has banned a new record by the Congas, "Red Square." It is based on a theme from Tchaikovsky's First Piano Concerto.

PUBLISHER BUSINESS

Noel Rogers, of Dominion Music, is handling United Artists' theme of their film company's picture "The Great Escape" which EMI Rhythm and Blues were licensed. So far it has been waxed by John Leyton (who sings it over the film credits), Mitch Miller (CBS) and the Kirby Stone Four (Warner Bros). But Rogers is also dealing with intense European interest in the march.

CANADA

White Succeeds
Hains at Capitol

By DEAN WALKER
57 Yorkvillein Road, Willowdale, Ontario


Frank Sinatra Jr., the Tommy Dorsey band led by Sam Donahue, Ziggy Hahn, Helen Forrest and the Pied Pipers showcased in concert at Maple Leaf Gardens, Toronto, July 9. . . . Monarch Master Manufacturing turns out a Vancouver-designed record vending machine that holds 90 copies each of 100 EP titles.

A mail-order ad for a party LP landed the publisher and advertising manager of Confidential Flash, a sensationalist weekly, in court on obscenity charges.

NEW GOLD: J. Kirsch, director of EMI Belgium, presents new gold disk to Adamo, young Belgian singing star, to mark sales of 100,000 in his home land and Luxembourg of "Sans toi mon amour." Kirsch left for London for meetings with top EMI brass soon after presentation.

EIRE

Bachelors May Tour the States

By KEN STEWART
Irish Times, Dublin

The Bachelors may tour the U.S. soon. Disk plans include several albums to be cut for Decca before the end of the year. Their new single, "Faraway Places," is getting good radio exposure and could reach the chart.

Ember issued the first batch in a series of country music disks, including titles by Ernest Tubb and George Jones.

The Dixielanders, a Cork band, signed a contract with

The #1 Dance Sensation!
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Freddie Cannon
as he sings out

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French Teeners Favor Guitar

By EDDIE ADAMIS

92 quasi du Marechall Joffre Courbevoie (Seine)

More than ever, the electric guitar is the favorite instrument of France's youth. Teen-age groups are signed up almost every week. Latest to be marketed are: the Players (Polydor), the Skyrockeets (Discreet Thomson), the 4 Kilow (Pathé), the Sunlights (Decca), the Renegards (Gene Norman), and the Blackbirds (Barclay).

William Paley, chairman of the board of CBS, together with Goddard Lieberson, president of Columbia Records, were in Paris on a short tour to inspect progress in the CBS local set-up. Lieberson arrived on a round trip from London where he supervised recording of "On the Town," for which music has been written by Leonard Bernstein.

Two new groups will participate at the Antibes Jazz Festival: the Country Blues of Pete Deuchard and Beryl Bryden (Great Britain), and the Ege Thelin Quintet (Sweden). Other groups from Belgium, Italy, Norway and Yugoslavia will be signed up very shortly.

For the next album of their "Word and Jazz" series, Joachim F. Berendt tapped music by Benny Griffin, words by Peter Rohnkoff. The L.S. Vee Jay label is released in Germany by Philips. After the Gotah label went to Vee Jay, 500 albums of spirituals and gospels will be released in Germany.

Nana Mouskouri has been invited by Harry Belafonte to guest star in a Broadway version of the States. "...Rex Gildo—West Germany's Favorite Young Singer-Songwriter—that's the title of an album recorded by Electro in Cologne for the States featuring a dozen of Gildo's top hits in Germany. ... Neal Hefti's band or orchestra will arrange U. S. music for the Max Greger big band of the second German TV network. ... Duke Ellington and his orchestra toured U. S. army bases in Bavaria. ..."

The West Berlin Spree City Stompers toured England. ... Hans Clütz, German voice for Edward (Kookie) Byrnes, recorded two rebel records for the Vogue label "77 Little Girls" b/w."Mademoussellle." The album recorded two albums featuring Cedric Diment and his vocal. Dament visited Cologne, Gasterlern and Hamburg to meet Rudi Von Der Prowenstel for Minerva Music, Eberhard Von Bernewitz of Ariola Records, and publishers Ralph Amire and Alfred K. Schacht. Hans Georg Elbakhe started the Ariola World Import two years ago. From July on Elbakhe will be the boss of the export division for the Ariola Sonopress firm. One of the most important of Elbakhe's jobs will be to bring the Reprise label to Germany.

Hans Reins and Hans Schacht started the new label Ukela Records in Braunschweig. ... The old German Kristall label is on the market again with a program of hit tunes, dance music, brass and variety music.

Schein Visits With Mikulski

By CHRISTIAN TOERLEFF

48 Uhlenhorster Weg, Hamburg 23

Harvey L. Schein, vice-president of Columbia Records, visited CBS in Frankfurt/Main for discussions with German director Bernhard Mikulski.

The German Philips organization took over the distribution of Audio Fidelity. ... Alfred K. Schacht, eight years managing director of Aherban in Germany and two years Europe head of the Aherban organization, left Aherban. His successor is Rudolf Belford. The professional department of Aherban was taken over by Rudolf Stein.

About 30,000 records were sold in the first four days of "Ich will 'nen Cowboy machen," sung by Gitti on Electrola, the winner from the German radio program "Sing den Sieger auf," at Baden-Baden. ... The Andy Williams song "Don't Get Used to Losing You" (CBS) was just released in a German version on Telefunken with Kai Markus, German lyrics by Hans Bradtke. The next Andy Williams song, "Hopeless," is supposed to be recorded by himself in German. Bohls Band Dorin just recorded a German version of "18 Yellow Telegrams." The German coach Otto Dender of Electrola especially went to New York for the session. ... Hal Fein, from Roosevelt Music, New York, visited Hamburg for talks with Bert Kaspertoff. ... Philips is releasing a limited edition an- thology of the European music festivals 1963 on LP.

Philips Ten proxy Hans Schade and impresario Leo Schadl discussed the recording rights for the Berlin musical "Amie Get Year Gun," which in autumn 1963 will be played at Theater des Westens in West Berlin. ... Glen Taylor, Southern Music manager in Johannesburg, South Africa, visited Hamburg for talks with Theodore Seeger at Peer Music about titles of German composers for South Africa. ... Freddy Quinn, the most successful German singer for the past 10 years, released his seventh Golden Record for "Junge, korn bald wieder" on Polydor, music by Lutar Ollin, lyrics by Gesheer Loutte.

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Music Merchants

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Associated Record Distributors

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American Music Co., Inc.

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Associated Record Distributors

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Salt Lake City, Utah
C & C Record Distributors

Springfield, Missouri
Immortal Distributors

St. Louis, Missouri
Norman Distributing Co.
**HUNGARY**

**Rome TV Will Air Jazz Meet**

By PAUL GYONGY
Derek Ute 6, Budapest

The Fourth Jazz Festival in Yugoslav Spa of Bled, held by the Association of Yugoslavian jazz musicians, the Ljubljana radio and television network and the Yugoslav Tourist Office was a personal triumph for the Budapest Jazz Trio of Jeno Balogh, piano; Aladar Pegas, bass, and Gyula Kovacs on drums. Kornel Kertesz, leader of the 1,000-member Budapest Jazz Club and himself a very fine progressive pianist, told of the attendance of jazz ensembles from Belgrade, Sarajevo, Zagreb, Ljubljana, Graz (Austria), Warsaw, Milan, Munich, Dusseldorf, Prague and Budapest. Small combo and big band sounds were heard. Rome Television decided on the spot to present the best East European jazz ensembles, the Budapest Jazz Trio getting its spot in October. The Budapest Jazz Club will try to arrange a similar jamboree in August.

Dr. Rudolf Miklos, chief of ASCAP's foreign and serious music department, spent three days in Budapest and had talks with the Hungarian Performing Right State Agency. They came to an agreement to represent each other's interests but this agreement sends the consent of the Hungarian Ministry for Culture and Education. Dr. Nisim arrived here after his talks with French, British, West German and Swiss performing right societies. Before returning to the U.S.A. he will visit the Czechoslovakian and Italian societies.

**ISRAEL**

**Concert Series Draws Big Stars**

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

Subscription tickets and tickets for separate concerts of The Israel Festival are full swing in all major cities of Israel. Prominent among the stars of this drama and music festival are such names as Agnes Moorehead, American theater and film actress, and Rosalyn Tureck, pianist, first of the stars to appear after the opening gala concerts by the Israel Philharmonic Orchestra and three choirs on July 16 in Jerusalem.

Before the end of this Festival on August 12 Sir William Walton, the Israel National Opera, Isaac Stern, Leonard Rose and Eugene Istomin will give concerts, and the New York Pro Musica under Noah Greenberg will give five concerts.

William Steinberg, with soloists Heidi Zadok, Joy Clements, Jan Peerce, Paul Ukena, Dennis Erhardt, Howard Fried, Mordechai Ben Shakar and narrator Azaria Rapoport will be featured in a performance of "Fidelio."

Robert Stolz conducted an other series of "Evenings of Vienna" at the Israel Philharmonic in Tel Aviv, Jerusalem and Haifa to sell-out halls.

**Norway**

**Meyer Returns From Disk Meet**

By ESPEN ERIKSEN
C/o Verden Gang, Norway

Erlil Meyer, managing director of A/S Nora's gramophone department in Norway, handling RCA and Telefunken here, returned from Spain, where he had been attending this year's meeting in the Council of the International Federation of the Phonographic Industry. The meeting was held just outside Barcelona. Meyer is the chairman of the Norwegian group. Delegates from all Western European countries were present in the meeting, which took place from June 10-13. Also representatives from Israel and the South African Union took part in the conference.

The Council does not deal with phonograph business, rather legal, business and political questions, and the branch's interests on a legal level. Among the questions discussed this year were the Rome convention. Between 20 and 30 participants were present. The president of the Council is now Dr. Werner Betteko of DGZ. Stephen Stewart, London, is the director general of the Council. Next Council meeting will take place in May or June next year in Great Britain.

RCA in Norway introduced a series of 10 EP records of Norwegian folk music, including the sounds of the Norwegian Hardanger fiddle and other typical instruments.

**The Winner!**

**IT HURTS TO BE SIXTEEN**

Bigtop 3156

**DEl SHANNON'S**

Chart Single

FROM ME TO YOU and TWO SILHOUETTES

Bigtop 3152

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

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### WORLDWIDE PREVIEW RECORD (Billboard Singles Spotlights)

**Wednesdays**, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.893, 15.44, 17.17, 17.85 mc.

**Wednesdays**, 7 p.m. (2000 GMT) and 8 p.m. (2100 GMT): 15.44, 17.83 mc.

### WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

**Mondays**, 3 p.m. EDT (1900 GMT): 15.893, 15.44, 17.17, 17.85 mc.

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

**WORLDWIDE HIT PARADE (Billboard Hot 100)**

**Fridays**, 1 p.m. EDT (1700 GMT): 15.893, 15.44, 17.17, 17.85 mc.

**Fridays**, 7 p.m. EDT (2000 GMT): 15.44, 17.83 mc.

**Saturdays**, 10 a.m. EDT (1400 GMT): 17.15, 16.295, 17.76, 17.82 mc.

**Saturdays**, 6 p.m. EDT (2100 GMT): 15.44, 17.83 mc.

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**PUERTO RICO**

**March of Big Bands Fills Air**

By ANTONIO CONTRERAS
26 Gerrard St., Sunntuce

Tito Puente (Tico-Roulette) with his big orchestra and female vocalist Celia, are in Puerto Rico for an extended tour. They will do television, one-night stands and public dances. Their visit coincides with the 1963 Carnival that extends from June 16 to June 25.

Puente recorded an album for Tico, “Tito Puente in Puerto Rico,” during a previous visit here, which is selling well.

Tito Rodriguez (United Artists) visits Puerto Rico for a second year in succession. Rodriguez is another Puerto Rican-born big-name star and great record seller. He will also do television, theater shows and one-night stands. Tito Rodriguez also has an album, “Tito Rodriguez Back Home in Puerto Rico,” for United Artists.

Pachin (Seeco) Spanish chanteuse, visiting Puerto Rico for the first time. This nineteen-year-old Trojan has taken the Puerto Rican public by storm. Parents and small-fry are crowding his shows at local movie houses. He is also doing television and one-night stands. A movie based on the "Pachin in Puerto Rico" theme is in the works and to be filmed here...

See also: Rodriguez, New York. Ralized release of a cute single, "Pachanga Old College" (School Fashions), by boy-wonder Pachin and is doing very well saleswise. An L.P. is in the works by Seeco.

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**GERMANY**

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by Paul Siedel, Berlin/New York, producer of Technophono/Decca (Technophone), Inc. (Phonograph Business) 40, Rue Daunou, Paris 8, France. To hear new records in this part of the world, we know you get a fair treatment only from the films that concentrates on your market, not ten or twenty columns.

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**GREAT BRITAIN**

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**A convenient international directory of companies now offering their experiences, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.**
Seashore Show Proves Teen TV Dances Alive and Kicking

By GIL FAGGREN

New York—The television dance shows are far from dead...in fact there is a strong likelihood there may be more coming on around the country once Dick Clark's set "American Bandstand" goes once-a-week next month.

In March of 1958 Billboard reported more than 100 local bandstand-type shows with 10 being added each year. Five years later, though, the total is far lower, teen dance shows are still being launched...A usual feature on WHEC--TV (Rochester) with Jack Perf (actually a comeback from Dan Stroud's WLVC (Columbus, O.) and "from 1952 to 1955" WABI-TV (Bangor, Me.) emceed by Jim Winters.

Typical of the oncoming shows is "Summer Time on the Pier" aired by WRV-C (Philadelphia) daily day-night night by John Grady, co-hosted the "950 Club" on WPEN radio (Philadelphia), designed for the teen-age to dance in the studio to on-the-air. The pro gram had an 11-year run as Philadelphia's top record show. There are also several variety shows on the order of Clark's now defunct day-night night ABC-TV, net stans on Channel 3 in Philadelphia.

Though it was a humid 80 degrees in Atlantic City last Saturday, due to four straight days of rain, is one of the pioneers of the teen-age dance participation show. (Hurst refers to himself as "The Stone-Age Dick Clark.") Ed Hurst started his show on Channel 13, in Atlantic City's Steel Pier Marine Ballroom and Sunday nights, 9 p.m. to 3 p.m. during the summer.

"Stone-Age Clark!"

Ed Hurst, the host since 1952, is now four seasons ago, is one of the pioneers of the teen-age dance participation show. (Hurst refers to himself as "The Stone-Age Dick Clark.") Ed Hurst started his show on Channel 13, in Atlantic City's Steel Pier Marine Ballroom and Sunday nights, 9 p.m. to 3 p.m. during the summer.

New York—Independence Day was given special treatment this year by many of the nation's radio outlets with special programming and safety campaigns hitting the air.

KGV, the ABC-owned station in Pittsburgh, observed the nation's 187th birthday with a 24-hour tribute that traced in words and music the nation's history as far back as 1776. Featured throughout the day and night were patriotic poetry readings by Carl Sandburg, MacArthur's farewell speech at West Point and a recording of the World War I standard "Over There" as sung by Enrico Caruso.

The station also aired specially recorded safety pieces from the governors of Pennsylvania, New York, Ohio, West Virginia, and Maryland.

The station's program director is Jerry Spon. Production-music director is Neil McClintic.

WIBG, Storer Broadcasting in Philadelphia, designated the period from July 1 to 4 as "Freedom Week" airing ceremonies and events from Philadelphia's historic locations.

Wins, New York's Group W (Westinghouse Broadcasting Company) station, scheduled a 10-hour salute to the Coast Guard on July 4 by joining them in set at Rockaway Beach and Floyd Bennett Field. Lew Fisher and Paul Parker fed WINS listeners live reports from ships, planes and helicopters.

Importantly, WINS also ran an interdiction of "The 4th with Special Fireworks" a multi-program show produced by Bill Barlow with a 15-man WRVC-TV crew. Barlow produced his show at the University of Pennsylvania's Annenberg School of Communication.

Before the show's debut June 22 and broke his foot, Barlow directed (the does his own camera switching) the opener without a hitch. The show was taped to three times its usual size. (Now when Barlow stamps his cane it's not so much a pain as it really listened.)

Besides, an evocative record artist such as Peggy March,

STATIONS HAIL THE 4TH WITH SPECIAL FIREWORKS

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Heat's Got Somebody

In the wake of sizzling summer temperatures, a transistor temp got loose.

The awesome and profound New York Times editorial page cleared its throat mightily and blasted not only the transistor radio but the sight of the person who lovingly carries it, usually walking about open-mouthed and/or glassy-eyed.

The critics of blaring transistor radio have a point. We hear (or maybe it was something in the humid air) that the NAB is considering a code of ethics for transistor radio users and that radio stations are going to promote a "Use Your Earphone Attachment Week."

In fact, broadcasters and transistor lovers in the New York City area—where the air temperature is so hot—may unite in sympathy with The Times' editorial writer when he typed out: "Transistor radios, especially in outdoor weather, are a blight on the landscape and to the earphones."

After all, it was 98 degrees in New York that other day and somebody had to be affected by it.

(Continued on page 49)

TRINI LOPEZ IS HAPPENING IN BOSTON!!!

Check with Gordon Dinerstein at Music Suppliers re: "TRINI LOPEZ AT P.J.S."- Album reprise 3E

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"DARLING, DARLING, DARLING"
by TY HUNTER
Chess #1857

"THE MONKEY"
by J. C. DAVIS
Chess #1858

TRINI LOPEZ IS HAPPENING IN SEATTLE!

Check with Stan Sulman at Music Dist: re: "TRINI LOPEZ AT P.J.'S" - Single
"IF I HAD A HAMMER" - Single

JOE VOX

SEGUEING AROUND: Wayne Seul, upped to assistant news director at WGN (Chicago) from KGB (San Francisco); Morgan takes helm as chief announcer at WBBM (Chicago), Ill.; Gordon Vann, noon to 3 p.m. deejay, assumes music direction at WMAQ (Chicago); Eddie Bland, head of WBBM's news department, moves into engineering dept.; Paul Crossman, Dickie Lipsky, Dick Esterle, and John Mundis, new personalities.

"DARLING, DARLING, DARLING" is on the teen dance charts.

Enzo Staurelli, Steve Clayton, the Sapphires, and the teen dancers, the June 29 show also had a live performance by the Twins of Des Moines, a short teen fashion show and interviews with the top boy and gal tuna anglers. Butlow used the myriad of activities going on at the pier for relief shots. During the show the winner was treated to Steak Pier's high diving horse and rider, a water show and shots of the city's beachline and boardwalk.

Joyce Techniques

The program utilizes three cameras, one on the dancing persons (personally pre-selected by Hurlt for dance ability). Camera two concentrates on a side set, where two couples—top dancers—are singled out for relief shots as well as a stage for Hurlt, Marie and friends.

Camera three is mounted high on the pier for panoramic relief shots, or closeups on activities outside of the boardwalk.

WRCV-TV, NBC owned, has racked up impressive ratings and sales with its local live telecasting of "Summertime on the Pier" for the nation's fourth largest market.

Hurl retired from full-time radio-TV work several years ago. He now heads his own insurance brokerage firm in Philadelphia.
Phono-Tape
MERCHANDISING
BEST SELLING PHONOS - DISK DEALS - EQUIPMENT NEWSLETTER

See Biggest Turnout for
Music Trade Show in Chi

CHICAGO—The 1963 Music Industry Trade Show is two weeks off, and spokesmen for the National Association of Music Merchants, sponsor of the annual affair, are already predicting record-breaking attendance and activity.

The show, expected to attract 11,000 persons, is scheduled July 25-29 at Chicago's McCormick Place. The show is sponsored by the national trade association, which has more than 3,500 members.

According to the NAOMM, the show will include all segments of the music industry. The show will feature a variety of products, including phonographs, radios, stereos, and other audio equipment.

Emerson Shows New Lines

BEL CANTO New Release Has 2 Sound Tracks

COLUMBUS, Ohio.—Bel Canto Division of Thoroughbred Rama Woodruff has announced a new series of Bel Canto phonos, for its smallest—tape releases in the current five-package release. At the same time, in concert with its sister division, Bel Canto Records, a new series of tapes was introduced, a strengthening of its sales representation in key markets.

The Bel Canto release includes tape versions of two hot original movie sound tracks in "Cleopatra" from 20th-Fox and a condensed version of "The Longest Day," with Lowell Thomas, also from 20th-Fox.

The line has also released the first album by the new 16-year old trumpet virtuoso, Lesley Gore, whose "I'll Cry If I Want To" and "Mendhi" have been hits on a single disk album. Album bears the title of the single. Finally, Bel Canto has packaged two "best of tapes," which offer the best of the completed Liberty Records Record-a-thon. The line in the series includes "Love's Theme,""Love's Theme," with the orch. of the Liberty Records, and "Mendhi," with the orch. of the Liberty Records.

Meanwhile, Bel Sound appointed the first of its own salesmen to the State of Illinois, Ralph H. McFarland, of 2396 S. Western Ave., Chicago, for the Southwestern region.

Symphonic Brings Out Phono Line

NEW YORK—Symphonic Radio has introduced a newly designed group of phonos, called "The Decorator," according to Duke Wellington, national sales manager.

The center display is available in five different styles and six furniture finishes and each unit contains four-speed automatic BSR drop-down changer and swivel-mounted speakers. The stereo units, each of which comes complete with a pair of 10-inches and five-inch legs, can be used as regular consoles, room dividers, coffee tables, cocktail tables, TV or brica-brac stands or as planter bases. Suggested list, in any of the six finishes, is $59.95.

At the same time, Wellington announced two new appointments by the firm. Robert Harbin, who has been with Symphonic, was named assistant sales manager in charge of tape sales. Leonard Lupine, formerly a manufacturers representative, was appointed Symphonic sales rep for Ohio, Indiana and Kentucky.

TRINI LOPEZ IS HAPPENING IN DETROIT!

Check with Henry Droz at Arc. Dist. re: "TRINI LOPEZ AT P.J.'S"—Album; "I IF I HAD A HAMMER"—Single

DOING IT THEMSELVES

NEW YORK—A few years ago Bill Hirsch and George Hoch of Action Record Store of Ridgewood found that customers in their German-speaking neighborhood requested current or recent hits in Germany not available on LPs through the usual foreign import channel. These songs were heard on two German-language radio stations that broadcast regularly in this city.

To fulfill these requests for German hits on LPs, the two partners entered into a deal with Tempo Records of West Germany to make their own LPs.

Tempo is a West German firm that deals exclusively in singles. It also produces versions of nearly all the biggest German hits in versions that follow the original very closely. Tempo ships tapes of its singles to the States where Hirsch and Hoch have the LPs produced by their subsidiary company North American Music, Inc. (NAM Records).

Three volumes are available. All are titled "Tanz Mit Mir," Vol. 1, 2 and 3. The recordings included read like the German hit charts for the last two or three years. Included are such titles as "Wieso Rosen Aus Ailen," "Hawaii Tattoo," "Wooden Heart," "Zwei Kleine Italien," "Silvermoon" and "Addio, Adio Maria."
"THE PHONOGRAPH, radio and television business really belongs to the music and record dealers. But they have stubbornly refused to make profits. As a result, most manufacturers have turned to the refrigerator store to buy a musical instrument."

But, it's not always that easy. The role of Roland Kahn, who has long been associated with the phonograph business, is now vice-president and general manager of Pioneer Radio Corporation, a company whose sales are about equally divided between console and component Hi-Fi equipment. The other day, Kahn gave us his ideas on why the old-line store is losing many of its profitable opportunities. "This takes a lot of doing, and what they can do is how you'd do it."

The Pilot line, he told us, has had its greatest success in music stores. "But what do you take it when you find it in a music store? You go to the third floor and you see a hundred organs."

He would not have the 'customer' choose his phonograph. By setting up the music salon, this store could increase its business by five or six times. "But, Kahn added, quality phonographs can be sold with limited space. "You can set up an attractive display without a hundred consoles. For example, you could display one product in an elegant frame, with large Kodachrome above it to show the other styles and sets-up available."

THE RECORD DEALER, said Kahn, should make it his business to be the authority on music. "Too often, he's selling a time, an artist, not the end product. He's not selling the record."

In his eyes, the potential of every phonograph he sells, he's buying himself a long-term record customer. The record dealer is also purchasing a future large volume turnover, almost completely ignoring the idea of profit."

"He should be able to take a cue from appliance dealers and 'others,' who often create record departments and sell at no profit just to help sell stereo consoles."

Every record customer, Kahn said, is a potential phonograph customer, and even a phonograph customer makes a record customer. "Record and music dealers should not think, and change their large-quantity sales philosophy. They must become recognized as experts in their field, not just as music sellers. The dealer must have confidence in himself and be able to sell quality instruments, and get the customers coming back to buy records."

"It takes a lot of doing, and what they can do is how you'd do it."

A console is a hi-end-hero product. "He is the expert on quality musical reproduction. He is the expert on the furniture. The trouble is, the record dealer hasn't emphasized the end product, and he's not even being solicited by most quality phonograph manufacturers. He often buys a record, sets up the phonograph merchandise. It's true that whenever a record manufacturer has had the courage to upgrade his merchandise and merchandising, he has been extremely successful."

Added Kahn: "There are tremendous opportunities in the portable phonograph market, but record and music dealers are so used to selling teengangers and associating teengangers with low price that they often make little effort to sell real quality portable records. Why should they be more interested in the young ones than with any other age group?"

ON THE SUBJECT OF UPGRADE, Kahn pointed out that the record store, the record man, should be a leader of the dealer in its role of bringing the music to the public. "And if he's in a store that doesn't have the music, he should be selling it."

The buyer doesn't measure only initial price, but something else as well. "How much do you want to purchase it?" But, something-What do I get for the price? Therefore, the dealer must associate himself with quality—not only in his product, but in his salesmanship, in his sales philosophy, in his philosophy. "We have found that each console sale represents at least four additional sales of records and phonograph equipment."

Kahn makes it a practice to keep the "foot" of retail selling by occasionally working the sales floor of one or another of his customers. He will list this incident, which recently occurred on one such stunt in a West Coast music store:

A woman and her husband had inspected a low price console, then thanked the sales person and walking out they "may be back later." As they were leaving the department, Kahn struck up a conversation with them. How much did they spend a year for records? About $200, they estimated. What kind of phonograph did they have? A portable. "In other words," Kahn says, "you're going to invest about $200 a year in records, and this portable only makes $200 worth of records."

A sale of a record player and in quality music-reproduction equipment, they bought a $1,700 console.

Although Kahn does as much business in components as in consoles, he finds it easier and more profitable to handle different types of different models and components handled by different dealers. Pilot's consoles are principally told direct to dealers on a selective franchise basis, whereas its components use conventional distribution systems.

Pilot has developed a plan whereby a record dealer can handle its complete lines of record players, consoles, and phonograph equipment. "Do not try to be an engineer," Kahn advises, "but have available two or three component packages. For example, we have a component display that gives us information on the main-line systemer three receivers, three changes, three speaker systems. The display has a built-in push-button control panel. Each push in this display should be backed up with one more. The whole thing represents an investment of only about $3,500. The proper approach should be: We have done the selection for you. We have picked three basic packages which fulfill the requirements for good music system."

SINCE OMISION. In our recent column on FM stereo broadcasting, KMBK-FM station director Chris J. Stofel pointed out that the FM market is subject to such Omission as this. Since the 44.1 calls have been made, there are FM stations, Kansas City has been an FM stereo market for two years and has had two stations for nearly a year. We skipped up on that, and we apologize.
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(Music Operators Stereo Service)

A regular program of 333/4 stereo singles for Operators.

Developed by RSI in cooperation with Rock-Ola Rowe-AAM and Wurlitzer.

DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #2 IN THIS ISSUE

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When its good looks wins admiring glances, and there's lots of get up and go and stamina under the hood, automotive men say a new model has "bezazz."

This new Rowe AMI has it—and then some. Dramatic, full-width location name panel—"Top Talent" tunes displayed with single billing—ear-pleasing Stereo Round"—"Three-In-One" program adaptability, to mention a few.

And, under the "hood," dependable engineering refinements that permit Rowe to give operators the most generous guarantee of trouble-free performance in the industry.

It makes sense—and dollars, too—to see your Rowe AC Services distributor now. He's making real deals, even on those old klunkers that are costing you money.

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18 South Michigan Avenue, Chicago 3, Ill.
Rowe sets the standards in vending equipment, bill changers, music systems
Keeney Names Weinand

ART WEINAND

CHICAGO — Art Weinand, 28-year veteran of the coin machine industry, has been elected president of J. H. Keeney, succeeding Roy McGinnis, who vacated that post to become board chairman.

Weinand had been vice-president at Williams Electronic Manufacturing Company for the past 18 months, resigning to accept the Keeney post.

Sum Stern, Williams president, expressed his regret over Weinand's departure, but extended his "heartiest congratulations" on Weinand's new post.

McGinnis said that Weinand would provide Keeney with dynamic leadership and that he was delighted to welcome him into the organization.

Weinand noted that Keeney had a number of plans to be announced shortly. Keeney currently manufactures a line of vending and novelty equipment.

Western Operator Group Names Zola to Paid Post

LOS ANGELES—The Western Vending Machine Operators Association is strengthening its fight against what it feels are unfair licenses and has employed a new executive secretary for the first time since its organization in 1949.

Eugene Zola, who has successfully fought against high licenses in this district for more than a year, was named to the post. He will handle the secretarial and administrative work along with a stepped-up campaign against unfair licenses in this district.

The regular monthly dinner meeting was conducted by Leo Weinberger, secretary, at the Nikko Restaurant in the absence of Phil Sredni, president.

News that Redondo Beach had picked its license for $2 per machine to $25 for a license plus $3500 a year was reported. Manhattan Beach license in its area was also discussed. Zola will investigate these fees as one of his first moves as the executive secretary.

European News Briefs

INT. COIN GROUP

HAMBURG — President Kenney's visit to West Germany has stimulated interest of the German trade in the potential of an international juke box operators organization.

On high here the President nummered at the theme of "Atlantic Community," vending Western American trade North America into a family relationship.

This idea has inspired German operators, who wonder if enormous potential advantages and benefits would not be gained by a collective work by individual operators everywhere by pooling of operator resources into a single international organization.

French Bowling Drive

PARIS — Sodama, the Parisian firm specializing in U. S. bowling machines, has announced an opening of a high-volume promotional campaign on the theme "the best people bowl." Sodama's promotion strives to build the image of bowling as a society sport and pastime, "the place where you rub shoulders with the celebrities."

In fact, the firm arranges invitations for French public figures to attend bowling premiers. The French writer Jean Cocteau, who is bowler and always ready to turn out for a good fee, expressed interest in going.

Sodama represents United Manufacturing Company and the Boxmen organization.

Monomet Bowls

STUTTGART — The Monometric crane, a coin-operated device for attachment to coin machines, has been licensed to the Kaiser-Werke GmbH., of Uhingen, Wartemberg.

The Monometric operates all types of coin machines, accepting coins of higher value and allowing the coin changer to be designed, according to the manufacturer, to supply the operator with "flexibility."

Studies by the manufacturer show that the average operator loses substantially through poor luck and damage. It is estimated that installation of the "Monometric" will increase collections between 2 and 15 per cent.

Juke Box Label

HAMBURG — The disk-eye E. Heilbronn & Co. juke box label "Juke Box," which will release two titles monthly specifically for phonograph play.

Discs will concentrate on U. S. top tunes and pressings will be released on regular schedules to operators in West Germany and Austria.

Flip side will have a tone of comparable quality with the "A" side, and U. S. tunes will be picked periodically.

(Continued on page 54)

Winning Salesmen Split 30% in Rowe AC Contest

CHICAGO—Some $10,000 in gold prizes was divvied among winners in Rowe AC Service's Accelerated Sales Contest in the firm's 37 distributorships.

Myron Sugarman, Runyon Sales, New Jersey, was the top money earner, followed by Dan Brown, Trimm Sales, and Len Zola, owner of Western Coin.

A special Top Team award went to Trimm Sales, Boston. Top district awards went to the six Rowe AC sales areas: Region I, David Rosen, Philadelphia; Region II, Banner Specialty Company, Pittsburgh; Region III, Bush International, Jacksonville, Fla.; Region IV, Allen Sales, Rockville; Region V, Southern Amusement, Memphis; Region VI, F. J. Jones, San Francisco.

Top five winners of the special sales contest are: L. F. Cooper, Pioneer Sales, William Haniel, Banner Specialty; Joe Wainer of NYT, Dorothy Helfield, J. H. Lynch; Donald Edwards, R. F. Jones; Roger Legender, C. H. E. (Montreal); Charles Cade, David Rowe, Fred Coker, Mark Gray, Runyon Sales; Allen Smith, Southern Amusement; Jerry Bannister, Automatic Music; Robert Fahan; Atlas Music; John Monti; Joseph D. Dignan, Donzoire; Sheldon Sales; Fred Korner, Sheldon Sales; Kenneth Geyer; Fred Coker, Jr., is a bowling junkie.


New York Operators Shed Woes at Laurel Frolic

MONTICELLO, N. Y.—Gotham cigarette operators, beset by the new hike in city taxes, location losses, high commissions and a host of other weight problems, put aside their cares for a weekend to roll and frolic at the Laurels Country Club here at the 27th annual outing of the Cigarette Merchants Association.

While no business sessions were planned, small groups gathered informally at poolside to discuss the impact of the recent New York City cigarette tax increase.

As in the past, a large contingent of juke box and game operators were on hand, headed by Al Denner, president of the Music Operators of New York.

Also present was the ubiquitous John Bilotta, Wurlitzer distributor for up-state New York.

JFK Visit May Prove Aid For U. S. Coin Exporters

By OMER ANDERSON

BONN—U. S. trade officials believe that President Kennedy's visit to West Germany has killed hopes of the German trade for legislation to curb American coin machine imports.

Coin machines were not discussed at the President's visit here. But chickens were, and Mr. Kennedy deliberately promoted the U. S. fowl as the symbol of American determination to export which he seeks against U. S. trade on the Continent.

The U. S. chief executive shocked the Bonn government by brandishing the American broiler at a luncheon given in his honor by West Germany's President Wilhem Luebkke. President Luebkke served chickens (presumably German) for lunch.

National Emblem

President Kennedy pounced on the fact in his after-lunch remarks, "I congratulate President Luebkke. Mr. Kennedy said, "American people have a choice. The entire world. Will you correct the impression that some of you have that the United States has changed its national emblem to the chicken. That is not true, it is still the eagle."

The President continued, "It is better that friends quarrel over matters like chickens than more important matters."

In his talk here with Chancellor Adenauer and other German leaders, President Kennedy emphasized that there must be no further barriers raised against U. S. trade with Europe and that present inequities must be removed.

Trade Deficit

U. S. coin machine trade sources are now satisfied that the German trade has no prospect of obtaining legislation discriminating against U. S. coin machines. The German trade has been working to gain export quotas and currency controls, pointing to the substantial deficit in West Germany's trade with the U. S. (although German foreign trade over-all shows a surplus balance)

President Kennedy's visit has convinced Bonn government leaders that the United States intends taking reprisals for any further discrimination against American trade, with Volkswagon at the prospective No. 1 item.

A German machine trade source observed glumly.

(Continued on page 54)
Just Published

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Developed by RSI* in co-operation with ROCK-OLA ROWE-AMI and WURLITZER

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LAWRENCE WELK

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- WELL, SOMETIMES IT'S HARD TO BELIEVE
- THE MAN WHO CAME TO DINNER
- THE MAN WHO CAME TO DINNER (ARREST)
- TOUCH THE WIND

TOP SHOW TUNES FOR YOUR PLEASURE

1. LAWRENCE OF ARABIA
2. BREEZE FROM THE DOWNSTAIRS
3. WALK RIGHT IN
4. BE_RIGHT_BACK
5. WINTER BOSSA

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MOSS PACK #2 CONTAINS

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<th>Selections</th>
<th>Artist</th>
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<th>Album Titles</th>
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<td>NEL THE CONQUERING HERO</td>
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<td>COPLIX</td>
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<td>LONDON</td>
<td>LATIN RENDEZVOUS</td>
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Your operators will be contacting you about the new MOSS Pre-Packs.
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N. Y. Ops Head for Resorts

New York—Gotham operators are beginning to make the annual pilgrimage to the mountains and seashores in an attempt to follow the custom of their more weather-shy brethren. While the season doesn't really get into full swing until the July 4 weekend, operators began making plans last week and by mid-June virtually every summer stop in the area will have been reserved. Local operators are no longer using summer locations as dumping grounds for old equipment. Operators today are seeking the pristine, including 78s, were not uncommon in the Catskill resorts and in some areas of Long Island. Today's operator need only ask himself: Why spend resort locations with good equipment? The captive audience will appreciate whatever we can spare.

Radical Change

This attitude has undergone a radical change. Operators now realize that they can earn the top dollar only with top equipment, even if the location is far from good for 10 weeks a year. As a result, many operators are buying new equipment in late spring instead of after Labor Day.

The new pieces are placed on summer locations in the Midwest, which they vacate after Labor Day, they go to top-year-round stops where, for practical purposes, they are still new pieces.

Also, the cost of hauling an old phonograph to a summer location is so high that after Labor Day the season is the same as the transportation charges on a new piece. But the newer equipment could gross twice what an older phonograph will do.

Tom Greco of Greco Brothers, Canastall Mountain, and Rock-Ola distributors, has long been a champion of new equipment for summer locations.

This year, Greco Brothers is placing new Rock-Olas in all its summer locations. Some of the machines will go in the showrooms in the fall and will be sold to operators at reduced prices. Others will wind up on their own.

Chis Getting the Monkey Itch

By NICK BIRD

CHICAGO—The monkeys have again invaded that area. Kids are playing monkey songs. Kids are monkeying around recording them. There's even a dance called the monkey. Not only the kids, but a limited number of adults are taking up the pastime.

It all started with a record called "Monkey.' Now there are five. Biggest is "The Monkey Tune" with Major Lance of Ohio. "Don't Be a Monkey" by J. C. Davis on the Ohio side.

According to Fred Sipiora of Singer One Stop, the whole idea started because of kids getting out of school. "Kids always go for a fast and the wilder the better," Sipiora said. "The monkey songs and dances look as though they're filling the bill."

Were it not for the monkey situation, business would be slow. Even now, it's spotty, at best.

The biggest crigger during the past year was "The White Sox." The team is fighting for a pennant, and while the Chicago Cubs still hold the television sets are tuned in and the phonographs are turned on.

Pennant Drive

Operators checked by Billbin yesterday report that "The White Sox" pennant drive in 1959. As the Sox got hot, the radio and television sets did likewise. The jockey boxes, meanwhile, gathered dust in the corner.

Though it's too early for a pennant prediction as yet, the Sox are close enough to hurt the phonograph business. Particularly harmful was the series during the past week with New York and Cleveland.

Operators noted receipts down anywhere from 10 to 35 per cent.

New Time

Along with the monkey records, other, four new ones were doing especially well. "I'm Gonna Get Myself 'Proud of the Road,'" by Dave Dudley on Golli Whig was getting excellent sales.

Doing well on both the operators and dealers was: "De- troit City," Bobby Bare, RCA Victor, "Devil in Disguise," by Elvis Presley; "Marlene," b.w. "Candy Girl," 4 Seasons on Vee Jay.

Site Owners Do the Programming

Greeley, Colo.—Jack Wycaver, whose Ideal Music Company here operates all over northern Colorado, lets his location owners do much of his programming for him.

He has to. The route covers a wide geographical area, and the locations range from Spanish to Polish, with a smattering of Asians and a fair percentage of Scandanavians.

With such a wide variety of musical tastes, Wycaver feels that neither he nor his two renewees are up to the programming job.

List of Numbers

The result has been that at almost every location, the collectors find a list of numbers meant as a guide in what times when it comes to time switch records. Some of them are taken from the patrons, but most of them carefully selected by bar-tender, tavern owner or restaurant chef as best suited to the clientele.

Programming involves a change of as many as 10 or 12 records per stop, where machines are not serviced once every two weeks because of distances involved. Others, weekly locations, usually shows a five-disk change, always with the local operators immediately. Recommendations given plenty of consideration.

In only a few instances over the entire routes does such a list fail to appear, illustrating what an excellent job Wycaver has done in selling his location owners on the sound of his operation.

The Colorado operator has been helped substantially, of course, by the fact that stops in this part of small towns show a much lower gross than big-city locations, and consequently, location owners will go to more pains to insure that their percentage on the phonograph is bigger.

At the headquarters building, Wycaver uses the Phonographe system for keeping track of records and ordering and a phonograph machine-typewriter combination for making up label strips.

A full-time secretary handles the typing and phonographing separately and the phonographer covers every spot on the routes at a sitting, plus typewriter strips, sometimes on spot, eye-catching colors where special requests are ordered.

The phonograph has been a tremendous time saver since it was installed a year ago. The next, uniform job far preferable to the hand to hand spot with portable machines such as has been the case before.

Despite the long distances involved, owner Wycaver bends over backwards to answer every service call just as fast as he can, and sets limits on connecting highways.

(Continued on page 54)
N. Y. Groups
Discuss Outing

NEW YORK—Representatives of the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild met at MONY headquarters here Wednesday (9) to plan for the forthcoming convention—outing of the three groups.

The associations, together with the New York State Coin Machine Association, hold their annual convention at the Nevele Country Club, Ellenville, N. Y., September 14-15.

Some 500 persons are expected to show up, with game, music and vending operators and distributors invited.

Al Denver, MONY: Mike Mulqueen, NYSOC, and Carl Pavel, WOG, comprise the convention committee.

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UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

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UNITED MANUFACTURING CO.
2403 N. California Ave.
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See the
ROCK-OLA
BIG 3 FOR
'63! BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

ROCK-OLA
Rhapsody
160

NEW for '63!
DELUXE 6-Pockets
BUMPERS
POOL TABLES
BY
VALLEY

NEW!
NEON MECHANICS!

ALL your pool
needs in one
package.

VALLEY SALES CO.
355 Morton St.
Rochester, N. Y.

NEW "FULL DIMENSIONAL" SPEAKER SYSTEM

TRUE FULL DIMENSIONAL, SPEAKERS-SOUND is identical right at the photographs by combining perfect factory-speaker made with household, with the main unit speakers, activating a sound that automatically captures the perfect audio-motion, thus meeting complete business satisfaction and customer happiness.

PPL Cracks Whip On
British Juke Box Ops

By JOHN THOMPSON

LONDON—Juke box operators in the United Kingdom who are rumors about paying copyright and performance levies are

http://www.americanradiohistory.com

NO ONE
RAY CHARLES, ARC-PARAMOUNT 10433

WITHOUT LOVE (There Is Nothing)
STRING ALONG
RICK NELSON, DECCA 31495

GYPSY WOMAN

SHUT DOWN
BEACH BOYS, CAPITOL 4932

SURFIN' U. S. A.

BE TRUE TO YOURSELF
BOBBY BEE, LIBERTY 35001

A LETTER FROM BETTY
I WONDER
BRENDA LEE, DECCA 31516

MY WHOLE WORLD IS FALLING DOWN
CANDY GIRL
4 SEASONS, YEE JAY 339

MARLENA

SURF PARTY
CHUBBY CHECKER, PARKWAY 679

TWIST IT UP
RAT RACE

IF YOU DON'T COME BACK
TEARS OF JOY

CHECK JACOBS, WAND 138

I WILL NEVER TURN MY BACK ON YOU
BREAKWATER
LAWRENCE WEIR, DOT 16488

SCARLETT O'HARA

"Everybody takes a vacation some time...and now it's your turn for Williams"

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.
4243 W. HILLMORE ST. • CHICAGO 24, ILLINOIS
BAY THE BEST—BUY WILLIAMS

Mr. Coin Man

You're in business to make money.
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Weekly dollars and some information in every area
of your fast-paced industry... profit ideas—current trends and forecast—legislation affecting your operation—new machines—new services—new money-making ideas.

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701

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Get tomorrow's news today.
Get it fast.
Get it often.
Get Billboard
Zola Becomes Father

LOS ANGELES — Eugene Zola, attorney who has been fighting unfair licenses for the Western Vending Machine Operators and was recently named its executive secretary, now has another job. He's a father. A son, Leslie Sheldon, was born to Mrs. Zola at a local hospital.

Over 50 Assorted Items In Our New

10¢ CAPSULE MIX

Including

100 NOVELTY KEY CHAINS

For M. J. James, N.Y. Vending, Inc.

$7.50 each - El. Vending warehouse.

IMMEDIATE DELIVERY

VICTOR

SCRIPTO PEN

VENDORAMA

WRITE FOR ILLUSTRATED CATALOG AND PRICES.

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NORTHWESTERN CORPORATION

2732 American Ave., Marble, M.

Phone: Whitney 2-1300

Say You Saw It in Billboard

Zola Sets Expansion Plan

By SAM ABROTT

NEW ORLEANS — Nick Schiro has launched an expansion program for his Schiro Vending Supply here, with new and larger quarters, increased inventories in machines and supplies and expanded operations.

Schiro recently moved his firm into a new location at 800 North Broad. The area is three times the size of his other place. It is on a main thoroughfare and will be air conditioned.

The vending supply company was organized about a year ago after Schiro had been in the bulk operating business for nearly 17 years. He represents Oak Manufacturing Company, Leaf Brands, Samuel Egpy and Agrass Seed and Nut Company in Louisiana.

SCHIRO is also in the operating field with his own company and that of RC Vending having about 2,500 machines on location in New Orleans. He does not operate outside of the city.

Schiro is the sole owner of the vending supply company.

He is an equal partner in the three-way split of RC Vending with his son Vincent (Buddy) and Lynn Paul Gagnon. Vincent is a graduate in business administration at Southern State College in Hammond, Gagnon, who has been in vending for three years, was graduated from a State university in forestry. He selected vending when it made it possible to remain in New Orleans where the forestry assignments would have carried him far afield.

Among the locations served by the operating arm of the Schiro enterprises are the six Schwagmann stores, which happen to be the largest in the nation. Some of the stores cover nearly 100,000 square feet and Schiro has as many as 40 machines in a store.

For the Louisianaian

Nick Schiro was born in Louisiana and has been a resident of New Orleans since 1923. He became interested in bulk vending during the years that he was in the grocery and meat business, which he sold in 1946.

From that time until nearly a year ago he operated but at the time branched into the supply end of the industry. He is a member of National Vendors Association and the Young Men's Business Association. He likes salt water fishing and until a few years ago had his own boat.

"The new program will give operators in Louisiana better service," Schiro said. "Since we entered the supply business we have tried to make it a true one-stop. Our new location will enable us to follow through on this plan."

Northwestern

MIX

in Minimum Canisters for Vending or Bulk Vending

FOR 22.50

We Will Give You

ONE NEW 5c ACORN JUMBO CHARM VENDOR

PLUS 600 JUMBO ROCKET CHARMS

Rush 55 With Order, Paid. C.O.D.

MEMBER NATIONAL VENDING MACHINES ASSN., INC.

J. SCHENKES<br>715 Linden Place, Brooklyn 16 N. Y. 715 Linden Place, Brooklyn 16, N. Y.

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Beaver Answers Suit With Settlement Bid

TORONTO—In answer to a petition filed by Hogarth Plating Ltd., here, the Beaver Casing & Vending Corporation, the bulk vending machine manufacturer, asserted Friday that the company pays off all unsecured creditors at the rate of $500 a month or a quarter of the net profits, whichever of the two is greater.

The Hogarth petition, filed in the Supreme Court of Ontario on June 25, sought to put Beaver in bankruptcy in order to collect a sum of $13,506.48 owed Beaver.

The Beaver proposal, also filed in the Ontario court, followed the Hogarth petition by three days.

Separate Action

And in a separate action McPhail Vending Service, Ltd., offered to pay off its unsecured creditors at the rate of $500 a month or a quarter of the net profits, whichever of the two is the greater.

The Hogarth petition, filed in the Supreme Court of Ontario on June 25, sought to put Beaver in bankruptcy in order to collect a sum of $13,506.48 owed Beaver.

Ball Gum Mfr. Awarded Refund for '59 Taxes

MEMPHIS—A Federal District Court jury verdict awarded the Com-Posite Gum Co., Memphis, Mo., and in the amount of $20,937, re-ceived $1,554,860 in 1959 income taxes the company contested as under protest.

The verdict against the U. S. Government came last week after a four-day trial.

The Internal Revenue Service, according to the verdict, has the power to add the additional tax after an audit of the company's books. The company paid the tax over and above other income taxes it had paid for the year.

Question of Surplus

The case revolved around this issue: Whether the sole stockholders, Donald B. Wiener, president, and his brother, Russell L. Wiener, vice-president, were accumulating more surplus than was necessary for the business instead of paying it in dividends.

The court decided that the surplus was paid to dividends, it was taxable and the company was not liable for the additional tax on the surplus.

By accumulating "huge profits" as surplus, the family-owned corporation did not pay divi-

dends to avoid paying double taxes, the govern-

cent contended.

Normal Operations

The court also concluded that the surplus was not accumulated in excess of the normal operations of the business.

The Donrus Corporation brought the suit, seeking return of the amount plus interest the government taxed them in addi-

tion to the regular amount already paid.

As Lucius E. Burch, trial at-

torney for the Donrus Cor-

poration, who has been at the bar about 30 years, was leaving the courtroom after the trial he was chewing some ball gum and of-

fered some to friends and spe-

tators.

"This is one of the few cases I've tried in which you have your exhibitors and chew them, too," he said.

Burch for the Donrus Corporation had paid additional tax for the years 1950 and 1951 under protest, totaling about $65,000. He said in view of the successful jury verdict, Donrus was hopeful of working out a settle-

ment, with IRS refunding the ad-

ditional tax payments.

Price Releases Capsule Line

KOSLYN, N. Y.—The Paul A. Price Company, this week released its new Mini Capsule line, consisting of miniature cards, as-

sorted pre-historic monster bones and skeletons.

The line is designed for either penny vending or 5-cent vending.

OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES Write today for full information on the VENDORAMA V2 Capsule featuring LIGHT-UP OPERATOR by VICTOR VENDING CORP. 5711 W. Grand Ave. Chicago 39, Ill.

ILIOITTA GIVES TEEN-AGE HOP

SODUS POINT, N. Y.—John Bilotta, New York State War-

tizer distributor, invited 1,000 youngsters to his Lake Ontario amusement park here last week end (29 and 30) for the opening of the resort's new dance pavil-

ion.

The youngsters will be treated to a record hop, with disk jockeys of WACK, New-

ark, N. Y., handling the emcee chores. Music, of course, will be provided by juke boxes.

Bay State Boost In Cigarette Tax Hovers Over Ops

BOSTON—The threat of a 3-cent increase in the cigarette tax hung over Massa-

chusetts operators this week. The industry is meeting the possibility with a plan to con-

vert all machines to take 35-cent instead of the present 30-cent.

In its search for another $30 million to cope with the obvious financial deficit which will result from paying the pay raises for department heads and State employees, together with a lack of funds for educational pur-

poses, Gov. Endicott Peabody to in-

crease the tax on cigarettes.

The cigarette tax currently brings in $43.2 million, and it is estimated that the proposed 5-cent levy will produce $14 million for the coming fiscal year which starts July 1. Strong hints from the Legislature indi-

cate that it proposes to raise $30 million more but operators are not taking any chances if reports are correct that many have 35-cent con-

versions ready to go.

Victor on Vacation

CHICAGO—Victor Vending Corporation closed its plant for the firm's annual vacation when January 28 through July 15. The firm's full line of merchandise, of course, continued to be avail-

able through its distributors.

Boy for Mitchells

CHICAGO — It's a boy, Laurence Lewis Mitchell, for Mr. and Mrs. Donald Mitchell of suburban Glenview. Mitchell is legal counsel for National Vendors Association. Laurence was born June 27 and is the Mitchells' third child.

Texas Supreme Court to Rule on 2% Vending Tax

AUSTIN, Tex.—The Texas Supreme Court agreed to hear arguments Wednesday (17) on whether vending machine operators have to pay the State sales tax on non-taxable sales.

The case which was brought to court by all firms whose sales include machines under 25 cents, will cost the State up to $89.9 million a year in claims if lower court decisions are upheld.

The comptroller is guarding against a possible flood of requests for claims from firms who paid the taxes by earmark-

ing a special fund in accounting reports.

Appeal Set

The High Court will hear an appeal of a February 20 decision by the Third Court of Civil Ap-

peals here.

The appeals court upheld Dis-

trict Judge Herman Jones of Austin and ruled that the companies do not have to pay the 2 per cent sales tax on their gross receipts.

Jones threw out an interpre-

tation of the tax by State Com-

ptroller Robert S. Calvert that the tax must be paid on gross re-

ceptes.

Consumer Taxed

The appeal court ruled the "tax is levied against the consumer; the retailer merely is the collector; and to date only 24 cents are not taxed. In requiring the companies to pay the taxes, the comptroller is acting contrary to the express terms of the statute. The suit was brought by four vending machine companies whose individual sales are less than 25 cents each.

Calvert argued in asking for a hearing by the Supreme Court that the act uses the law of aver-

ages to balance its impact upon the retailer and purchaser because few sales are taxed at ex-

actly 2 per cent under the "bracket" system of 1-cent tax for sales to $2.50 and 2 cents for each additional $2.50.

The sales tax act was amended by the last Legislature to make it clear that the tax is on gross receipts.

However, the Legislature exempted vending machines, newspapers and merchants who have a majority of sales of less than 25 cents. The newspaper and vending machine exemptions are expected to result in a drop of $2.6 million annually to the State. The bill took effect July 1.

NEW AND USED VENDING MACHINES

We have one of the largest stocks of used machines in the country. We have all makes and models.

Northernwest "50"

$11.00

Ash 8 & 10

9.95

Northernwest Tab Gum

11.50

U.S. Postage Stamp

9.95

Write for our catalog.

TITAN VENDORS SUPPLY

1210 Laboratory 14392


WALD 5-2876

SAY YOU SAW IT IN Billboard

New ACORN 200 Capsule Vendor

5c, 10c or 25c Vend—11 lb. Globe

This new Capsule Vend has the industry talking. Will pay for itself in one year. Inquire for details. Suppliers filled with lighter and other select items. Write for complete catalog of new and used machines.

RAKE COIN MACHINE EXCHANGE

70S-A Spring Garden St.


WRITE FOR COMPLETE INFORMATION AND PRICE LIST

BOYS' THREE CARAT SPARKLER

So real it will fool your Mother-in-Law! In sparkling clear Sure-Lock Capsules. Only $47.00 per M.

The PENNY KING Company

2534 Nisison St., Pittsburgh 8, Pa. Tel. Pittsburgh 4-7625

ATLAS MASTER Junior Capsule Vendor

World's Largest Selection of Miniature Charms

HEADQUARTERS

BIRMINGHAM VENDING CO.

212 Second Avenue, North

Birmingham, Alabama

Phone: Ekatera 4-5343

3.50
**Report From Britain**

**Cougthrey Branch**

BIRMINGHAM—Cougthrey's Automatic Supplies, coin-amusement machine distributors, Nottingham, has opened a new branch here.

The expansion, which features showrooms and administration and warehouse premises, was necessary to serve the growing number of coin-amusement operators in the Midlands area, a spokesman said.

While open for business the branch is being refurbished as to facilities and decor. A full range of Jennings and Keeney machines is on display.

Cougthrey's is a veteran British coin-operating firm, now active 36 years, and the first to handle Jennings product in the United Kingdom.

**David Shefras Weds**

LONDON — David Shefras, an executive of Morris Shefras & Sons, Ltd., Blackfriars, London, coin-equipment distributor, was married in London June 23.

His bride is Jill Marcelli. And the wedding at West London Synagogue, attended by many coin-amusement tradeables, was followed by a reception at the Piccadilly Hotel.

**British Briefs**

Bert Bingley, coin-amusement operator, and secretary of Amusement Caterers Association, Yorkshire, is in hospital, but mending, Marylebone and Paddington, London, Licensed Victuallers' Association, heard member A. J. Klein describe fruit machines in taverns as a "most pernicious form of gambling," of no aid to bar receipts...

Coin traders' green is that prices of judging boxes and EP releases have been hiked about 6 per cent this month. Major manufacturers hold them to dealer net prices.... Bert Perrett, head of Perrett Automatic Ltd., importer, distributor and operator is seriously ill with an arthritis complaint. He is hospitalized at his home in Cardiff, Wales, site of the firm's head office.

**Texas Operator Sues Location**

SAN ANTONIO — H. H. Henley, owner of Henley Music and Cigarette Company, filed a suit in 150th District Court for an order enjoining Pondered Grant, owner of Grant's Place, from using machines in his establishment other than those installed by the plaintiff.

Henley claims Grant has breached a five-year contract in which the two agreed the Henley machines would service the place. Henley alleges his machines have been "disconnected and turned to the wall," and that other machines have been installed.

If he is not allowed to service the place with his machines, Henley would have the court grant him a judgment of $1,810.

**Texas Coinman Sponsors 'My Dad's a Cop' Contest**

DALLAS — Abe Susman, owner of State Music Distributors in Dallas, continues his public relations work in behalf of the coin machine industry with his annual Abe Susman Awards Contest.

Sponsored each year by Susman, in co-operation with The Texas Lawman, a magazine for law enforcement officers, the contest this year is open to children between the ages of 12 and 17 inclusive who have parents who are law enforcement officials at all levels of jurisdiction in Texas.

This year's contest will have as its theme "My Father Is a Law Enforcement Officer." Entries may write as much or as little as desired on this topic.

The 16 prizes being donated by Susman for contest winners this year are Underwood portables, one to go to each of the 16 winners. Awards will be made at the banquet of the 85th annual conference of the Sheriffs Association of Texas.
Stern Visits Greece

SAM STERN, WILLIAMS PRESIDENT (center), viewed some of Greece's ancient ruins during a recent European visit. Accompanying him were Romualdo Meroni, Williams' European representative, and John M. Lagenikos, Williams' distributor in Greece.

STERN RECEIVED a typically hospitable Greek welcome in Athens from some of the city's leading coin machine dignitaries. The Williams president is due back in the U. S. this week.

TOP TEAM IN ROWE AC SERVICES' Accelerated Sales Contest was a group from Trimount Sales Corporation, Boston. Shown at special citation ceremonies were David Riskin, Trimount; Richard Gluck and Fred Pollock, Rowe AC; Arthur Frates, David Bond, C. Marshall Caras and Irving Margold, Trimount. Not shewn in the photo are Don Brown and Leo Bessette, Trimount, who together with Riskin, Frates and Caras made up the special five-man winning team.

BARGAINS FOR THE WEEK

GAMES

GAMES

250 OF THEM

Received a Lot of Write and Call
For Vending Machines in Trade.

WHAT DO YOU NEED?

Playing Cards; 36 in. - $5.00

Bingo; 36 in. - $10.50

Jukebox; 14 in. - $4.00

Victrola; 10 in. - $7.50

Write for catalog

Central Distributors, Inc.
2315 Olive St., St. Louis 3, Mo.
Phone Main 1-3551-Cable: Cendist
EUROPEAN NEWS BRIEFS

- Continued from page 45

Location ownership is described as a "way of life" in Austria, and VOAG holds no hope for remodeling the country into the operator pattern. The association states candidly that most distributors are satisfied to deal with locations and have no overriding interest in reforming the country to operate ownership.

Therefore the association is concentrating on efforts to enroll location owners as members.

Portable Juke Box

MILAN — The burly-gurdy, long an immutable Milanese street scene, is now giving way to the portable juke box. Hurdy-gurdy operators now transport transistor-powered phonographs strapped to their waist in hurdy-gurdy style.

The customer then inserts his coin and picks his tune. "The effect is the same," a veteran hurdy-gurdy operator remarked after the first week of operating his juke box replacement. "We get the same tune he likes, and we have a lot of arm work. It's a good idea all around."

GEMA Wants Secrecy

BONN—GEMA, West Germany's licensing organization long in the forefront for its bit-

town royalty disputes with the German phonograph operators, is now in a straight battle with the Bonn government.

GEMA is resisting efforts by the Federal Ministry of Justice to require a full disclosure of its operating practices. Herefore, GEMA has been under no compul-son to open its books to justice ministry scrutiny but as

“Competition is now bound to increase along all the line, and there is no telling what the future holds for our trade.”

Common Market

This source had in mind not only U. S. competition on the world market, but also the waxing struggle for the European Common Market. It is the complaint of West German manufacturers that U. S. manufacturers have erected a "privileged sanctuary" on the Continent, mainly in West Germany, and that it is only reasonable that protection should be afforded against direct exports from the U. S.

West German manufacturers are disturbed by the failure of German equipment to make the strides on the world export market that they believe the general technical excellence of German-manufactured equipment should warrant.

Not only have German phonographs failed to penetrate the U. S. market but they have also failed to dislocate the more extensive U. S. product from the world market, even in Latin American areas where German equipment enjoys specific advantages.

done so voluntarily as a "courtesy."

However, the operators long have argued that GEMA enjoyed a privileged status and de-emed that the copyright society make a mandatory full dis- closure of its finances. The justice ministry has moved in this direction, and GEMA, now alarmed, is mobilizing a defense against what it regards as unwarranted official intrusion into its affairs.

JFK Visit May Aid U. S. Exporters

- Continued from page 43

Particularly embarrassing to German juke box manufacturers is the fact that Cinebox, the film phonograph, has carved a beachhead in the U. S. market despite severe obstacles (although the Italian product is by no means established in the U. S. market).

If success breeds success, failure is no less contagious. The German trade sorely needs a show window on the American market for its world trade generally.

Site Owners

- Continued from page 48

will allow. Most of his location owners are more than pleased at the celebrity at which an Ideal Music Company repair truck appears where there is breakdown or a sort.

The fact that a truck may have to make a 46-mile trip each way in order to take care of two service calls isn't unusual, but Wyscaver cheerfully accepts the responsibility.

One outcome of the location owner programming system has been heavy demand for Spanish music, prompted by large numbers of Mexican-Americans and braceros or Mexican nationals who are hired for the annual beef crop each year.

Wyscaver, with long-standing connections in the Spanish-American field, probably pro-grams more of this music than any other northern Colorado operator, always respecting his location owner's requests, and shows sensational play results from tangos, rumbas, sambas, and marachi music.
GET YOUR NEW SEEBURG LITTLE LP CATALOG

38 LABELS

343 ALBUMS!

New 3rd edition... 54% bigger, 13 additional labels, even more big-name artists. The best and most profitable music in 33⅓ stereo for 50¢ play that's really worth the price. Original-cast show albums, folk music, specialty albums plus vocals, instrumentals, jazz-rhythm-blues, country & western, classical. This new catalog is packed with earning power for every location with a Seeburg LP Console and Stereo Consoles.

LITTLE LP ALBUM LIBRARY CATALOG

No. 3

for programming the Seeburg LP Console.

SEEBURG TOP-EARNING LITTLE LP STEREO ALBUMS

These Seeburg Little LP 33⅓ Stereo Albums are currently earning top grosses in Seeburg locations coast to coast.

POP—VOCAL/INSTRUMENTAL

TONY BENNETT Tony Bennett at Carnegie Hall COLUMBIA
FRANK Fontaine Songs I Sing on the Jackie Gleason Show ABC-PARAMOUNT
CONNIE FRANCIS Country Music Connie Style MGM
ROBERT GOULET Two of Us COLUMBIA
EARL GRANT Beyond the Reef DECCA
BRENDA LEE Sincerely DECCA
BRENDA LEE That's All DECCA
ARTHUR SMITH Arthur Smith (Guitar) and Vocals ABC-PARAMOUNT
THE VENTURES The Ventures Play Telestar DOLTON
ANDY WILLIAMS Moon River COLUMBIA

JAZZ/RHYTHM & BLUES

COUNT BASIE Basie DECCA
BERNSTEIN & BRUCEK Bernstein Plays Brubeck Plays Bernstein COLUMBIA
RAY CHARLES Modern Sounds In Country & Western Music Volume 1 ABC-PARAMOUNT
MILES DAVIS Miles Davis at Carnegie Hall COLUMBIA
PETE FOUNTAIN Let the Good Times Roll CORAL
STAN GETZ/CHARLIE BYRD Jazz Samba VERVE
JONAH JONES Jazz Bonus CAPITOL
STAN KENTON Adventures in Jazz CAPITOL
JIMMY REED Just Jimmy Reed VEE-JAY
SARAH VAUGHAN Vaughan & Violins MERCURY

FOLK, COUNTRY & WESTERN

EDDY ARNOLD Let's Make Memories Tonight RCA VICTOR
PATSY CLINE Patsy Cline's Golden Hits EVEREST
RED FOLEY Dear Hearts and Gentle People DECCA
BURL IES Funny Way of Laughin' DECCA
RAY PRICE San Antonio Rose COLUMBIA
JIM REEVES A Touch of Velvet RCA VICTOR
MARILYN ROBBINS Devil Woman COLUMBIA

STEREO at its best

Every one of these top-earning Little LP Stereo Album records is available through your local Seeburg Distributor. Each has been selected solely on the basis of its proved earning power in phonograph locations. If you'd like to get this free weekly report in advance, by mail, write Seeburg, "Top-Earning 30," 1500 No. Dayton St., Chicago 22, Illinois.
WELCOME ABOARD: Webb McGuffin (l.) is given hearty official welcome from Don Kirshner, head of Celpax Records and Columbia Pictures-Screen Gems Music, on his recent appointment as vice-president in charge of sales. McGuffin was formerly with London Records, where he was chief of U. S. product, heading that firm's distribution wing.

Billboard

PHOTO GALLERY OF

Newsmakers

UNITED ARTISTS RECORDS Proudly Introduces A NEW DIMENSION IN SOUND

FENWICKGROOV

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.

Wally McGuffin (l.) in a recent United Artists Records press conference, with Webb McGuffin (r.); the press conference was held to announce McGuffin's appointment as vice-president in charge of sales at United Artists Records. McGuffin had been with London Records, where he was chief of U. S. product, and was given a hearty welcome by Don Kirshner, head of Celpax Records and Columbia Pictures-Screen Gems Music. McGuffin's new position is in charge of sales for United Artists Records.

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.