Columbia Unveils New

THE MUSIC SHOW

Wheeling, Dealing, Competing Loom as Highlights of Year

By DAVE LACHENBRUCH

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

The Music Show climax a year marked by the most intense competition ever seen in the phonograph, tape recorder and radio businesses—er, no, mention the television business. Prices have been whirled away steadily all year. Can they go down even further?

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

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

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Kintner Adds Some Thoughts: Real Cure Is Fair Prices

By MILDRED HALL

WASHINGTON—Attorney Earl Kintner's diagnosis of the record industry as "shot through with illegitimately" was shock treatment to ARADA conventioners at Miami Beach—but last week the special counsel to the independent distributors and retailers association outlined a follow-up therapy that could remove much of the industry's nervous jangle and confusion.

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

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

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

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Big News Has deale.
WHAT'S NEW AT RCA CUSTOM?

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

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

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

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

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

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

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

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

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

JUST ABOUT EVERYTHING!

Come see and hear for yourself what's happened at RCA Custom Studios. Talk about comfort—our new physical facilities provide the utmost and they're as acoustically-correct as modern sound technology can make them. Our new and improved electronic equipment—the most advanced to be found anywhere—was developed in cooperation with the top sound engineers in the country. The resulting recorded sound is absolutely the most brilliant, and has the most dynamic startling presence you've ever heard. But why just take our word for it? Come see and hear for yourself the next time you need recording facilities, master lacquers, fast tape-duplicating—anything in recorded sound. Call:

RCA CUSTOM RECORD SALES
NEW YORK MU 9-7200; CHICAGO WH 4-3215;
NASHVILLE AL 5-5781; HOLLYWOOD OL 4-1660
**Beef Over Reader’s Digest One Stake at FTC Hearing**

By REN GREVATT

NEW YORK—A history of continuing growth of sales at retail during the tenure of the Columbia Record Club was outlined last week in testimony by William P. Gallgher, vice-president of marketing for RCA Victor, to the Federal Trade Commission in a series of hearings. The hearings were at the request of the FTC, which has been investigating the activities of the Reader’s Digest. The Digest has been accused of violating federal laws against certain practices, such as the distribution of home phonograph records. The FTC has also been accused of violating federal laws against unfair and deceptive practices in the sale of records.

**Decca Bringing Out 34 Albums in Fall**

NEW YORK—Decca Records is introducing 34 new albums in its current catalog. These albums are part of the company’s Coral sub-label, and five in the classical label. The company will offer its usual dealer incentive on new product and catalog for the length of the program, which runs through September 13.

**SHERMAN SIDE RUNNING AWAY FOR WARNER’S**

HOLLYWOOD — Warner Bros. Pictures last week dropped its $85,000 infringement action against Dot Records, Pat Boone, and Bunnies Joy, after the label was over Boone’s recording of “Speedy the Aeroplane.” Dot has the song rights. The label also is in litigation with Billie Holiday and also has a copyright in the cartoon character.

**W.B. Succumbs In Boone Suit**

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**Sales Meet Awaits Kapp Talk Reaction**

**WHITE SULPHUR SPRINGS, W. VA.—** RCA Victor opened its 11th annual best buy program on September 1, to introduce its new 1963 line of records. The program is on the market until December 31, 1963, in all 50 states. The program is intended to increase sales of RCA Victor records and to attract new buyers to the company’s product line. The program includes a wide range of music styles, including rock and roll, pop, and classical.

**JMGB—Verve Candidates at Work & Play**

MG-MERGE’S ANNUAL CONVENTION held in New York last week had both its serious and pleasurable moments. One of the serious meetings was shown in above photo when Marrie Price, MGM director of marketing gave the full program pitch. Seated next to Price, with microphone, are MG-MERGE President Arnold Moxon, (r) Simler, head of album merchandising, and Tom White, director of administration. Lighter side is captured in the picture at right, when MG-MERGE-DGG-Ave-Charter-Vesuvius-Parker Records convention adjourned to the New York Playboy Club. Bunnies Joy, Dee Dee and Mama (l. to r.) gave name tags to distributors Bud Daily of Houston, Bill Emerson of Dallas and Bill Burton of Oklahoma City (l. to r.).

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BILL GALLAGHER SAYS:
Not Overproduction, Just Underselling

NEW YORK—"The most important thing for all of you in promotion...is consider seriously if you have the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of the fear of 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COLUMBIA RECORDS

SHINE IN THE SINGLES FIELD!

Hopeless 4-42784
Andy Williams

Ring of Fire 4-42788
Johnny Cash

Green, Green 4-42805
The New
Christy Minstrels

Be Careful of Stones
That You Throw 4-42810
Dion

This Is All I Ask 4-42820
Tony Bennett

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

Say Wonderful Things 4-42791
Patti Page

Gone 4-42812
The Rip Chords

COLUMBIA SINGLES SELL!
Columbia Unveils New Dealer Pricing Policy

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they now had "the opportunity to sell quality rather than price" to the record buying public.

As a further consequence, although stressing that Columbia could not control the prices at which its product is sold by retailers, Gallagher reiterated the hope that as part of the hoped-for "age of reason," retailers would stop seeking to drive up music prices from the consumer - a practice that in turn makes reproducing and maintaining an inventory margin can be turned. The present $3.55 list was defended by Gallagher, who pointed out that it has increased in price against any other form of entertainment.

Columbia's Move

The new plan revealed at Columbia's sales meeting in San Juan is a logical and, most serious trial by all means, a necessary one. It represents a serious attempt to face up to the increasingly difficult economic plight of the record industry.

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

The new dealers, who are also hoping for some fantastic panacea to materialize, is nevertheless quite tricky. According to the plan, there is the likelihood of foregoing immediate shipments based on the usual release deals, on the chance that it will gain a more even spread of sales through the year. The old rock and roll record man is the bird in the hand is being ignored.

If this move eventually shows a condition of dealers to Columbia's new pricing policies, then the label's gamble will have paid off. And if this leads dealers to a more selective attitude toward product generally, then the entire industry will be better off.

At this juncture, nobody can tell whether any other label will follow the suit of Columbia or companies, but we already have long since set their policies for the coming season, so it is unlikely that there will be any rapid reaction forthwith.

But there is no doubt that everyone will be watching carefully to see how Columbia fares and what reception its product gets from dealers.

The chaotic pricing situation that exists at every stage of the industry will never be remedied without some steps, however big, and if it becomes generally evident that the welfare of the record industry is to seek practical ways for it to break out of the price war, then Columbia's step is an important signpost toward a healthier business. If there is a better approach, it has yet to be tried.

How Plan Will Apply to Rackers

Columbia, merchandising vice-president, Gallagher, producer of rack records, will have an important role to play, and that he welcomes and is willing to assume for the rack industry, Columbia will insist on a monthly accounting to show the separation of funds, and any firm refusing to cooperate will be dropped as an account.

Gallagher mentioned, as a sidelight, that Columbia has completed a study of the functions both of rack jobbers and rack manufacturers and that it cannot separate accurately the definitions of the two. Henceforth, therefore, it plans to group them together under the term "subdistributors."
Just Released and all set to Build Traffic and Profits...

NINE SENSATIONAL CHART-BOUND ALBUMS!

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

GLEN GRAY!
Imagine "Our Day Will Come" played in the style of Tommy Dorsey's "Marie". Glen Gray plays twelve of today's hits in the style of the very best arrangements from yesterday's bands. (ST) 1938

BOBBY DARIN!
Something brand new...Bobby brings his tremendous singing talents to folk music. And his tremendous album setting talents to another best seller..."Earthy"! (ST) 1962

NANCY WILSON!
The brightest of the new stars sings Hollywood's great music. With Nancy's sultry voice and a collection of really good songs, this is the perfect sequel to "Broadway My Way". (ST) 1934

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

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

SAN QUENTIN PRISON CHOIR

FRANK SINATRA!
Here are twelve of Frank's greatest recordings... in a classic album that's a must for every Sinatra fan. (ST) 1949

VIC DAMONE!
The star of TV's fabulous summertime show, "The Lively Ones", performs live at Basin Street East. And the result is the kind of special singing and excitement that means "hit!"! (ST) 1964

TENNESSEE ERNIE!
This is an album for people who like Tennessee Ernie Ford, for people who like great singing, for people who like inspired choral music. In short, it's an album for almost everyone! (ST) 1937

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

AND SEE YOUR CRDC REPRESENTATIVE FOR SPECIAL INTRODUCTORY TERMS ON ALL THESE ALBUMS!
Kintner Adds Some Thoughts: Real Cure Is Fair Prices

**Continued from page 1**

for a discount record house to come in on several levels of distribution in markets across the country. Only a few key retailing regions are considered by the independents.

Kintner noted that the big news in this regard is the effort to drive out competitive prices. The FTC is charging a fair price based on its volume of business and the national manufacturer. In either case, if he is independent and sells through a national distributor, he feels the cutoff would be even stronger. And the final recourse, complaint to the Federal Trade Commission to have the distributor in an area. If the FTC finds price discrimination threatening competitive constraint, or its elimination, it can order the big shipper to stop his activities.

Concerning functional discrimination is the subject of the question now within the FTC. Is it based on the actual function of the buyer? To the extent the local distributor is the only one that manufacturers give with sizable order discounts to, it is clear that the FTC might have made a judgment in such a manner. The local distributors, hurt by manufacturer's give-aways, have tried to stop this practice by going to Inter- nal Revenue Service that the freebie is merely a function of such discrimination to consumers. IRS has no ruling to require manufacturers excuse on goods that they give away. In the book, the freebies are just a way of getting customers away, but the tax can be placed only on the manufacturer's selling price, not on records given away, or even on amount produced.

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

This would be a deterrent to handing out vast quantities of free records for one or another particular line of distribution, he claims. If examples were specifically plugged out in trade guides, he feels the deterrent would be even stronger. And the final recourse, complaint to the Federal Trade Commission followed by FTC orders to do- sist, remains open, with or without trade guides. Once ordered to stop a practice the trans- ferrer faces fine of up to $5,000 a day. (A recent Bill- board story pegged this at $10,000, and Kintner admits he may have inadvertently raised the higher figure during the Montgomery-Ward case.

Sub-Distributing

There is also the question of sub-distributing, a practice of transshipping on the grand scale, by big chains or discounters who give away fan out product to branches across the country. The local distributors, subjected to these low local distributors and/or retailers, who are buying at higher prices from the same manufacturer. In his opinion, Kintner was asked, is it legal.

New York — The Record Industry Association of America (RIAA) has just released 11 of its albums and one single record for gold awards during the first half of 1963.

The single record sold over a million copies, according to the RIAA audit, was "Hey Paula" on the Mercury label. The minimum of $1 million in factory- direct sales has been set for "The Story" (sound track), Columbia; "Glorious Sound of Christmas," Philadelphia International label; "1812 Overture," Minneapolis Symphony, Mercury; "Exo- dus" (sound track), RCA Victor; "Calypso," Harry Belafonte; RCA Victor; "Season's Greetings," RCA Victor; "Viva," Perry Faith, Columbia; "The Music Man" (sound track) Warner Bros.; "Time Out," Dave Brub- beck, Columbia.

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Additional legislation that might be put on the book by Congress to eliminate or restrict the sub-distributor spot could be forestalled by the voluntary agreement.

The Trade Conference’s main function, Kintner points out, is to transship, to move a given amount of the line into the industry. The point is made very clear by everybody now. It helps further by giving actual information as to what is right or wrong in industry prac- tices. Examples incorporated the findings of the FTC and an industry are based on matters discussed in the conferences.

Once trade agreements are agreed on, they are issued in booklet form and go out to every member of the industry. It would be up to ARMA and all trade associations to keep up to date on these through their conventions and meetings for best trades results.

Kintner emphasized strongly that compliance with the guide is entirely voluntary. While it is hoped most members would pledge compliance, the industry will also serve as a warning to those who refuse to conform outside the agree- ment, ending possibility of ignorance by anyone who makes, sells, ships, distributes or gives away records.

Kintner had in a final reminder: "Understanding must preceed compliance with the law. But unless it is met and applied in an independent segment of the record industry is interested in effecting a set of guidelines to live by— the procedure would be worthless."

The only separate directory of its kind published for the music-record industry

More than 6,000 listings in over 30 countries of record manufacturers, music publishers, distributors, and suppli- ers; prices and addresses of facilities available to the music-record industry.

Subscription orders must be received by August 3 to have the "International Directory" included. ACT NOW!

**Continued from page 3**

“and the old marketing areas for the independents who have broken down and those who feel that the black field are being strained.”

Krupp, on the other hand, asked if the problem applies more to the area of independent manufacturers who have broken down and those who feel that the record field is strained.

Krupp’s reply is: “That is what we call bell-cow advertis- ing, because the company is putting the bell and the smaller ones catch in, too. Certainly the Kravetz ad would help.”

Peter Max, the other witness, who recently testified before the Senate, stated in great detail about the performance at retail of numer- ous special offers and promotions chart by chart on Billboard’s best, and concerning the relation to club offers of the same album.

Bill Gallagher

**Continued from page 4**

Loves a Winner,” Epic will also run an ad for distributor salesmen and promo- tion men, entitling them to numerous special prizes, when they have won certifi- cations. The ad will be based on their sales performance. None can win, however, until the ad is featured in Billboard, where they have attained 100 per cent of his album and tape sales quota.
HERE IT IS: A SURE-BET, TOP-10 FOLLOW-UP TO "REVEREND MR. BLACK"

DESER T P ET E
THE KINGSTON TRIO #5005

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

Night Club 'Book' Show Tasty

RONNY GRAHAM MAY HAVE STARTED a trend with his new musical production "Money," which opened at the Downstairs Club in New York's Times Square. Up to this point, the D. has been famed for its satirical night club revues produced either by Julius Monk or Graham. "Money" is a musical comedy which builds on eight musical numbers that spin along the Joe, and a gift ed cast of four who keep the audience situations moving at all times.

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

Pushed on by his love, the young man begins to think about the working world, the professional world, and the institutional world is often dominated by grasping, greedy men and women, who, in every city, he attempts, and it all comes out right in the end, for his pretty young woman can accept him as a complete failure.

The vocalizing of "Money" is George Coo, who portrays an uncountable number of characters in the plot with the proper cunning, slyness and all-out sleight-of-hand. David Rounds is the rich young man, and he handles the busy role with charm and a sweet smile for it is New York. The girl in the cast, the tough-talking girl, appealing Barbara Quantum, performs a difficult role with warmth and style.

The sets, designed by Jim Stone, one of the biggest stock in the world, comes out smoothly, and he, attempts, and it all comes out right in the end, for his pretty young woman can accept him as a complete failure.

The whole cast of 16 is尸 stripped, the music is all the comic that comes along with the numbers of the program.

The Downstairs Club,

The Big Three Come to Sing

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

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

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

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

BARRY KITTELSON

TALENT TOUR

(Top record talent in top towns this week)

EAST

BUFF'S migrating to this year's Newport Folk Festival (26-27) are in for a sampling of the talents of: Bob Dylan; Peter, Paul and Mary; The basement Bisel; Judy Collins, the Roof top Singers, Pete Seeger, Joan Baez, John Lee Hooker, Janis Ian and many more. Tony Bennett plays the Frelies in Boston through Saturday.

Sue Kenny opens at the Hawaiian Cottage in Camden, N. J., on July 23. . . . Roni and the Hi-Liners will be appearing this weekend at Hi Lito's new teen club in Atlantic City. . . . Also in Atlantic City, Da mila Joe is headlining the Club Har tre for two weeks as of July 25. . . . Ralph and Pattie are currently appearing at the Bolerio Club, Wildwood, N. J. . . . Weekend jazz concert this week at Basin Street East will feature the Duke Ellington orch and兰斯蓉的兄弟们.

ELLA FITZGERALD and Stan Getz are both featured at the Carter Barron Amphitheater, Washington, D.C., through Sunday.

COUNT BASIE, doing countless one-nighters, will play the Hillcrest Hall, Minnieville, Pa., (23), the Pines Hotel, S. Fallsburg, N. Y., (25), and then goes into Freedomland on July 26 for five days.

SOUTH

Gene Pitney is continuing along the circuit, with this week at the West Side Supper Club, Long Island, as well as taking time off to record his new LP for Aristocratic. . . . In the West, he's in San Francisco this week at the Westside Supper Club and will be at the Regal Pal, L.A., next week.

South Shields, the Sassy Six, are the weekly headliner at the West Side Supper Club, Long Island. . . . In the West, he's in San Francisco this week at the Westside Supper Club and will be at the Regal Pal, L.A., next week.

Jude Cole, the Sassy Six, are the weekly headliner at the West Side Supper Club, Long Island. . . . In the West, he's in San Francisco this week at the Westside Supper Club and will be at the Regal Pal, L.A., next week.

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It's Summer HIT Time...with

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DROWNIN' MY SORROWS
AND
MALA FEMMENA

K 13160

MGM RECORDS
The Label of the Fortune-Sellers!
How to Spot Next Latin Craze? That’s What A.R. Men Ask

NEW YORK—One day in the relatively near future, one or more discs featuring a previously unknown Latin rhythm will be kicked off in a big way, one which necessarily will have international ramifications. Brazil’s bossa nova was only the most recent case in point; other Latin rhythms will break out next. These new rhythms are eagerly awaited by record buyers. There are roughly 300

After the Bossa Was Over?

Texas Takes Big Spanish Share

NEW YORK—The lion’s share (more than 25 per cent of schedule) of Spanish music is being programmed on 49 radio stations in 10 cities in the United States including 15 Mexican-licensed stations located in nine border cities. Tex-Mex programming has grown in language, music, and listening audience to the point where Latin American music has become a sure bet in the United States. Spanish music has been hitting a high point in the United States with new trends, new artists, and new records being released weekly.

A recent survey of Spanish Latin music shows that the three stations with the highest ratings are Spanish music stations located in Houston, Texas, and New Mexico, with WKY in Oklahoma City, Oklahoma, and WIBA in Miami, Florida, leading the pack. The survey also shows that Spanish music is being heard on both AM and FM stations, with the majority of listeners being Hispanic.

The success of Spanish music in the United States can be attributed to several factors. First, the increasing number of Hispanic Americans in the country has created a large market for Spanish music. Second, the growth of the Hispanic population has led to the creation of new Spanish music genres, such as Norteño and Tex-Mex, which have gained popularity in the United States.

Latin American music has become a major force in the United States, with new artists and new records being released weekly. The success of Spanish music in the United States can be attributed to several factors, including the increasing number of Hispanic Americans in the country and the creation of new Spanish music genres.
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Eddie Palmieri
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Cesar Concepcion
Koko
Willie Rosario
Luis Ramirez

Latin Vocals
Felipe Rodriguez
Man Rivero
Trío Los Amantes
Eduardo Davidson
Chivirico Davila
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People believe what they read in Billboard. They may not know that we have more people researching and writing and reviewing than any of the other publications. It’s not really important . . . to them.

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That’s why more people buy Billboard. They know they get more help. When readers are helped, so are advertisers. That’s why more advertisers use Billboard . . . this week and every week. They know more people see their message in Billboard. They know that people believe what they see and read in Billboard. That’s believability.
A Moment of Decision

Our industry now faces a moment of decision.

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

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

Very few home entertainment equipment producers have chosen the quality road. Some have pretended to. PILOT Radio Corporation for one, is firmly committed to absolute dealer protection, and has been since its founding in 1919. PILOT dealers have been assured of superb products, a profitable pricing policy and an allocation of franchises based on market potential.

Our reputation, the result of 45 years of painstaking effort, is too valuable to impair with imperfect products or policies. PILOT has traditionally been too independent to settle for anything less than a fair return for itself and its dealers. But it is not independent enough—and never will be—to disregard the interests of its franchised dealers in favor of a superficially attractive blanket distribution setup.

If you believe in unswerving dedication to quality...selective retail distribution based on market potential...assurance of a fair profit for dealers...development of the broadest product line in the quality home entertainment field—if you believe in these, then the time has come for your moment of decision. See us at the PILOT Concert Hall in the Victorian Room on the lobby floor of the Palmer House, NAMM Music Show.
Chicago Music Show Looms as Biggest Ever for the Industry

*Continued from page 1*

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

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

SOME NEW PRODUCTS will draw attention at the Music Show: Minnesota Mining is now about to put into production a new type of magnetic recording medium that has been tested for tape systems and larger-in-one accessory for customers. The tape can be played back through a portable amplifier, in its original form or in separately wound-up coils. The latter can be wound onto a spool for use with an ordinary phonograph equipped with a pickup for tape operation. The smaller-in-one accessory for customers is a portable amplifier that can be played back through a portable amplifier, in its original form or in separately wound-up coils. The latter can be wound onto a spool for use with an ordinary phonograph equipped with a pickup for tape operation.

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

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

THE SOLID-STATE RACE continues in the phonograph industry, and "transistorized" is rapidly beginning to be heard at the Music Show. At least ten makes of compact and portable phonographs will show new models without electron tubes.

In the television field, attention will be focused on General Electric's 11-inch tinsel in an $11.95 model. It is the set which most of the TV industry didn't think was salable.

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

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

Estey in Tape Recorder Field

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

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

Souweine, noting that when tape recorders require repair, "it's usually the mechanism that's at fault," said the aim of the company was to come up with a "foolproof" assembly, something that would "really stand up and take a beating." The result, he said, was a unit with only 14 moving parts, and one which has, as he put it, "undergone a beating by an 6-year-old child," as part of its testing.

High-end unit of the Estey series is Model 70, a professionally styled stereo recorder-playback with sound-on-sound which allows up to eight recordings to be made on a single mono tape track. The vertically mounted unit with detachable winged speakers, carries a list of $319.95.

Next in line is Model 50, which is often used for sound-permitting recording on one channel while playing the other—thus detachable winged speakers. This stereo package list is at $229.95.

Model 30, a mono unit, features an input design for either microwave or direct recording from radio, TV or phonograph sources. Speaker jack permits use of external speakers. This set lists at $129.95, while a fourth, less expensive mono machine, a 21-pound portable, carries a tag of $99.95. All units operate at both 7Æ and 3Æ speeds and take seven-inch reels. A 120-day guarantee on parts and labor is a feature of all models.
### Billboard 1963 DEALER SURVEY

#### RADIO SALES IN RECORD-SELLING OUTLETS

(Released May 1963)

<table>
<thead>
<tr>
<th>TRANSISTOR PORTABLES</th>
<th>AM-FM RADIOS</th>
<th>FM-Stereo Radios</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>7</td>
<td>36</td>
</tr>
<tr>
<td>39</td>
<td>39</td>
<td>41</td>
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<td>31</td>
<td>50</td>
<td>20</td>
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<tr>
<td>2</td>
<td>3</td>
<td>18</td>
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<table>
<thead>
<tr>
<th>HANDLING</th>
<th>SELLING</th>
<th>HANDLING</th>
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</thead>
<tbody>
<tr>
<td>Better</td>
<td>About Same</td>
<td>Worse</td>
</tr>
<tr>
<td>21</td>
<td>39</td>
<td>30</td>
</tr>
</tbody>
</table>

#### PHONO SALES IN RECORD-SELLING OUTLETS

(Released May 1963)

<table>
<thead>
<tr>
<th>Type of Phonograph</th>
<th>BRANDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portable Monaural Phonographs</td>
<td>ADMIRAL</td>
</tr>
<tr>
<td>Portable Stereo Phonographs</td>
<td>BIRCH</td>
</tr>
<tr>
<td>Portable Stereo or Table Model Automatic Phonographs</td>
<td>BRADFORD</td>
</tr>
<tr>
<td>Stereo Consoles or Consoles with AM/FM Radio or TV</td>
<td>CAPITAL</td>
</tr>
<tr>
<td>Stereo Consoles or Consoles with AM/FM Radio</td>
<td>COLUMBIA</td>
</tr>
<tr>
<td>Stereo Consoles (Theatres) with AM/FM Radio and Television</td>
<td>CONCERT HALL</td>
</tr>
<tr>
<td>Stereo Consoles (Theatres) with AM/FM Radio and Television</td>
<td>CURTIS-MATHIS</td>
</tr>
<tr>
<td>Stereo Consoles (Theatres) with AM/FM Radio and Television</td>
<td>DECCA</td>
</tr>
</tbody>
</table>

### Billboard Survey of Phonographs and Radio Sales in

HOLLYWOOD — International Systems Corporation, Van Nuys, Calif., last week unveiled its Mobile Music Unit, a stereophonic playback designed for use in cars, boats and planes. The set uses a Viking head, player tapes at 3 1/2 ips, via the mechanical loop. Mobile Music Unit.

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

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

The Fidelicar record cartridge eliminates necessity of threading the playback or rewinding. The mechanical loop achieves the perpetual play feature by feeding the tape from the center and rewinding automatically as it plays on the outside of the single reel. Thus, the one reel is able to feed and rewind in a single operation.

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

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

### Billboard 1963 DEALER SURVEY

#### OF RECORD-SELLING DEALERS

<table>
<thead>
<tr>
<th>Handling Phonographs</th>
<th>Handling Radios</th>
<th>Handling Each Type, from January 2 Thru May 11, 1963</th>
</tr>
</thead>
<tbody>
<tr>
<td>78.2%</td>
<td>69,000</td>
<td>18.4</td>
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<tr>
<td>32.1%</td>
<td>12,000</td>
<td>8.3</td>
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<tr>
<td>76.3%</td>
<td>72,900</td>
<td>19.9</td>
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<tr>
<td>44.6%</td>
<td>14,980</td>
<td>7.0</td>
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<td>52.9%</td>
<td>76,700</td>
<td>30.2</td>
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<td>29.8%</td>
<td>19,000</td>
<td>13.3</td>
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### RADIOS

<table>
<thead>
<tr>
<th>Type of Radio</th>
<th>Estimating Dealers Handling Radios, Percent Handling Each Type, from January 2 Thru May 11, 1963</th>
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<tr>
<td>62.5%</td>
<td>189,300</td>
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<tr>
<td>49.2%</td>
<td>61,630</td>
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<tr>
<td>48.9%</td>
<td>56,000</td>
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<tr>
<td>24.9%</td>
<td>12,200</td>
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</table>

### MANUFACTURERS REGISTERING LESS THAN 1% OF THE CATEGORIES (included in "others" in each category were:
1. Coleman, Comanche, Davenport, Gotham, KLM, Majorette, Mercury, Tomcoast, (3) ABC, Homerett, (3) Bell, (4) Clinton
2. Clarno, Greece, Telefones (5) Pathfinder Bell

### MANUFACTURER REGISTERING LESS THAN 1% IN ONLY 1 OF THE CATEGORIES (included in "others" in each category were:
1. California, Comanche, Davenport, Gotham, KLM, Majorette, Mercury, Tomcoast, (3) ABC, Homerett, (3) Bell, (4) Clinton
2. Clarno, Greece, Telefones (5) Pathfinder Bell
Discounting 1st in Dealer Gripe

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

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

Fully 40 per cent of the dealers asked if in the survey, listed “discounting” or “price-cutting” as the prime headache of today’s business. Less than half that number of votes went to clubs as the most difficult problem, while rack gotters were mentioned about half as frequently as clubs.

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

Problems Cited

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

Difficulties in the distributor relationship occupied a substantial share of the complaints. “Slow” distribution of new product was a key factor. Distributors (and rack jobbers) entering the retail business also seem in for a share of the attack. Distributors, it was felt, have a responsibility to stabilize and “firm up” prices on all product, or put another way (as stated by various dealers) to “stop selling at several different prices to different customers.”

Sales at Exchanges

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

One rather sweeping complaint, echoed in various other

Continued on page 18

Record Selling Outlets

<table>
<thead>
<tr>
<th>ELECTRICIAN</th>
<th>PHONOGRAPH</th>
<th>FISHER</th>
<th>E 5</th>
<th>A.O.S.</th>
<th>MAGNAVOX</th>
<th>MOTOROLA</th>
<th>OLIMPIA</th>
<th>PHILCO</th>
<th>PIONEER</th>
<th>R.C.A.</th>
<th>SHARER ELECT</th>
<th>SILEVORITE</th>
<th>SYLVARIA</th>
<th>TONIC</th>
<th>V.M</th>
<th>RESCOR</th>
<th>ZENITH</th>
<th>ALL OTHERS</th>
<th>NO RESPONSE</th>
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<td>1.8%</td>
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* indicates brands also sold by record-selling dealers but registered less than one percent and is included in “all others” column.
These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-retail outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Paint labelings are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 percent or more of the total dealer points are listed below.

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

4/27/63 Issue: Phonola (8).
1/26/63 Issue: Magnavox (6), General Electric (B), Majorette (9).

**Dealer Gripes**

*Continued from page 17*

The time that "record companies have lost control of the industry to rack jobbers and mail-order houses." Also mentioned were the perennial problem of the shop lifter, the customer who wants to exchange a club selection for store stock, and the simple fact that the industry is overburdened with "too many deals."

**Judy Deane Dies**

SAN FRANCISCO — Judy Deane, who began a 40-year career in radio in 1923 and later went into television and recording, died in San Francisco last week at the age of 85.

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

**SORD Head Would Appear At Hearing**

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

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

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

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

**Estey's New Tape Line**

ESTEY ELECTRONICS introduced both these units as part of its four-model tape recorder line in New York last week. Top photo shows the deluxe stereo model 70, featuring sound-on-sound recording, at $393.95. Below model 50, stereo, incorporating many of the features of the higher-end model, but in a more budget-type packaging, at $299.95 complete.

**Pilot Portable**

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

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

<table>
<thead>
<tr>
<th>PHONOGRAPH, RADIOS &amp; TAPE RECORDERS</th>
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<tbody>
<tr>
<td><strong>BEST SELLING</strong></td>
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<tr>
<td><strong>PHONOS LISTING BETWEEN $31 and $60</strong></td>
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<td><strong>POSITION</strong></td>
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<td>4/27/63 Issue</td>
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**Dealer Gripes**: continued from page 17

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At the top of all the charts...

I WANNABE AROUND

COLUMBIA 4-2820

CONTINUED SUCCESS TO NAMM

"THIS IS ALL I ASK"
(Columbia 4-2820)

I WANNABE AROUND
CL 2000
CS 8800
HERE IS YOUR MASTERWORK '64 GALLERY OF SOUND and in it the most comprehensive array of audio products ever put together. From the versatile budget priced portable to the latest in AM-FM-FM Stereo engineering, there is fabulous value in every category.

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

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

Model-M-4070/Contemporary Stereophonic High Fidelity Radio-Phonograph Console with AM-FM Stereo
- Four transistor amplifier + 40 watts + Speaker systems in each separate space chambers, 8 box chambers, 4-40" Horns + Superheterodyne Model + American walnut + Dynamic control + 10-Century channel + Complete AM-FM + Magnetic Ind. + AT-5 changer + Built-in stereo pressure gauge on overheadlight adjusted Schallen free arm + Magnetic cartridge + Diamond needle + 6 controls + Crafted mahogany with walnut solids and veneers + Suggested List Price $475.00

Model-M-2002/Deluxe Table Model AM-FM Stereo
- Handcrafted wood cabinet + Hand-wound chassis + Dynamic + 2.5 In. Horns + Complete AM-FM + Automatic Frequency Control + Two self-contained antenna + Suggested List Price $79.95

Model-M-5020/Deluxe All Wood Table Model Radio with AM-FM-FM Stereo
- Hand crafted chassis + 8 watts + Two individual speaker cabinets (2-EU" speakers) + 4 controls + FM Stereo indicator + Collimated log scale + Three piece receiver + Hand-crafted all wood solid walnut finish + Suggested List Price $149.95

Model-M-2030/AM-FM Portable Transistor Radio
- Two transistors powered by two penlight batteries + Complete AM-FM + Slide on tuning + Built-in telescopic antenna + Black, high quality plastic case trimmed with silver and champagne gold + Attractive gift carton + Includes carrying case and earphone + Suggested List Price $49.95

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

Model-M-1716/Deluxe Stereophonic High Fidelity Automatic "Matched Pair" Portable
- SOLID STATE CIRCUITRY + 12 TRANSISTORS + 30 watts + Hand wired chassis + 50-20,000 cps + Garrard AT-6 fully automatic changer + Magnetic cartridge + Diamond needle + 7 controls + Burnt olive matching "Samsonite" luggage cases + Suggested List Price $199.95

Prices slightly higher in the West

799 Seventh Avenue, New York 19, N.Y.
WB Switches Distrib—Now Hart in L.A.

HOLLYWOOD—Warner Bros. Records last week appointed George Hartstone’s Hart Distributors for the Southern California territory, including Los Angeles and Orange Counties. Hartstone handled the label since its inception more than five years ago.

The distribution reshuffle includes recent changes in Philadelphia to David Rosen, in Baltimore to Schwartz Bros., Cleveland to Cleve-Disc, Chicago to M.S. Distributors, Minneapolis to Hieller Bros., Tone Distributors in Hialeah (Miami) and to H.W. Daily, Inc., Houston.

The label termed its distribution changes as being prompted by a desire to increase the speed of its sales efforts by channeling its product through distributors who are “flexible, financially able, to know the importance of today’s individual marketing condition, and have adopted their operations to correspond to the times.”

Dynavox Model

1967—Model 635, stereo portable with optional legs for use as a console, is a feature of the new Dynavox phonograph line of 19 models to be shown at the Music Show, this fall. The set carries six speakers, VM changer, external speaker jacks and provision for a stereo FM unit. Other models include monaural and stereo portables, radio-phone combinations and a cocktail table model at $249.95. Prices on the line start at $19.95.

New Stratakit

Fisher Radio has introduced the Kit-1000 Stratakit, a stereo amplifier in kit form. The kit is a duplicate of the factory-assembled Model SA-1000. Most important feature is the exclusive Fisher invention, StrataBalance, which assures precise adjustment to optimum operating conditions. List price for the kit is $279.95.

World Report

SAIGON, Viet Nam—A leading South Vietnamese radio station, for example, has again signed a contract with CBS Records as an Asian agent. Chris Spinoso, American director of the Vesuvius label, is on an extended business trip in Italy acquiring materials for future Vesuvius releases. The label is handled by MGM in U.S., and the recording artist is a jazz disc player who has been kept busy writing on strong houses to acclaim on their current tour of Norway, Italy and other European cities. The releasing house is RCA Victor Records here.
we're boasting again!!
we're boasting again!!
WE HAVE THE GREAT FILM MUSIC!!!
**Solons Argue On Right to Air Editorials**

WASHINGTON—Broadcasters' rights to editorialize on the air were the subject of some angry arguments among Congressmen at the opening of last week's hearings by the House Commerce Communications Subcommittee. Hearings were being held at the request of Representative John Moss (D., Calif.) to require that when political candidates are the subject of station editorializing, the station guard equal time on the air to reply.

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

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

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

**Clay Cole Begins New York Show With Stars**

NEW YORK — Clay Cole, features from a TV special "Teen Age Fair" aired from Freedomland, will begin a new local TV show on WPX-TV from Freedomland's Moon Bowl, Saturday, July 20. The opener will be scheduled 11 p.m. to midnight but subsequent shows through September 28 will be aired 9 to 10 p.m. from the Moon Bowl.

Star performers booked for Freedomland stints this summer include Bobby Bland, Dick Scott, Bobbi Byrd, in whom prices were made on "Clay Cole at the Moon Bowl." The format also includes appearances of other guest recording artists and will feature audience dancing at the bowling alley.

**KWK Fights For Survival**

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

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

**EXTRA INDUSTRY SERVICE**

**CHICAGO CONVENTION OF NAMM**

(National Association of Music Merchants)

**BILLBOARD 1963 DEALER SURVEY**

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

<table>
<thead>
<tr>
<th>MANUFACTURER</th>
<th>Percentage of Dealers Voting</th>
<th>RANKING Last Year</th>
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<tr>
<td>Magnavox</td>
<td>26.4... 20.4</td>
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<td>Decca</td>
<td>15.4... 19.1</td>
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<td>V-M</td>
<td>10.8... 23.3</td>
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<td>Columbia</td>
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<td>RCA Victor</td>
<td>6.9... 9.0</td>
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<td>Webcor</td>
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<td>Capital</td>
<td>3.5... 3.0</td>
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<td>Motorola</td>
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<td>Fisher</td>
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<td>Zenith</td>
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<td>Pilot</td>
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<td>G.E.</td>
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<td>Curtis-Mathis</td>
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<td>Emerson-Dumont</td>
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<td>Electrohome</td>
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<td>All Others</td>
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<th>RANKING Last Year</th>
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<td>Webcor</td>
<td>26.7... 25.0</td>
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<td>23.8... 34.4</td>
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<td>Roberts</td>
<td>14.8... 6.3</td>
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<td>RCA Victor</td>
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<td>Sony</td>
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<td>Scare</td>
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<td>Fujiya</td>
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<td>Tandberg</td>
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This issue of Billboard is being distributed at the Chicago Convention of NAMM

Billboard The International Music Trade Newsweekly
so hot we’re pressing ’em red!

SURFIN’ HOOTENANNY
by AL CASEY with the K-C-ETTES #962

WATCH FOR NEW AL CASEY ALBUM

SPECIAL RED TRANSPARENT VINYL PRESSING! SPECIAL TRANSPARENT SLEEVE!

SURFIN’ HOOTENANNY ... on the way to the top! Now... special, attention-grabbing red transparent pressing and see-through poly sleeve to capture more store sales, create more impulse sales off racks!

STACY RECORDS
1918 S. PRAIRIE AVENUE • CHICAGO 16, ILLINOIS

Our thanks to James Gann and Russell Fratto at Midwest Record Pressing, Inc., for literally moving the ends of the earth overnight to supply these special pressings to our distributors.

MIDWEST RECORD PRESSING, INC.
7007 S. Wentworth Avenue • Chicago 21, Illinois • PHONE: Area Code 312—ST 3-4150
Willis Named Starday Pro Mgr.

NASHVILLE—In an expansion and reorganization of Starday’s publishing operation in Nashville, Don Pierce has announced that Vic Willis as general professional manager of the Starday music camp.

Willis is a member of the “Great Western Opus” Writers group and publisher of Custom Tinkles of Nashville, based in the Starday offices. He had been assisted in his new post by Eddie Wilson, who remains at the head of Starday’s copyright department. He will work with Willis in screening song material and handling the administrative functions. Vic will also be assisted by his wife Joyce.

R. C. Rinzier Charts College Swing for Monroe Bluegrassers

CINCINNATI — Ralph C. Rinzier, dean of the college branch of the country music business, has taken over the management of the Monroe and His Blue Grass Boys and has set as his objective to give a feature on the college circuit beginning in the fall.

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

Mille Runt’s Hillbilly Park, Newark, Ohio, July 21; WRID Radio Jamboree, Providence, July 27; New River Ranch, Rich- ing Sun, Md., July 28; Corydon, Ind., Fair, July 31; Barry County Fair, Hastings, Mich., August 2; Wedford County Fair, Chad- dona, Okla., August 3; Seal Circle 3 Ranch, Muskogon, Mich., August 4.

Rinzier is currently a member of the Greenbriar Boys, who toured with the Sunbeams, and has two songs with Joan Baez and recorded for both the Vanguard and Elektra labels as well as Diadem Records in New York and Rounder Records in Nashville.

Jerry Smith Expands

CEDAR RAPIDS, Ia.—Jerry Smith, whose taped show bearing his name is now heard over 45 radio stations in the Midwest, is mapping plans for a new video-tape series to be released soon. To han- dle the expanded activity, Smith has just completed remodeling his Kansas City, Mo., studio office. At this writing, Smith reports that he is getting the most requests on Dave Dudley’s “Six Days on the Road,” on the Golden wing label, and Pete Pike’s “Napa- nese,” on the Rebel label.

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

Appointment were made by Hickory general manager, John R. Brown.

COUNTRY MUSIC CORNER

By BILL SACHS

Charlie Moore and Bill Napier and Their Eastern States have a new album on the King label titled, “Folk ‘n Hill,” featuring an assortment of country tunes, including several new ones written by the pair. Moore and Napier are regulars on WEAR-TV, Pensacola, Fla., and are also spotted on a TV station in Orlando, Fla. — Howard Vokes, Talley Vokes Music, New Kensington, Pa., has signed with Don Pierce’s Starday Records, for the latter to handle the Vokes catalog. Under the pact, some 40 tunes from the Vokes catalog will be released in foreign coun-
stries. The group consists of Danny Harrison, songwriter-artist, who will be married August 24 and will settle in Huntington, W. Va., where she will continue to handle promotion on his brother’s releases.

The Star-Way Agency, Terre Haute, Ind., has signed Harry Weger and his “Hootenanny Hour,” heard daily on WAAC Radio, Terre Haute, for the fair at Clay City, Ind., Aug. 3, and the Labor Day Celebra- tions in Saline City, Ind., Septem- ber 3. Featured in the unit, besides Weger, are Jerry Kelly, Johnny Lafoon, Country Mc- Callough, and the Hoosterman Sisters. Also included is WAAC, formerly known as WMFT, has been purchased by veterans, Radio music George Foulke. — Clyde Beavers is set for a personal at Columbia, Ohio, July 24-25. — Jerry Smith, of Cedar Rapids, Ia., whose taped show has his name is heard over 45 stations in a nine-State area in the Mid- west, reports that his heaviest requests are days for Dave Dudley’s “Six Days on the Road,” on Golden wing, and

“Hot/Country Survey

Billboard SPECIAL SURVEY
FOR WEEK ENDING 7/27/63

Titled, Artist, Label & # Weeks on

1 RING OF FIRE Johnny Cash, Columbia 42788 8
2 NATURAL FORBIDDEN Buck Owens, Capitol 4997 16
3 SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 2000 9
4 WHAT MUST HAPPEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575 13
5 ABILENE Webb Pierce, Decca 31458 6
6 STILL Bill Anderson, Decca 31458 23
7 GUILTY Webb Pierce, Decca 31458 3
8 LONESOME 7-2203 Ronnie Hawkins, King 2712 9
9 SWEET DREAMS (Of You) The Dee Jays, Mercury 31445 12
10 SANDS OF GOLD Webb Pierce, Decca 31458 16
11 YOU COMB YOUR HAIR Tennessee Ernie Ford, United Artists 2811 4
12 DETROIT CITY Bobby Bare, RCA Victor 8183 4
13 OLD SOLID ROCKERS (Out of Control) Webb Pierce, Decca 31458 16
14 OLD SHOWBOAT Red Smiley, Capitol 31424 10
15 I’M SAVING MY LOVE Skeeter Davis, RCA Victor 8176 6
16 THE OTHER WOMAN Audrey Lande, Decca 31471 8
17 TAKE A LETTER, MISS GRAY June Talo, Roulette 2017 16
18 TIPS OF MY FINGERTIPS Ray Clark, Capitol 4156 4
19 THE MINUTE YOU’RE GONE Sanely James, Capitol 4159 4
20 ROLL MUDDY RIVER Porter Wagoner, RCA Victor 8178 12
21 LITTLE OLE’ Y’I Jim Reeves, RCA Victor 8193 12
22 BAD NEWS Claude King, Columbia 42792 5
23 THE ONLY GIRL I CAN’T FORGET Del Reeves, Reprise 20158 12
24 LOOSE LIPS 1-2-3 Porter Wagoner, RCA Victor 8178 12
25 DOWN TO THE RIVER Rod Modister, Capitol 4793 6
26 HOW’S YOUR MIND IN THE CITY Conway Cope, Starday 621 14
27 MY FATHER’S VOICE Judy Lynn, United Artists 371 8

Perlin Husky is booked for the July 29-August 3 period at the Plane Room, Minneapolis, Minn. He follows with Anderson, Ind., Aug. 4, and Kitsap County, Kan., August 7-10. — Faron Young, following his July 28 stand at Harwood’s Buck Lake Ranch, Angola, Ind., is due to Germany, where he’s been through his phase of making records for Perry, of Gilbert, W. Va., has been engaged to aid in the promotion work for his album. — Danny and Audrey Harrison, “Broken Love Affair” b/w “I Have A Woman,” is just released by Danny’s own pen. Danny is also the writer of “Walk Easy,” on the Jimmy Climie label, and “Have You Seen That Girl,” with young Stanach. Make Room for the “Bluewhales,” which the Caudette Sis- ters have recorded for the Bubblises label. The girls are backed on the two sides by Boogie Smith and His Crackers.

Slin Bryant and His Wildcats are heard videodisc every Monday night at 8, via Pittsburgh’s Channel 11. — Jim McConnell, Detroit’s top-black-Ore Artist Corpo- ration, has Roy Orbison slated for a swing through England for a five-week period during September 14-October 6 period. Rob Luman joins Orbi- son for the last half of the engagement. — “Ozark Opus,” a regu- lar feature on KRCG-TV, Jef- ferson City, Mo., and KMOS- TV, Columbia, Mo., is the summer attraction at Osage Beach, Mo., where the troupe appears nightly. — Abilene, next Sunday, Oak Leaf Park, Luray, Va., is the last of July 4, with its upcoming bookings shifted to Watermelon Park, Berryville, Va. Roy’s voice is set for August 11, and Johnny Cash, August 18. This will mark Cash’s first p.a. anywhere in Virginia.

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THE SONGS

THE VISIT.

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**MARTIAN HOP**

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**Nationwide...**

**ACE CANNON**

**COTTONFIELDS**

**HI - 2065**

Broke in Charlotte... and spreading...

**JOE TEX**

**SOMEONE TO TAKE YOUR PLACE**

**DIAL - 3013**

---

**SINGLES REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Executive Panel, to achieve a listing in the top 50 of Billboard's Hit 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R&B charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

**SINGLES REVIEW POLICY**

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

**POP SPOTLIGHT**

**THEOLA KILGORE**

**THIS IS MY PRAYER**

(Sympath, BMI) (2:04) - Stargard 7039

The tune has a sweet, mellow pop vibe.

**POP SPOTLIGHT**

**THEOLA KILGORE**

**THIS IS MY PRAYER**

(Sympath, BMI) (2:04) - Stargard 7039

The tune has a sweet, mellow pop vibe.

**POP SPOTLIGHT**

**DUANE EDDY**

**YOUR BABY'S GONE SURFIN'**

(Riviera, BMI) (2:32) - RCA Victor 8214

Duane Eddy's singing is relaxed and smooth.

**POP SPOTLIGHT**

**JOHNNY TILLOTSON**

**YOU CAN NEVER STOP ME LOVING YOU**

(Vivace, BMI) (2:45) - Cadence 1427

Johnny Tillotson's first release to date is a nice pop song.

**POP SPOTLIGHT**

**DAVE (BABY) CORTEZ**

**ORGAN SHOUT**

(Charles/Cortez, BMI) (2:45) - Capitol 864

Dave (Baby) Cortez, a popular singer, has released an organ record that really moves. There are tambourines and handclapping in the background.

**POP SPOTLIGHT**

**CHRIS MONTEZ**

**MY BABY LOVES TO DANCE**

(Halcyon, BMI) (2:34) - Monogram 513

The song has a strong, upbeat pop sound.

**POP SPOTLIGHT**

**GENE MCDANIELS**

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

(Vally, BMI) (3:00) - Liberty 55997

The song has a moving, melodic feel.

---

**C&W SPOTLIGHT**

**MAC WISEMAN**

**YOUR BEST FRIEND AND ME**

(Pumper, BMI) (2:50) - Capitol 3011

The song has a warm, heartfelt feel.

---

**JULY 27, 1963**
**BREAKOUT SINGLES**

- **NATIONAL BREAKOUTS**

  **HEY GIRL**
  Freddie Scott, Capitol 692

- **REGIONAL BREAKOUTS**

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

  **IT WON’T BE THIS WAY (ALWAYS)**
  King Fins, Federal 12484 (Suns, BFL) (Detroit, New Orleans, Atlanta)

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

  **LITTLE DANCING DOLL**
  Shelby Flint, Valiant 6051 (Sherman, BMI) (Los Angeles)

  **TALK TO ME**
  Sunny & the Sundews, Teer Drop 3014 (Jay Cee, BMI) (Houston)

  **THE MINUTE YOU’RE GONE**
  Sunny James, Capitol 4606P (Regent, BMI) (Baltimore)

  **THE LONELY SURFER**
  Jack Nitzsche, Reprise 20240 (Little Darlin’, BMI) (Minneapolis-St. Paul)

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

  **BIRTHDAY PARTY**
  Piazzolla Three, Mercury 77315 (Foundation-Mercury, BMI) (Detroit)

  **I’M NOT A FOOL ANYMORE**
  T. K. Huliff, Smash 1820 (Crazy Colm, BMI) (Houston)

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

  **GOT TO GO**
  Perry Como, Sun 1516 (Longhorn, BMI) (Houston)

---

**C.W. SPOTLIGHT**

**HANK COCHRAN**

**A GOOD COUNTRY SONG**
(Pamper, BMI) (2:54)

**SAME OLD HURT**
(Pamper, BMI) (2:40)— (S.Y.) 4421

---

**POP SPOTLIGHT**

**ZODIACS**
(Fahm-Gilliam, BMI) (2:28)— Atlantic 2199

**FUNNY**
(Johnston-Volpin, BMI) (2:54)— (S.Y.) 4424

---

**COUNTRY SPOTLIGHT**

**GRANDPA JONES**

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

**MY LITTLE LADY**
(Pamper, BMI) (2:38)— (S.Y.) 5020

---

**SPECIAL MERIT PROGRAMMING POP DISK Jockey PROGRAMMING**

**HANK CRAWFORD**

**ANY TIME**
(Wili & Bagni, BMI) (2:43)— Atlantic 1620

The title can mean two songs in some fine twang on this distinctive new offering. The tune is a lively ballad with a hat and the lyrics give it all a bit of a touch. Can it ever have been programmed for pop? The flip is "Blissbury Hill" (Glapp, ASCAP) (2:58)

---

**SPECIAL MERIT PROGRAMMING POP DISK Jockey PROGRAMMING**

**ROB E. G.**

**JEZEBEL**
(Rill & Range, BMI) (2:51)— (S.Y.) 3154

Here’s a big side from Australia. It’s a strong instrumental of the "in the sunlight" type. Both the lead and tenor are a little off the mark but they’re singing in the right key. The flip is "Boys Go Out" (T. M. Co., BMI) (2:39)

---

**FAB FOUR SINGLES**

The flipster rating is awarded new singles with sufficient commercial potential to be listed respectively in the "four-star singles" section. Pop and rock (OBSERVER handling that task)

---

**THE FOUR PRESREBEN**

*Baby Won’t You Please Come Home* (Pickwick, ASCAP) (1:44)

*The Way We Were* (Music, BMI) (1:28)

*Capitol, 5807*

---

**FATS DOMINGO**

*One Night (Travis, BMI)*

*Don’t Go Out This Way (Travis, BMI)* (1:55)

**EMPEROR 5015**

---

**HERBIE MANN**

*New York Is a Jungle (Columbia, ASCAP)* (2:10)

*Big* (Gosborne, BMI) (2:25)

**ATLANTIC 5821**

---

**GORDON YOUNG**

*Pride of Dixie (Rex of Dixie, BMI)* (2:05)— (S.Y.) 3157

*Pride of Dixie (Liberty, BMI)* (2:05)

**ASC-PARAMOUNT 5475**

---

**JIMMY WITHERSPOON**

*Baby Wants Baby (BMI)* (2:58)

*One Bent, One Broken, One Poor (BMI)* (2:58)

**PRIMROSE 263**

---

**RUDY HOLLY**

*Brown-Eyed Handsome Man (MGM, BMI)*— (S.Y.) 5779

---

**CLAUDE KING**

*Hey! Little Girl! (Cedarwood, BMI)* (2:12) — *Surefoot (Capitol, BMI)* (2:30)— COLUMBIA 4137

---

**JACKIE DE SHANNON**

*Little Yellow House (BMI)* (2:05)— (S.Y.) 5786

**ASCAP 13123**

---

**THE CLOVERS**

*One More Time (BMI)* (2:05)— *One More Time (BMI)* (2:05)

**ASCAP 13123**

---

**DOUG ALPERT**

*Discs* (BMI) (2:29)— (S.Y.) 5786

---

**PETE AND Vinnie**

*Good and Proper Time You Ever Knew (Faithever)* (2:13)

**ASCAP 13123**

---

**THE INNOCENTS**

*Don’t Cry (Wilder, BMI)* (2:19) — *Come On Over Here (Wilder, BMI)* (2:10)— DECCA 2059

---

**JUDD HAMILTON**

*Dream (Goldsen, ASCAP)* (2:10)— *Your Only Boy (BMI)* (2:10)

**ASCAP 13123**

---

**LYNETTE WEST**

*This Is Where I Came From (BMI)* (2:20)— (S.Y.) 5786

---

**JOE MONDO**

*Your Baby’s Going Home (BMI)* (2:15)— *She’s Not There (BMI)* (2:15)

---

**JOHNNY FORTUNE**

*Good Mother (Tornamusa, BMI)* (2:15) — *Yester’s Trip (BMI)* (2:15)

---

**THE BOUTONNERS**

*Yesterdays* (BMI) (2:12)— (S.Y.) 3157

---

**JOE SENTIERI**

*Uno Del Don Quixote (Major M, BMI)* (2:15) — *She Don’t Want You (BMI)* (2:15)

---

**THE TORNADEOS**

*Chad Gotta (Romanoff, BMI)* (2:15)— *Little Lady (BMI)* (2:15)

---

**BOBBY AND THE CONSOLES**

*Mr. Jelly Bean (BMI)* (2:15)— *They Need You (BMI)* (2:15)

---

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### Hot 100-A To Z (Publisher-Licensee)

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<th>Artist</th>
<th>Label</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>SURF CITY</td>
<td>Joe Dee &amp; Dee</td>
<td>Liberator</td>
<td>6266</td>
</tr>
<tr>
<td>SO MUCH IN LOVE</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4007</td>
</tr>
<tr>
<td>FINGERTIPS (Part II)</td>
<td>Top Rank</td>
<td>ABC-Paramount</td>
<td>3939</td>
</tr>
<tr>
<td>EASIER SAID THAN DONE</td>
<td>Johnny Mathis</td>
<td>Columbia</td>
<td>4038</td>
</tr>
<tr>
<td>WIPE OUT</td>
<td>The Upsetters</td>
<td>RCA</td>
<td>4029</td>
</tr>
<tr>
<td>THE KANGAROO DANCE, SPORT</td>
<td>RCA</td>
<td>RCA</td>
<td>4031</td>
</tr>
<tr>
<td>BLOWIN' IN THE WIND</td>
<td>Bob Dylan</td>
<td>Columbia</td>
<td>4036</td>
</tr>
<tr>
<td>MEMPHIS</td>
<td>Aaron Ford</td>
<td>ABC-Paramount</td>
<td>4025</td>
</tr>
<tr>
<td>JUST ONE LOOK</td>
<td>The Searchers</td>
<td>Columbia</td>
<td>4041</td>
</tr>
<tr>
<td>JUDY'S TURN TO CRY</td>
<td>The Osmonds</td>
<td>ABC-Paramount</td>
<td>4042</td>
</tr>
<tr>
<td>GOOD ME</td>
<td>Dee C. Hughes</td>
<td>ABC-Paramount</td>
<td>4043</td>
</tr>
<tr>
<td>PROUD AND JOY</td>
<td>Sherry &amp; Company</td>
<td>ABC-Paramount</td>
<td>4044</td>
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<tr>
<td>SUNDAY</td>
<td>GEORGE</td>
<td>ABC-Paramount</td>
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<tr>
<td>RING OF FIRE</td>
<td>Johnny Cash</td>
<td>Columbia</td>
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<tr>
<td>THE TIME</td>
<td>Cowboy, Oklahoma</td>
<td>ABC-Paramount</td>
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<tr>
<td>DETROIT CITY</td>
<td>The Upsetters</td>
<td>RCA</td>
<td>4048</td>
</tr>
<tr>
<td>THE HARRY APE</td>
<td>Paul Revere &amp; The Raiders</td>
<td>ABC-Paramount</td>
<td>4050</td>
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<tr>
<td>MY TRUE CONFESSIONS</td>
<td>Eldridge</td>
<td>ABC-Paramount</td>
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<tr>
<td>HELLO STRANGER</td>
<td>Rick Nelson</td>
<td>Liberty</td>
<td>4052</td>
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<tr>
<td>TELL TOWN</td>
<td>The Righteous Brothers</td>
<td>ABC-Paramount</td>
<td>4053</td>
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<td>ONE FINE DAY</td>
<td>Brooks &amp; Dunn</td>
<td>ABC-Paramount</td>
<td>4054</td>
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<td>DON'T SAY GOODNIGHT AND MEAN GOODNIGHT</td>
<td>Fats Domino</td>
<td>Imperial</td>
<td>4055</td>
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<tr>
<td>IT'S MY PARTY</td>
<td>The Shangri-Las</td>
<td>ABC-Paramount</td>
<td>4057</td>
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<td>MORE</td>
<td>Paul Revere &amp; The Raiders</td>
<td>ABC-Paramount</td>
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<tr>
<td>DIFFER</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4059</td>
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<tr>
<td>ABILANCE</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4060</td>
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<tr>
<td>WITHOUT LOVE (There is Nothing)</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4061</td>
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<tr>
<td>GOODNIGHT MY LOVE</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4062</td>
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<td>SIR DAYS ON THE ROAD</td>
<td>Brian Hyland</td>
<td>Capitol</td>
<td>4063</td>
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<tr>
<td>GREEN, GREEN</td>
<td>Brian Hyland</td>
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### Bubbling Under The Hot 100

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- Brian Hyland, Capitol, ABC-Paramount
- Paul Revere & The Raiders, ABC-Paramount
- The Righteous Brothers, ABC-Paramount
- Fats Domino, Imperial
- The Shangri-Las, ABC-Paramount
- Paul Revere & The Raiders, ABC-Paramount
- Brian Hyland, Capitol
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**BEST-SELLING SINGLES**

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

**BEST-SELLING ALBUMS**

- Wipe Out - The Surfaris: DLP 3535
- Scarlett O'Hara - Lawrence Welk: DLP 3528
- Tie Me Kangaroo Down Sport - Pat Boone: DLP 3534
- The Andrews Sisters Present Three Lucky, Nice, Crazy Hour Of Summer Ditties - The Andrews Sisters: DLP 3529
- Pat Boone Sings Guess Who?: DLP 3501
- 1963's Early Hits - Lawrence Welk: DLP 3510
- The Mills Bros. Great Hits: DLP 3517
- Pats's Great Hits: DLP 3071

*Source: American Radio History (www.americanradiohistory.com)*
The Sound That Enthusiastic the World
RAY CONNIFF
Orchestra & Chorus

Newest Columbia Album Release

RAY CONNIFF & BILLY BUTTERFIELD
JUST KIDDIN' AROUND
CL 2022-CS 8822

Best Selling Gold Award Albums

RAY CONNIFF
THE HAPPY BEAT
CL 1949-CS 8749

SO MUCH IN LOVE
CL 1720-CS 8520

RAY CONNIFF & BILLY BUTTERFIELD
CONCERTO FOR RHYTHM
CL 1574-CS 8574

RAY CONNIFF & HIS ORCHESTRA
SOFTLY & SINCERELY
CL 1074-CS 8037

Recording on
COLUMBIA RECORDS
BILLBOARD SPOTLIGHT PICK

BILLY PRESLEY SINGS THE BLUES
Capital W 1929 (M)
For his Billboard Review Policy, to achieve a

album with sufficient sales poten-
tial, in the opinion of Billboard's Review Panel, to achieve a

sity in this category of music. Full

albums in other categories are selected on the basis of their potential
to become top sellers in their respective areas.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is housed by Billboard's Review Panel, and a score is

album is listed in their respective categories.


POPPY SPOTLIGHT

NAT KING COLE SINGS THE BLUES
Capitol W 1929 (M)
An unforgettable combination, Nat King Cole, W. C. Handy's music and


POPPY SPOTLIGHT

8 YELLOW ROSES & 11 OTHER HITS
Sidney Bechet, Capitol T 1942 (M), ST 1942 (S)
Hard to see how this one can miss. Not only does it feature Sidney Bechet's
classic treatment of some of the best-known songs of the period,


POPPY SPOTLIGHT

IN DREAMS
Bob Wills, Monument MEL 1000
This has to be one of the best Western Swing albums of the year.


POPPY SPOTLIGHT

NOT ME
Columbia, Commodore C 1054
An exciting recording of two popular hits.


SPECIAL MERIT PICKS

SPECIAL MERIT PICKS are now reviews of outstanding merit which deserve exposure and which

could have commercial success within their respective categories of music.


POPPY SPOTLIGHT

CANNONBALL ROSSA NOVA
Cannonball Adderley, Riverside 455, 9425 (S)

The album features some of Adderley's finest work, including


POPPY SPOTLIGHT

MY SONG TO SING NUT
Jack Marshall, Capitol T 1939 (M), ST 1939 (S)

Here's a brilliant album by one of the most versatile and


POPPY SPOTLIGHT

THE BLACK VAULT

West Coast, Nest 1207 (M), N 1279 (S)

A highly recommended album by one of the


POPPY SPOTLIGHT

THE BLUES BOSS
Arms Millburn, Mattown 608
Arms Millburn makes his bow on the label with some nifty


POPPY SPOTLIGHT

COUNTRY SONGS

The Best of Brit.
Robert Brion, MCA Victor LPM 16019 (M), LSP 16020 (S)

Eaton Brith's new album is another shining


POPPY SPOTLIGHT

THE BLACK SANTA AND THE SINNER LADY
Charles Mingus, Atlantic 455 (M), AS 455 (S)

The profound Mingus is back with another


POPPY SPOTLIGHT

FOUR-STAR ALBUMS

The following albums are awarded new


SPECIAL SPOTLIGHT

FAURE: MENDELSSOHN:

SACRED SPOTLIGHT

FEDERAL TUNES

SACRED SPOTLIGHT

THE NATIONAL SOUL CONVENTION QUARTER

HOLY BROTHERS:

LPR SINGING GROUPS

LATIN AMERICAN

HUMBLE NEAR EAST GEMS

JAZZ

NOW:

SCHUMANN, SPANISCH:

LIBERLIEDER:

JAZZ

EN 

INTERNATIONAL
**Billboard is on the air AROUND THE WORLD!**

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

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

### WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)
- Wednesdays, 1 p.m. EST (1700 GMT) and 2 p.m. EST (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.
- Wednesdays, 7 p.m. EST (2300 GMT) and 8 p.m. EST (0000 GMT): 15.44, 17.83 mc.

### WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
- Mondays, 3 p.m. EST (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
- Mondays, 8 p.m. EST (2000 GMT): 15.44, 17.83 mc.

### WORLDWIDE HIT PARADE (Billboard Hot 100)
- Fridays, 1 p.m. EST (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
- Fridays, 7 p.m. EST (2300 GMT): 15.44, 17.83 mc.
- Saturdays, 10 a.m. EST (1400 GMT): 11.965, 15.295, 17.76, 17.83 mc.
- Saturdays, 6 p.m. EST (2200 GMT): 15.44, 17.83 mc.

---

**BREAKOUT ALBUMS**

**★ NATIONAL BREAKOUTS**
- MONO
  - No National Breakouts This Week

**STEREO**
- MONDO CANE
  - Sound Track, United Artists UAS 5105
- PEGGY LEE MINK JAZZ
  - Capitol ST 1850
- DAVE BRUBECK QUARTET AT CARNegie HALL
  - Columbia CES 826
- SUKiyAKI AND OTHER JAPANESE HITS
  - Kyu Sakamoto, Capitol DL 10349

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

- MONO
  - FANTASTICS...
    - Original Cast, MGM E 2872
- GOLDEN GOODIES, VOL. VI
  - Various Artists, Roulette R 23216
- TIE ME KANGAROO DOWN, SPORT...
  - Rolf Harris, Epic LN 24053
- SO MUCH IN LOVE...
  - Tyman, Parkway F 7022
- SURFIN' WITH THE ASTRONAUTS
  - RCA Victor EPA 5760
- JOAN SUTHERLAND—COMMAND PERFORMANCE...
  - London A 4924

---

**ALBUM REVIEWS**

**RELIGIOUS**
- JACK ROSECID SINGS YOUR FAVORITES
  - RCA Victor LPM 3726 (M)<br>  LSP 2729 (S)
- SACRED
  - TO GOD BE THE GLORY!
  - Don Mathis & Todd Smith
  - Word WLP 3180

**INTERNATIONAL**
- DOLLY, FLAMENCO
  - EMI, London, Various, EMI America, Various, 10314 (N): 8LP 6070
- PARIS M vers
  - Various Artists, Prestige 8257 (M): 8LP 8050 (S)
- GRACE KIAPAUS PLAY CLAIPAUS'S FAVORITES
  - Various Artists, with Fred Elias, American LP 949
- FREE
  - J. E. MAUER'S MOUNTAINERS
  - Arise LP 300
- GOSPEL
  - THE GOOD BROTHERS
  - Jukebox, LP 708

**POPULAR**
- THREE-STAR ALBUMS
  - The record sales potential within each record's category.
- CAMP FAVORITES
  - Capitol, Capitol C 1047
- JAZZ
  - DEAN ENSMAN PLAYS BRAHMS...<br>  8LP 308
- POPULAR
  - GRACIE VANDERBILT PLAYS THE BIBLE<br>  Word WLP 3520
- LOW PRICE CHILDREN'S
  - SUMMER MAGIC
    - Piano Roll, Disneyland TQ 1023

---

**REVIEW POLICY**
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LPs are listed under their respective categories.
Sincere Best Wishes to The Music Dealers of America

(I Love You)

DON'T YOU FORGET IT

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

Perry Como
## 150 BEST SELLERS—MONAURAL

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label</th>
<th>Week</th>
<th>Title</th>
<th>Artist, Label</th>
</tr>
</thead>
</table>
| 1    | 53 YEARS OF HAYWARD HALL | Harry Belafonte, RCA Victor LSP 2666 | 6   | 63 SOME THINGS LEAVE EMBARRASS | Original  
| 2    | 52 LOVELY TO ME | Harry Belafonte, RCA Victor LSP 2666 | 7   | 64 THE SINGING SANDWICHES | RCA Victor LSP 2666 |
| 3    | 51 SOME THINGS LEAVE EMBARRASS | Harry Belafonte, RCA Victor LSP 2666 | 8   | 65 STANFORD | Crown |
| 4    | 50 SINGING SANDWICHES | RCA Victor LSP 2666 | 9   | 66 THE LIVING SANDWICHES | RCA Victor LSP 2666 |
| 5    | 49 SOME THINGS LEAVE EMBARRASS | Harry Belafonte, RCA Victor LSP 2666 | 10  | 67 THE SINGING SANDWICHES | RCA Victor LSP 2666 |
| 6    | 48 SINGING SANDWICHES | RCA Victor LSP 2666 | 11  | 68 THE LIVING SANDWICHES | RCA Victor LSP 2666 |
| 7    | 47 SOME THINGS LEAVE EMBARRASS | Harry Belafonte, RCA Victor LSP 2666 | 12  | 69 THE SINGING SANDWICHES | RCA Victor LSP 2666 |
| 8    | 46 SINGING SANDWICHES | RCA Victor LSP 2666 | 13  | 70 THE LIVING SANDWICHES | RCA Victor LSP 2666 |
| 9    | 45 SOME THINGS LEAVE EMBARRASS | Harry Belafonte, RCA Victor LSP 2666 | 14  | 71 THE SINGING SANDWICHES | RCA Victor LSP 2666 |
| 10   | 44 SINGING SANDWICHES | RCA Victor LSP 2666 | 15  | 72 THE LIVING SANDWICHES | RCA Victor LSP 2666 |

## 50 BEST SELLERS—STEREO

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
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<th>Week</th>
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<th>Artist, Label</th>
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<tbody>
<tr>
<td>1</td>
<td>89 STANFORD</td>
<td>Crown</td>
<td>6</td>
<td>146 JOHN B. WALKER</td>
<td>Mercury</td>
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<td>2</td>
<td>88 THE SINGING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
<td>7</td>
<td>147 THE LIVING SANDWICHES</td>
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<td>3</td>
<td>87 THE SINGING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
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<td>148 THE SINGING SANDWICHES</td>
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<td>86 THE LIVING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
<td>9</td>
<td>149 THE SINGING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
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<tr>
<td>5</td>
<td>85 THE SINGING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
<td>10</td>
<td>150 THE LIVING SANDWICHES</td>
<td>RCA Victor LSP 2666</td>
</tr>
</tbody>
</table>
HITS MEAN BUSINESS!

AND ‘STILL’ ANOTHER HIT ON DECCA

8 X 10

Published by Moss Rose Publications, Inc.

by

BILL ANDERSON

31521

A GREAT RECORD ON DECCA

FADED LOVE

c/w

BLUE MOON OF KENTUCKY

PATSY CLINE

31523

and MORE HITS MEAN...
Everyone is talking about problems these days... manufacturers' problems, distributors', dealers'. Marketing problems, collection problems, cost problems, and so forth and so on. Effective immediately, we're going to stop talking and do something. Recognizing that the distributor today is faced with (among other things) shrinking profit margins and growing overhead and other cost factors, Riverside now becomes the first manufacturer to take concrete action to cooperate with distributors in tackling such problems.

In addition to Riverside, "we" includes the affiliated BATTLE, WONDERLAND, JAZZLAND, RED TOP, WASHINGTON, AND OFFBEAT LABELS.
...MORE BUSINESS!

Two Great Stars Together On

MY WORLD’S LOSING YOU
Published by Moss Rose Publications, Inc.
c/w
ANOTHER CHANCE TO FALL IN LOVE
KITTY WELLS and ROY DRUSKY
55248

Linda’s Greatest Hit On

LITTLE BY LITTLE
c/w
LONELY PEOPLE
DO FOOLISH THINGS
LINDA HOPKINS
31523
### Australia

**Country:** Sydney, New South Wales  
**Date:** Monday, July 27, 1963

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MOVE BABY MOVE</td>
<td>The Big Bopper</td>
</tr>
<tr>
<td>2</td>
<td>(EVERYDAY) HE'S A FRIEND</td>
<td>The Everly Brothers</td>
</tr>
<tr>
<td>3</td>
<td>4,000 TIMES</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>YOU DON'T MESS WITH MAGIC</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>5</td>
<td>THE FROZEN JAIL</td>
<td>Bob Dylan</td>
</tr>
<tr>
<td>6</td>
<td>BEYOND THE BAD TIMES</td>
<td>The Beach Boys</td>
</tr>
<tr>
<td>7</td>
<td>SHE'S MY WOMAN</td>
<td>The Four Tops</td>
</tr>
<tr>
<td>8</td>
<td>THIS LITTLE LIGHT OF MINE</td>
<td>The Louvin Brothers</td>
</tr>
<tr>
<td>9</td>
<td>YOU CAN'T justified NOT TO LOVE</td>
<td>The Troggs</td>
</tr>
</tbody>
</table>

### Eire

**Country:** Dublin  
**Date:** Monday, July 27, 1963

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>THIS WEEKEND</td>
<td>Van Morrison</td>
</tr>
<tr>
<td>2</td>
<td>IN THE MOOD</td>
<td>The Beatles</td>
</tr>
<tr>
<td>3</td>
<td>GIANT OF A MAN</td>
<td>The Hollies</td>
</tr>
<tr>
<td>4</td>
<td>LOVE THY NEIGHBOURS</td>
<td>The Crystals</td>
</tr>
<tr>
<td>5</td>
<td>MVK 5</td>
<td>The Shadows</td>
</tr>
<tr>
<td>6</td>
<td>THE BEST OF TIMES</td>
<td>The Ventures</td>
</tr>
<tr>
<td>7</td>
<td>MISS YOU MORE</td>
<td>The Dave Clark</td>
</tr>
<tr>
<td>8</td>
<td>MORE THAN LOVE</td>
<td>The Fortunes</td>
</tr>
<tr>
<td>9</td>
<td>I'M SORRY</td>
<td>The Undertones</td>
</tr>
<tr>
<td>10</td>
<td>THINK HIM LIFE</td>
<td>The Rolling Stones</td>
</tr>
</tbody>
</table>

### Finland

**Country:** Helsinki  
**Date:** Monday, July 27, 1963

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>DISCO DANCE</td>
<td>Tuulikki Kinnunen</td>
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<tr>
<td>2</td>
<td>JANTOONI</td>
<td>Seppo Härkönen</td>
</tr>
<tr>
<td>3</td>
<td>KAIKKO</td>
<td>Vesa Kallio</td>
</tr>
<tr>
<td>4</td>
<td>HAVAIKI</td>
<td>Tommy Kamppi</td>
</tr>
<tr>
<td>5</td>
<td>SYKELI</td>
<td>Jari Soikan</td>
</tr>
<tr>
<td>6</td>
<td>TURISMA</td>
<td>Toni Karppinen</td>
</tr>
<tr>
<td>7</td>
<td>HUVIO</td>
<td>Kari Jalasvi</td>
</tr>
<tr>
<td>8</td>
<td>KÄYTTää</td>
<td>Pertti Saarinen</td>
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<td>9</td>
<td>TAIJUSKAPPA</td>
<td>Heikki Järnefelt</td>
</tr>
<tr>
<td>10</td>
<td>TAKOIKI</td>
<td>Jouko Solonen</td>
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</table>

### France

**Country:** Paris  
**Date:** Monday, July 27, 1963

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>C'ETAIT QUAND</td>
<td>Juliette Greco</td>
</tr>
<tr>
<td>2</td>
<td>LES BELLES MATINES</td>
<td>Geneviève Descamps</td>
</tr>
<tr>
<td>3</td>
<td>LE ROI DE COROMAN</td>
<td>Fantômas</td>
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<tr>
<td>4</td>
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### Holland

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<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
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</tr>
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<tbody>
<tr>
<td>1</td>
<td>DE ZIJN DE FAAM</td>
<td>The Scorpions</td>
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<tr>
<td>2</td>
<td>DE ZIJN DE FAAM</td>
<td>The Scorpions</td>
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<tr>
<td>3</td>
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<td>The Scorpions</td>
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### Hungary

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<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NAVAL / MALIZZA</td>
<td>The Bela Bartok Ensemble</td>
</tr>
<tr>
<td>2</td>
<td>NAVAL / MALIZZA</td>
<td>The Bela Bartok Ensemble</td>
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<tbody>
<tr>
<td>1</td>
<td>PAPA ROQUELLES</td>
<td>Jacques Brel</td>
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<td>2</td>
<td>PAPA ROQUELLES</td>
<td>Jacques Brel</td>
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### Philippines

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<table>
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<th>Rank</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>KISS ME QUICK</td>
<td>The Beatles</td>
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<tr>
<td>2</td>
<td>RHYTHM OF THE RAIN</td>
<td>The Beatles</td>
</tr>
<tr>
<td>3</td>
<td>DREAM MUSICAL</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>LADY IN RED</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>THE FIREDANCER</td>
<td>The Beatles</td>
</tr>
</tbody>
</table>

### South Africa

**Country:** Cape Town  
**Date:** Monday, July 27, 1963

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LUCKY LIPS</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2</td>
<td>BLUE TRAIN</td>
<td>The Beatles</td>
</tr>
<tr>
<td>3</td>
<td>I WILL FOLLOW YOU</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>IT'S SO SAD AGAIN</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>PROMISE OF LOVE</td>
<td>The Beatles</td>
</tr>
</tbody>
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### Pop Sheet Music

**Country:** Hungary

<table>
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<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>BUDapest</td>
<td>The Beatles</td>
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<tr>
<td>3</td>
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<td>The Beatles</td>
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<tr>
<td>4</td>
<td>BUDapest</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>BUDapest</td>
<td>The Beatles</td>
</tr>
</tbody>
</table>

*Denotes local origin*
Reprise is on the move!
Country Classic Down Under

BY GEORGE HILDER

Five years ago the field of country and western music was operating in Australia on a strong experimental basis. For years the c.w.t. departments of record companies lay dormant and were reduced to token efforts by leaving a few artists to the Far Left to EMI, with great artists of the classical world. The taste of the public for country music has now developed to the point that record companies seek artists to do country music with dedicated efforts.

The advent of independent record companies added much material for collectors and broadcasting purposes. Ron De Filippo was soon joined by Eric Scott in Tasmania, Bill Mullin in Western Australia and Ralph Rumble in Queensland, to name but a few. There was a great deal of activity in this field in Australia today. Each man is devoted to the authentic country music of Australia.

The American sound of c.w. music with a predominance of fiddle, has never gained a strong foothold in Australia. On the whole the biggest block on the way have been made on songs that have been promoted by country radio, artists appearing before the people. These Australian artists find that the day is over for the lack of programming and musical arrangements. Simple arrangements of songs rendered in soft Australian draw. Basically this pattern will continue. What has changed is the acceptance of c.w. music by a much larger segment of the community, brought about by the trend of the American" Kissing Twist," "S.O.S." and "Christine's Disk" of artists.

The annual Jazz Festival at Cheltenham in England will have U. S. acts, the Jimmy Smith Trio, Bad Shank and Nelson Wilkins Workshop. This is the best known European talent. Ruta Jazz Festival at Petross, Queenland, Philip Catherine, Leo Sours. There is also a Festival in London this year with the Peters Sisters, Robert Copeland, Patricia Roberts, Robin Hood, Weller Bland and his Clay and... of course, Adano.

Speaking of Adano, his best selling record, "Dinis tol, ma-nie," is on top of our best seller list (The Billboard) for the 15th consecutive week. Adano will also appear at the big show, organized by the Council on Jazz in London. The Gentlemen, Les Delilah, Nolan's Breeze, and many others.

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BELGIUM

Smith & Shank
Top Jazz Bill

BY JAN TORFS
Struivenbergvaart 37, Mechelen

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current album: IN DREAMS
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MLP 8003 (monaural)

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ONLY THE LONELY EVER knows
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UP TOWN BABIES SANCHEZ LIKE A STAR
DREAM BABY THE CREED (BLUE ANGEL)
CARPET MAN I’M HURTIN’ MAN

Many thanks, music merchants, for making it all possible.
Chant du Monde Folkways Distr.  
By EDDIE ADAMIS 92 quinti di Mattatiele Jeoff Courbovel (Stean)
Folkways records will be distributed on the French basis by Chant du Monde. First albums to be released are by Big Bill Broonzy, Pete Seeger, Brownie Mac Ghee, Snooks Eaglin and Woody Guthrie.
Polydor is regularly marketing the new folk songs of various artists, such as "Pioneers of Jazz," "Kings of Swing" and "This is the Blues," which have met with large success. The new series, called "International Folk Songs," is comprised of 10 EPs devoted to King Oliver, Frank Teschemacher, Gil Evans Jug Band, Texier Henderson, Irving Mills, Clarence Williams, Joe Venuti, Eddie Lang, the Georgia Washboard Stompers, etc.

Connie Francis was in record stores with MGM's distrib- utor in France, her second EP in France. Spanish pub- lisher and composer Augusto Algueró was in for talks with Francis, who will release "Dexter Gordon," while in Paris, recorded an LP with Kenny Clarke and Bud Powell, to be issued by Blue Note... June Steiner and Gustavo Cadenas and Zino Francescato will be big names at French Int. recorded an EP with the band "Joffre" with Ray B. joined by the recording of "Zu Mir" ("Love Letters in the Sand") were also released here on London own LP's released by Phonogram include George Jones on Mercury and the Carrol Jones Group on Decca.

His Master's Voice hit the market this week with another recording of young talent, young voca- list Christy, with MGM's distrib- utor in France, her second EP in France. Spanish pub- lisher and composer Augusto Algueró was in for talks with Francis, who will release "Dexter Gordon," while in Paris, recorded an LP with Kenny Clarke and Bud Powell, to be issued by Blue Note... June Steiner and Gustavo Cadenas and Zino Francescato will be big names at French Int. recorded an EP with the band "Joffre" with Ray B. joined by the recording of "Zu Mir" ("Love Letters in the Sand") were also released here on London own LP's released by Phonogram include George Jones on Mercury and the Carrol Jones Group on Decca.
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Watch for my new L.P. Coming soon
The July issue of the Dance and Music reports that "Rhythm of the Rain," by the Cascades (Werner Bros.), was the top seller at retail shops during May, followed by "ConcertoDisparates," by Agustín Urquiza (Globe): "Hey Paula," by Paul & Paula (Phillips); "Young One," by Cliff Richard (Decca), and "The Longest Day," by Mike Miller (CIS). "Rhythm of the Rain" and "Hey Paula" are now being performed almost every day by Japanese talents both in Japanese and English versions on radio and in TV programs.

The construction of the new television building of Nippon in Tokyo, started July 1, will include two recording studios, and will be completed in September 1964.

... Bill S. Armstrong, EMI supervisor for Africa and Pacific, arrived in Tokyo and left for Johannesburg by way of Hong Kong and Kuala Lumpur. During his short stay, he had talks with Toshiba Records and other parties concerned.

**PHILIPPINES**

**Rehearsal Set For First LP**

By LUIS MA. TRINIDAD

Peltia Corrales is rehearsing for her first Philippine LP album of new and old songs of local origin.

The Lovers Trike back from a successful trip to Hong Kong, Tokyo and Taipitch. The popular singing triumvirate together with the Tres Rosas have a following LP in the making. Nick Abetos, band leader and arranger, emigrated recently from Guam for the unwinding of his father's business in the Iloilo province. His late Nicanor Abetos was one of the country's finest composers... Carmon Perina is back in town, after a short stay singing engagements in Malaya and Bangkok (for about four months)... Mike Velarde Jr. has a new composition yet to be released by a major recording company, titled "What Else Can I Ask For?"

**POLAND**

**Szeryng Concert Is A Sellout**

By ROMAN WASCHKO

Warsaw 22, Głogów 4

Recent sensation in the music world here was the visit of Mexican violinist of Polish origin, Henryk Szeryng. His concert tour was a sellout, and the critics were highly enthusiastic.

The First National Song Festival was held in Opole... Early in July a talent competition was held in Szczecin—the young talents are mainly rock 'n' rollers... In August the International Song Festival will be held at Sopot, the Baltic holiday spot.

Polishki Nagrady—the country's leading recording firm—is preparing a series of 12 LPs featuring the whole of "Pan Tadeusz." This is an epic romantic poem by 19th century poet-dramatist, Adam Mickiewicz. The discs are being cut mainly for the American "Polonia" Society.

Poland is exporting more and more musical instruments. A whole batch of pianos have been sold to Switzerland, and a five-year contract for the export of pianos to Italy has also been signed. Poland also specializes in building pianos suitable for tropical climates. Apart from pianos, guitars and accordions are also exported, particularly to the United States and Canada. Other instruments are sold to a wide range of countries. The most important countries include musical organs and drums.

**BRIGHTON**

**Gird Island For Invasion**

By ANTONIO CONTRERAS

26 Gertrudis St., Santa Cruz

Columbus Records will kick off its convention at the American Hotel in San Juan Wednesday (17). This will be the first time the firm has held its annual meet outside the limits of the continental United States. Some 500 sales personnel from all over the United States will be on hand as well as a good many officials from overseas branches. Delegates will come from as far away as Argentina and Japan.

Los Chaviles de Espana are on their way to Ipanema to the island and dealers and distrubuts are concentrating on material by this group on RCA Victor, Geene and Ansonia labels. . . Miguelito Valdes is back in Puerto Rico for another visit.

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DUM DUM DUM

Ruby and the Romantics
HEY THERE LONELY BOY

K-539

K-544
Paducah Station Changes Tune

Now Heeds Call Of Community

By GILL FAGGEN

NEW YORK—One of the many problems facing broadcast station owners in both large and small markets is how to best determine the needs of their communities and to serve these needs in a satisfactory fashion of the Federal Communications Commission and themselves.

There are, of course, a number of ways to canvass your community. One method, which some stations use, is to question your own station, i.e., how your station is or will serve it. Here’s how Arthur C. Schofield, president of WKYB AM-FM (tackled the responsibility in Paducah, Ky., station serving an area of 35,000 inhabitants and three radio outlets.

Art Schofield, a former Storer Broadcasting Company executive, purchased WKYB, 1,000 watts day and 500 watts night, in 1966. Since then, the station at the time was programming an ear-splitting diet of only news and local talk.

"I couldn’t believe that most of the people wanted only this type of programming," Schofield said. "Tune-ins have fallen off, especially among the younger audience of the area because people didn’t like what radio was giving them. They didn’t like the things they want to do and if radio gave them so little of what they want to hear, they would tune it out," he said.

Schofield has set up a "WKYB Advisory Board" comprised of community leaders. The board elected their own officer and their panels president; vice-president is a League of Women Voters officer and a priest is secretary.

Live Programming

Working closely with his new advisor, Schofield inaugurated an extensive live-talk schedule across-the-board from 9:30 to 12:00 noon.

RADIO REVIEW

From the Front of the Bus

Ever been on a Freedom Ride? I was, along with thousands of WNBR (New York) listeners Sunday, July 14—without leaving my home—as Ike Pappas took us along "The Front of the Bus"

The half-hour documentary was part of the highly planned and coordinated opening celebration of a national non-violent battle at Baltimore’s Gwyn Oak all-day amusement park. The listener was there at the preliminary briefing, heard comments by Negro and white participants; listened along to the hymn-singing integrationists as they rode from New York to Baltimore; shared the tension of the last battle before belligerences and the experience of arrests by park police.

WNBR’s Pappas was everywhere with the mikes—bringing the listener the full range of feeling from the riders’ ears and eyes.

Among those heard beside the freedom riders were Robert Lark, the prisonhandled journalist; his chief; David Price, owner of the park; the president of Eugene Carson Blake, head of the Unitarian Church.

Pappas’ report was a revealing portrait in sound.

Folk Music Scene

A fine skimming of the whys and whereofes of the current folk music craze was aired on Friday night on WNBR-AM’s "New York Illustrated." Ozar Brand proved an amiably communicative host for the 30-minute просмотр that sent the "City Hall," the Tellers, Jeann Ritchie and others into the record.

The "bluegrass" area of folk music was richly explored by a distinguished panel consisting of Daniel Ayers of the Gospel offering and Phil Delback of "Cats" and "Western" on this panel’s program of philosophy of folk music programming—proof that this area has come of age.

Producer-director is Max Miller.

GILL FAGGEN

Radio JoX

By GILL FAGGEN

WE GOOFED! Seems that a Mo. listing of dejays is cut out in today’s journals. Updating the July 13 story on the San Diego radio scene we are informed that Geoff Edwards is no longer with KFBM and Ed Thomas is not with KJAG (El Cajon). KBG’s lineup this week (Monday-Sunday, 10-10 a.m.) former KDWB staffers; Dick Dryer (1-1 p.m.) ex-WGOO; Bill Wade (1-3 p.m.) of KFW; King Richard (3-6 p.m.) former KXO; Dick Mitchell (9-12:30 p.m.) (formerly KMAK). Dick Young,formally with WOXY (KWK) is now KBG newscaster. Lucky Pierre (KJV) and Helmut Hasse (KXO) are at KSON. Last but not least, KXO’s newe jeay is Lee Noxon. All new jeays identified as Newman and the Dick Dryers are expecting a baby and better ratings in December.

OTHER SEGUES: Bill Koffur, KRLA (Pasadena) expects Paul Basset. Pete Berry adds music director duties to his shows, Larry Peer added to WKYB. Larry and Lee Gray will handle promotion and moved to their time at WAFY (Albany, N. Y.). Joe C. Kelley is :staff; WMA (Dallas). Clark Anderson, brothers of WCBS’ Ed Joyce, Ted Steele and Bob Maxwell shows. Kay Kramer, Andy Larkins news staff, Thomas J. Knope upped from producer-director to public relations, WMA, Group W’s WBZ-TV (Boston).

And Larry Dent joins announced KWMG-FM-TV (Milwaukee). Herbert James, former station manager of WMT Radio (Cedar Rapids).

Larry Walton in at KPAC (Houston). For a "move up" to KDJA (From WZUM) from WZUM. WGM, former sales manager; Bill Donovan, former p.d. at KOWL (Tahoe) to KOCI (Quincy, Calif.) as p.d. Bill Kingman moved into vacated slot at KOWL.

Barbara Outland out in WISH (In- diahoma). Wallaceen Whiteford now from KOWC to KXL (Minneapolis). WNN, president of United Press Broadcasters of Pa. Jack WIP (Pittsburgh) announces new Fred Ferland as WCMZ (Madison, Wis.) General Manager, Dick Kent to KSW (Krist). And Terry Brown new music director at Wriki-FM.

"Insane Father” back on WINS (N.Y.)... Marvin M. Wray named program manager of WINS. Bob John Michaels to KDKA Radio (Pitts- burgh) news staff. Don Brandon to WXXP (Pont- land) as weekend air personality.

Chuck Moffett now with WJZ (Baltimore), handling all his riot at KCKN (Kensington, Md.) as p.d. ... Lon Morton and Larry Aiken handling p.d. and m.d. at KBOA (Elko, Nev.)... Dick Granger (Atlanta). Jack Morton added to WUFT (Florida) air staff.

Tom Conroy takes over WPLA (Tampa) as all nighter (8 p.m.-5 a.m. Monday-Sunday) to midnight slot... Larry Lovey named p.d. at KAPE (San An- tonio). Paul D. at KYOR (Houston)... Former WKGN joins WCLT (Somerset) as news personality... Jim Wood now directs WNYW (Detroit) "Music Hall.

RECORDS NEEDED by Bobby Howard, p.d. WMA

(Continued on page 35)
the Cinderella Story of the year!

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WKYB, Paducah, Changes Tune

By BILL GAUVIN

Bills, Gardner’s Record Report, 114 Saratoga St., Jan.

NEW IDEAS are the life blood of radio. Stations that stand pat on an established format and an operational procedure become more and more vulnerable to competition as it goes on. Most successful stations today are those which go along with changing tastes and changing times.

It is with great pleasure to scan recent radio history in New York, Cleveland, Baltimore, Cincinnati, St louis, San Francisco, and many other cities to note the remains of once potent pop music stations. Most are under new ownership. All have switched to a "good music" format. An autopsy in each case reveals that the demise resulted from an overdose of stereotypes. Each station was trying to follow the mold of some other, which worked well enough until competition loomed up in the form of fresh new ideas that captured listeners’ attention and won the rating battle. Thus far.

Not all new ideas are good, of course, and not all old ones are bad. The old idea that is still basic to all top pop programming is the facie—confirmation of an individual—must determine what records are played. Sales and requests are proved guides to successful programming. Today’s trends place more emphasis on request action, especially in smaller markets, but sales are still the No. 1 criterion of record popularity.

IN STRONGLY COMPETITIVE markets, progressive station managers have been called upon to dig deep into the old methods of taking and applying the weekly survey of retail sales. Let’s say that the music director phones the leading retailers on Monday for their best selling records of the previous Thursday. On Wednesday he presents to the DJ staff the new releases he recommends for their consideration.

Next day the DJ’s consider the new songs, and copies go into the stores by Saturday morning. On this same Saturday the “new” top 40 is presented on the air. Remember, here it is Saturday, the end of the music director’s weekly survey is based on the previous week’s sales—already one week out of date.

Then from Saturday through the following Friday this same survey continues. By the following Friday it is already two weeks out of date.

A few stations have for some time been featuring each day’s top request session. KQW, Stockton, and KLAX, Hartford, Calif., for instance, have been using this “Voice Your Choice” feature successfully for quite a few years. Wink Mattindale, KFWB, Hollywood, and Paul Dancer, who both use the “Voice Your Choice” top DJs, who tabulate and feature the top photo action on their shows.

Dick Starr, WFUN, Miami, and Ken Elliott, WNOE, New Orleans, have used this method for years. The “recently hit from instant surveys”—a daily check of record sales in their cities. Both men note excellent listener response. As I reported in a previous Newsletter, KJIR, Seattle, makes a daily check with distributors and concentrates its long afternoon play on the top of the new action.

Many other progressive stations are recognizing the need for eliminating this time lag of the old-fashioned weekly survey. A notable by-product of this increased emphasis on new hits has been a marked increase in variety volume, not only in the newer releases, but also along the line. Success is always worth a little extra effort.

WKYB, Paducah, Changes Tune

Continued from page 52

11 a.m. which includes an interview with Paducah Mayor Ralph Reynolds over diverse backgrounds and occupations. The following half hour is called “Just Talk,” which allows the DJ to talk to any person, talking about everything and anything that might come to mind. A minute segment “In Your Opinion” throws the station’s beeper phone open to public comment and discussion on a question of the day.

At the evening WKYB are punctuated with public service “Eyes shows” too. Highlights include a Friday press conference by the local high school editors with Waitsville guests.

Saturday 2 to 3 p.m. the station is turned over to the teenagers. They treat it as a separate radio station (even call it “WKYB”) with the ideas of Paducah. The teenagers select their own records, write their own commercials and try to make their own time. Three youths have written and presented a comedy routine on the outlet as a direct off shot of the Saturday station.

Local Promotion

Some stations have their own promotion programs, a promoter too. They jumped into the record release market, and staged a Raeburn, Bob and Dan deejay promotion day in Paducah. A very good job was made by the dealers, who also sponsored Easter Egg hunt.

In a direct effort to show Paducah retailers how to use WKYB payroll means to the retail merchants. The idea is to sell staff in $2 bills. Schaefer relates that the bill wasn’t exactly a roaring success in Paducah because the people had never seen such a thing, they had no idea what to do with this circulation was held down.

Implicit personal acceptance is demonstrated by his effects the Rotary and Chamber of Commerce. In Paducah Schodell is WKYB.

VOX JOX

Continued from page 52

(Watertown, N. Y.) and Bob Bier. 18 with Jann Of course, and optional - must be held confidential.

We ARE A MAJOR INDEPENDENT RECORD COMPANY AND WE NEED A LONG MAN WHO CAN CREATE AND PROMOTE NEW AND SOME SINGLES.

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SAM BUTERA

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GIA MAIONE sings

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Ginsburg Re-Buys Atlas

CHICAGO — Atlas Music Company, one of the Midwest's largest coin machine distributorships, was re-acquired last week from Automatic Canteen Company of America by Eddie Ginsburg.

Ginsburg, together with his brother Morris (since deceased), founded Atlas some 30 years ago. Canteen bought Atlas (then a Seeburg distributor) some two years ago, switching it over to the Rowe AC Services (AMI) line.

Atlas will continue as a full-line distributor for Rowe AC's complete phonograph, background music and vending line.

No purchase price was disclosed. During the past two years, Ginsburg has remained with Atlas as an advisor and consultant.

In addition to Ginsburg, Atlas' executive staff will include: Bill Phillips, vice-president in charge of phonograph sales; Bob Fathaza, vice-president in charge of vending sales, and Paul Huebsch, administrative vice-president in charge of domestic and foreign sales.

The Atlas acquisition some two years ago was one of the most talked-about events in the industry. It was part of an overall campaign that included acquisition of the R. F. Jones Western empire with offices in San Francisco, Denver, Los Angeles, Seattle and Hawaii; Triumph offices in Boston, and Bush international offices in Miami.

Hi Jones, Trimount and Bush distributorships remain under Canteen ownership.

Subsequent to the Canteen acquisition of Atlas, Nate Feinberg, president of the distributorship, was ousted. He has since joined the owner of the distributorship, who is now officially in control of the company.

Ginsburg, together with his brother Morris (since deceased), founded Atlas some 30 years ago. Canteen bought Atlas (then a Seeburg distributor) some two years ago, switching it over to the Rowe AC Services (AMI) line.

Pool Tables Get Big Play At Shore's Ritz Carlton

ATLANTIC CITY—One of the world's biggest coin-operated pool table locations is in the recreation room of the posh Ritz Carlton Hotel here.

The 8,000-square-foot room, which has entrances on both the Boardwalk and the hotel lobby, has 36 Irving Keys Deluxe Esdorado Mark III pool tables.

The sale was made by the Runyon Sales Company to Jack Cohen, owner of the Music Box operation here, Music Box services the Ritz.

Vacationers begin playing pool when the room opens at 10 a.m., and they keep playing till the wee hours. One day, closing wasn't until 6 a.m., when the last pool sharks called it quits.

Originally, the installation was 30 tables, but Cohen added six more within a few days to accommodate the action.

Two attendants are on duty at all times to make change and assist the players. Bill Tenseley, veteran mechanic, is available for service problems.

Cohen, who has operated in the Atlantic City area for more than 30 years, has more than 100 pool tables on location.

The phonograph is the Jupiter, manufactured by the Electro-Kicker Company, a Franco-Swiss concern. A company executive disclosed that plans are now well advanced for Jupiter's U. S. sales drive. He stated: "Other producers, especially those in West Germany, have been talking for a long time about producing the Volkswagen phonograph. But only we have done it, if by a Volkswagen phonograph you mean an inexpensive, servicable machine. Our machine is very easy to operate and maintain.

"Just as important, we not only have the technically suitable box, but we also intend to build the sales and servicing organization to put the box over in the States.

"Too many of our colleagues here on the Continent talk big and actually produce good machines, but they fail to follow through with adequate distribution and service organizations. This mistake we will not make.""

The Electro-Kicker has had long experience manufacturing coin games for the European trade. It has built a reputation for precision mechanisms, and the Jupiter is being promoted under the

Scopitone in Great Strides in Britain

By JOHN THOMPSON

LONDON—Scopitone, French-made cinema juke box, is making steady headway in the United Kingdom, particularly in the South, according to Bill Miller, president and executive vice-president of Radiovision (Westminster), Ltd., Scopitone sole distributor, here.

"We have just passed the two million sales mark," he reported. "And we have started a mass attack on London metropolitan area."

Radiovision's spearhead of promotion comprises seven salesmen in speedy minicars. "They are really getting around," Miller said.

Option Radiovision is offering split take sitting, or rental, or outright sale to customers. The new take-taking arrangement means the first 25% to Radiovision with a 50-50 division of the balance of coin. Rental is a straight 84% weekly, with all earnings to the site operator.

Eighty-three Scopitone machines are now in use throughout the country in areas Miller confines. The rest are in London suburbs and South Coast resorts.

Juke box operators won't handle Scopitones but Radiovision is confident of effecting substantial distribution. The firm is installing film-juke units in any half-way profitable site for short spells.

"This is the way we spread the word," Miller said. "Some better site owner either comes forward in the district, or we find one." Scopitone is not extended to the home.

Name Artists

Radiovision is bucking its word about film-selection releases using American and Canadian artists that British record manufacturers keep under wraps on the home scene.

Bill Anka filmed one short last month in Paris. Petula Clarke, U.K. vocalist, put one in the can in the same city recently. Both are due for Scopitone releases. Titles are not yet confined.

These follow 11 new selection releases within the past month, six of them of British filming by top pop artists. The other five are French Scopitone productions. And they capture good coin, Miller claims.

The executive's mode of expressing lack of assists from the British Phonographic Industry, and from the juke box trade, is: "They are not 100 per cent non-operative."
Peach State Open House

COLUMBIA, S. C. — The Peach State Distributing Company here kicked off its $12,000 gift promotion Sunday (14) with an all-day open house. Despite heavy rains, some 100 operators from all over the State and Georgia attended the affair.

The promotion works like this: Each operator who buys five new Wurlitzers wins a prize automatically. As soon as 15 winners are accumulated, the contest ends and drawings are held. First prize is a fully equipped Cadillac. Other prizes are a Chevrolet pickup truck, a Chicago Coin Shuffle Alley, two Kelvinator freezers, five RCA portable television sets and five Polaroid Land cameras.

To date, some 61 new machines have been sold. When the number reaches 75, the drawings will be held. According to Dyke Hawes, Peach State president, the drawings will be held this month.

Guest speaker at the open house was Aaron Sternfield, Billboard coin machine editor. Sternfield discussed programming trends and explained the Music Operators Stereo Service which makes available to juke box operators stereo singles selected from top-selling albums.

**Recent STEREO RELEASES for Music Operators**

**SEEBURG LITTLE LP’s**

- Pop Vocal
  - EYDIE GORME—Blame It on the Bossa Nova...Columbia

- Pop Instrumentals
  - DAVID ROSE—More Music of the Stripper...MGM
  - PETE FOUNTAIN—Plenty of Pete...Decca

- Jazz/Rhythm & Blues
  - EARL BOSTIC—Bossa Nova...King

- Country & Western
  - FARON YOUNG—This Is Faron...Mercury

- Specialty/Spanish
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**SEEBURG ARTIST OF THE WEEK**

WEBB PIERCE—I’ve Got a New Heartache

Decca (Country Vocal)

Oh Someone Me/A Little Bit of You • What Good Would It Do/One More Time • Walk On By/Am I Sincere? • I Can’t Stop Loving You/I’ve Got a New Heartache • If I Lost Your Love/Grafton Town Blues

All titles listed are custom 30% stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending requests to John Sun Review, Billboard, 1646 Broadway, New York 36, N. Y.
Sign of the Hot Dish Pays Off

ENGLEWOOD, Colo.—Few phonograph dealers can match the complete "merchandising package" which Ralph Lorenzo turns in at the Jewel Lounge here.

Lorenzo first invested $25 for a huge sign across the main window of the lounge which reads "Stereophonic Juke Music." Seen easily for blocks in either direction, the sign is painted in bright red, white and blue, reflects brilliantly at night, and often sits curiously on the part of cocktail lounge patrons.

Then, when Lorenzo meets newcomers at the door, he points out the sign and has a 200-record stereo AMI box, explains how it distributes music through a half-dozen speakers and concludes by asking each new patron what he likes in recorded music. Playing the record creates much good will, and often it is a better received overture than offering to buy the first drink.

"Match for Tune"

Bar and waitress personnel have been given the same sort of training for a consistent discussion to pass along to the customers. Each member of the staff is also learning a "match for the music," bringing the suggestion up whenever a half dollar or a quarter comes up in the change. Naturally, Lorenzo enjoys this, since the house is winner either way.

Lorenzo says records carefully, doing all of the programming himself, from R. F. Jones of Denver, Colo. Lorozen puts stress on old favorites, rather than hot new tunes. And because he offers dancing in the lounge, many of his best-played tunes are slower "slide favorites," which customers particularly enjoy. And more particularly dancing too.

Keeping After Buffs

He changes five records every two weeks, an average, and constantly badgers patrons to name their favorite request, with the result that $25 per cent of the 200-disc menu is made up of "Request Music for You."

The Juke box provides dancing except on Saturdays, when a live combo comes in. Otherwise, the carefully programmed personally suggested AMI phono-

EUROPEAN NEWS BRIEFS

Bingo's Green Light

BRUSSELS—Belgian authorities have indicated that bingo will be permitted to continue indefinitely in Belgium, contrary to the government's plans to bar the game. The latest position of the government is said by interior ministry officials to be that the game is "on its good behavior." As long as operators are vigilant in preventing major abuses, it is unlikely that the game will be prohibited, an official said. "It is up to the operators and the public. We recognize the game's popularity and value, but we also have the responsibility for policing the game to prevent abuses.

Originally, the government announced that the ban would come into force July 1, 1962. This was extended to January 1, 1963, and then suspended indefinitely. Not all operators are grateful for the stay of execution, however. Some of them refer to the "sword of Damocles" that is hanging over their heads.

Juke Box on Rails

MILAN—Juke boxes are being successfully tested on several railroad trains operating between Milan and Naples, in the south. The Italian State Railways is testing the phonographs in the lounge and club cars of selected trains as a service to passengers.

"We find that there is no real substitute for phonograph entertainment," a railway official said. "They are better than the radio. They let the patron pick his own music, and they provide music for dancing. "We are experimenting too, with train cinema shows, but juke boxes so far have proved the most successful."

New Payout Debs

BINGEN—Loewe Autos, Auto-

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Salt Lake Shells Out for Nuts

SALT LAKE CITY—Peanuts have become once again an extremely profitable item for bulk operators in this area and on a 5-cent basis.

With 50 less peanuts, prices seem to reflect the reluctance of the city's 25-old bulk operators to tackle the problem of cleaning the machines and maintaining their appearance so as to avoid notions that they shell peanuts out of the box.

However, one entreprenuer, Roger Kimball (a direct descendent of the original Skag Young scout), decided to make one last ditch appeal —replacing all of his former 1-cent machines with the 5-cent variety. At least 50 per cent of these locations were in service stations, car washes, automotive garages, or steps elsewhere interested in the automobile business.

SALT LAKE CITY—Once a year, a Salt Lake bulk operator with headquarters in the Sugar House section of Salt Lake City, send out to his locations a "reap" letter.

Usually in late January or early February, each location owner gets a letter thanking him for his close cooperation with Andrusk in maintaining profitable bulk-vending machine sales.

A second paragraph gives the total amount of bulk sales accomplished, and reflects the increase in decrease, such as the year may have been.

The third paragraph usually incorporates information about the effort to improve volume, particularly at the location posted a decrease for the previous year.

Following this same policy for years, Andrusk feels that he has probably accomplished more to good location service with the letter than with personal calls.

"A grocery store owner or ice cream shop manager is always surprised to receive a communi-ication of this type," he said.

"It ensures that he remembers that you make a special effort to keep it, whenever you look at the vending machines. It also helps to make the location owner do a better job in keeping the machines clean and well maintained in the best possible position."

Andrusk writes all the letters himself, and prefers to write them. He writes about 250 letters a year.

Because each letter is individually written, he can make personal references to location owner's children's graduation, recovery from illness, his appointment to a civic committee. It doesn't mean a thing to the Salt Lake City operator to receive two or three letters each month simply because his name and telephone number have been given to him as a prospective location owner by one of his established spots.

In every case, he is convinced his "once a year" letter has been the fundamental reason.

The Good Old Annual Location Check-Up

Salt Lake Shells Out for Nuts

DENVER DOINGS

Sharp changes have occurred at Drake Sales Company where Howard Helford, partner, is taking over the traveling chores, formerly handled by Mike Savin. Held recently rejoined the Denver Wurlitzer distributor after a two year's location in the Colorado high country.

Don Woodruff, Los Angeles, Colo., was buying new phonographs and games recently. The fishing season, no its new year.

Paul Price Warns On Infringement

NEW YORK—Paul A. Price, novelty manufacturer of Roslyn, N. Y., has assured the trade that the title, "Scare-ems," is an exclusive Price trademark and is registered in a number of patents. Price said that anyone using this mark or its imitation or imitation on any soft-molded simulations of animals, insects or other figures, upon or in connection with ground of infringement and unfair competition.

Harvey Hobbs Dies; Shaffer Cincy Mgr.

CINCINNATI—Harvey Hobbs, 50-year-old manager of the Cincinnati office of Shaffer Music Company, died Wednesday (3) of a heart attack. Funeral services were held on Col-umbus Saturday (July 6) and internment was in London, Ohio. Hobbs had served in various capacities with Shaffer since he joined the company in 1933.

He is survived by his widow, Dorothy, and daughter, Karen.
Jersey Ops Get Low-Down on State Laws

HADDONFIELD, N. J. — Presenting the low-down on the collection of taxes by the State of New Jersey on personal amusement devices, business, and institutions of a system for exchanging credit information on prospective location owners, were the highlights of a regular meeting of the Amusement Guild of South Jersey, held at the Cherry Hill Inn here last week.

Here to present their views to the operators on the personal property business was Ephraim Hoffman, CPA; Marvin Rounsefell, CPA; and Jerome Kaplan, an attorney specializing in tax matters. All three took part in a one-hour question and answer session, following their presentations.

Later, it was agreed that every member of the association would contribute information to the file on the integrity of prospective location owners. This sharing of information, it was said, should go a long way toward decreasing the victimizing of member operators by fraudulent practices.

It was also decided to re-incorporate the organization as the New Jersey Coin Machine Association, “to better identify our business.” During the meeting, signed applications for MOA membership were received from five members. Twenty members are needed in addition to president William Connor.

Also in attendance were Abe Weinland from South Jersey Cross; Fred Ginsburg, Fred Walters and Joe Zablud from Banner Specialty; Fred Pliner from Active Amusement, and Joe Wasserman and Sam Keman from David Roisin, Inc.

Report From Britain

British Briefs:


Cylindrik, spin and principal buyer of Photographic Equipment, Ltd., returned to London after a visit to Bally plant, Chicago, and Las Vegas, on an equipment buying junket. New advertising and publicity executive with Ruffler & Walker, Ltd., London coin-amusement manufacturing distributor, is E. T. England, former advertising agent in Philadelphia. First Cinelab installation in Scotland was achieved last month by Filenbox Equipment, Ltd., reports Roger Penfolds, firm’s production executive. Licensed Victuallers’ Association, whose position hosted British coin-amusement tradeshers in March, is considering a vacation of its sales and mailings houses for a statement of policy on fruit machines in taverns.

A body of LVA members is opposed, indicates Major A. R. St. John, owner of the “St. John’s Wheel” head of Nevada Holdings, Ltd., South Wales, features a Rock-Ola Cupa-Jake machine in his living room, and has built his has a big coin ammusement in his front garden. Firm has eight staff, and prospect.... Blackpool Amusement Caterers Association branch has stated its annual fesivity for October 7 at the Savoy Hotel in that town. Merchants on Dublin’s main street, O’Connell Street, want coin amusesments restricted, on the grounds too many arcades and fruit ma- chines. Eire has no restriction on cash payouts.

Ginsburg Rebuts

* Continued from page 65

this (coin machine) industry and the many business contacts and solid friendships I’ve made are an integral part of my every-day life.”

Commenting on his previous 30 years in the business, Ginsburg said he is happy to have many friends come to over to Atlas and “watch my steam.”

“The second 30 years should be a lot more平静.

Ginsburg said that a complete schedule of schools for music and vending will be started this fall. Frank Buch, service chief, will be assisted by a crew of John Havrila, Ray Grier, Bill Frederick, Irvin Bryant, Howard Siegel, Nestor Nieves and Ed Chouinard.

Traveling service representative will be Frank Guina. Mort Jacobs will be in charge of parts.

Bill Schwartz Named Boston Seeburg Dist.


Seeburg is a veteran vending equipment sales executive who’s been in the business over 20 years. He’s especially well known along the Eastern seaboard where he has lived and worked for most of his business life.

He entered the vending industry in 1941 when he set up his own business to re-furnish and sell used equipment. He was with the Roper Company for 16 years, from 1945 through the period when the firm was acquired by the Vendo Corporation.

W. S.’s sales staff will be headed by Bob Jones. Music sales personnel will include John Colgan, Robert Green and Robert LeBlanc. Vending salesmen include Julius Jacob and Robert Felbien. A separate back office.

Norse Hit Alleys

OSLO — Bowling is scoring striking success in Norway as a family sport. Alley allure attracts entire families as a unit to restaurants and other entertainment centers with bowling games.

United’s bowling game has been presented vigorously in Scandinavia by Skandiata Automat of Oslo, and the game now leads others in popularity in Norway.

Its success is credited to the game’s “togetherness” quality and to its competitive character. This latter characteristic is being promoted heavily in the form of arrangements for international United bowling competition pit- ting Scandinavian pinball kings against competition in North Africa and the Middle East.

TREASURES OF THE ORIENT

A 10c Capsule Mix to empty your machines. Hand counted 250 per bag. Every item a good 10c value.

$31.00 PER M

The PENNY KING Company

5c ATLAS MASTER Vending Van

3524 Mission St., Pittsburgh, Pa.

World’s Largest Selection of Miniature Cherokees
Juke Box Collections Up In Chi; Surfing Strong

CHICAGO—Juke box operators buying picked up substantially here last week as the full impact of summer hit the city. Both teen and adult locations reported an increase in business.

Fred Sipiora, of Singer One-Stop, said that a broad cross-section of singles were moving at both the operator and store level. The surfing craze continued to be reflected in surfeit Chicago Chicago with a flood of requests for the Beach Boys’ new Capitol disk, “Surfer Girl” b/w “Little Deuce Coupe.” The record had not been delivered as of Billboard press time but stores and operators were already asking for it by name.

Interestingly, Capitol was pushing the ball side, “Surfer Girl” instead of the reverse, which is a strong surfer-type number. Two other Capitol disks were getting strong operator action: “Painted Rose” by Al Martino; and a re-release of “Blackboard of My Heart” by Hank Thompson.

From the “old standard” category, operators were buying “Lay Something on the Bar” by Guy Lombardo on Decca. Sipiora again emphasized that the standards were continuing to strong operator action.

Also doing well was “Still Number Two” by Ken Collier on MGM and “I’m N Kangaroo Down” by Rolle Harris on Epic. The Harris record currently has enjoyed the longest popularity of any disk.

It started as a rock and roll number, but it has become virtually a standard. Sipiora noted that operators continue to come in and buy more of the records to cover all the age groups.

Regarding the general pick-up in activity, Sipiora said it was mostly seasonal. Summer is traditionally a busy time for the coin machine industry.

Mr. Coin Man

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

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dollars.

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Get it fast.
Get it often. Get Billboard.

How to Win Friends and Influence 4th Estate

MEMPHIS—Drew Canale, president of Canale Enterprises, Inc., music and cigarette vending operation, loaned a juke box for a picnic staged last week by Newspaper Guild of Memphis.

It was a public relations gesture by Canale, who has several friends in the press corps.

The picnic was a late afternoon-night affair on an estate in the county. The Guild, whose members comprise the editorial employees of both daily newspapers in addition to advertising and commercial department employees, has an annual banquet or picnic at which it presents an award to the outstanding citizen of the year.

DINO DONATI (seated from left) and George Johnson (extreme right) stand with a sample of the new JML Rowe AMI phono-graph, for which they have just placed a large order with the R. F. Jones Company. The pair head D. J. Music & Vending Company, a top operation located in Daly City, Calif. Looking on (left to right) are Bill Erksine, Dean McFadden (center), Rowe AC Services executive vice-president; and R. F. Jones.

Smokeshop Set For MOA Show

CHICAGO—Automatic Products Company, St. Paul, manufacturer of the Smokeshop cigarette vender, signed last week to exhibit at Music Operators of America’s September 4-6 convention in Chicago’s Morrison Hotel.

The firm’s newest Starlight line features a choice of 36, 27 or 18-column models. The machine accepts both dollars or quarters and give change in nickels.

SPECIAL—85 BRAND-NEW BALLY SPINNERS

PLEASE MAKE US YOUR BEST OFFER. WE WANT TO BUY AND WILL ACCEPT IN TRADE—USED POOL TABLES—PIN BALLS—KIDDIE RIDES—ARCADE MACHINES.

REDD DISTRIBUTING COMPANY, INC.
126 Lincoln St., Brighton 35, Mass.
PHOENIX—Don't trust entirely to your memory, says Doug Burgess, music route man-
ger for Garrison Sales Com-
pany, at Phoenix.

Burgess, with five large phonograph routes, maintains a master sheet, on which are listed all phonograph stops with symbols, either a "zero" or "x" to say whether the location is good or bad. There are, of course, many grays between a good and bad location, but the zero and x markings, by and large, rule on whether Burgess will go out of his way to buy an especially requested record, or let a request go by the board.

"Invariably, in handling some 25 to 30 requests for the week, we will find one or two which are completely impractical. We suspect, in such cases that the
barkeeper or location owner is feeling a nostalgic twinge to listen to a dirty which has some sentimental significance to his past. It's silly, of course, if the phonograph is located in a marginal position, to make a heavy effort to locate the record in a retail record shop, or a one-step."

Burgess can point to many advantages which have accrued from coding the reliability or the interest of various locations. For one thing, many locations besides the Garrison Sales Company for a new stereo phonograph, when the volume in the exact box is only adequate for whatever equipment is already installed.

Topnotch spots, naturally do not consider on all re-
quests but if the coding on the
clipboard which lists all of these elements, shows that the spot isn't really worth the extra trouble, Burgess doesn't try.

The rating system which Burgess uses is largely dictated through personal experience, through reports of collectors, and, of course, the play matter at the different locations.

SALT LAKE CITY—Ray Samuelson, of Ray's Music Company here fully discourages re-
quests.

There are plenty of reasons for this, reports Samuelson, who who who has been an active phonograph and games operator for more than 35 years.

"The fact is that requests seldom show anything like the
play which the location owner expects. Even the most enthusi-
astic bartender or restaurant owner who has requested an old favorite, will play it two or three times, forget to suggest it to others, with the result that it doesn't get played much."

During recent years, Samuelson has set a policy of noting every request that comes in, to-
gether with the name of the location owner, and then filing it away for later reference. When

a location owner complains that the box is not showing the re-turns he expected, Samuelson can usually point out that the two play numbers are requests —his own."

Frequently, Samuelson has run up against location owners who are completely overzeal-
ous in listing the requests they would like, and who must be reminded by good record-keep-
ing that their requests didn't sell so far as earnings are con-
trolled. It only takes a few

such instances to make an "in-
curably requestor" go to depend-
ing upon his regular collabo-

crators for planning the music menu.

Not the least important point, Samuelson stressed, was the fact that many requests require a special trip to a one-stop or even a retail record dealer, in order to fill them. The requested number almost costs more, and if it doesn't get results, the veteran Utah operator is twice as disgruntled.
French-Swiss Firm to Invade U. S.

- Continued from page 63

sales slogan, "Time—and music—
are the art of the Swiss."

Jupiter claims to require less
maintenance than any other box
now produced in Europe. It is
priced from $750, and comes in
models offering 96 and 120 re-
nections—hi-fi or stereo.

Before building Jupiter, Elec-
tronic Technician's technicians toured
Europe, interviewing representa-
tive operators in every country
on their conception of the "ideal"
juke box. Synthesized, these interviews provided the
basis for Jupiter.

"Obviously, every operator
wants a big American-style box
at the large economy price, one
that he never has to touch ex-
ccept to tally the collections," a
Jupiter executive said.

"Jupiter is not quite that, of
course, but it represents a realis-
tic compromise between what
European—and American, we
hope—operators want and what
is possible."

Aside from the economy fea-
tures of Jupiter, its most dis-
tinguishing aspect is the hard-
ware organization formed to push
the box on the Continent. Jupi-
ter executives are critical of their
Continental competitors for fail-
ing to meet U. S. standards of
aggressive salesmanship. They
argue that the failure of Euro-
pean phonograph manufacturers
to penetrate the American mar-
tet is as much the fault of the
management as of the phonog-
raphs.

"Here at Jupiter," an execu-
tive remarked, "we personally
feel that the box is the most
good in the U. S. market unless it is vigorously
promoted, according to U. S.
sales techniques.

"The leisurely pace of graci-
ious living is fine for Europe,
but it doesn't sell boxes in the
States, or so we have observed."

The confidence exuded by Jupiter executives is largely the
product of the phonograph's
fantastic sales success in the
United Kingdom market, which
Jupiter Kicker visualizes as a
laboratory experiment for the
U. S. invasion.

Like U. S.

In the U. K., Jupiter has done
everything it hopes to do in the
U. S., beginning with a strong
distribution organization. Major
credit for the U. K. success is
given Jupiter's U. K. distributor,
Phonographic Equipment, Ltd.,
whose proprietors, Cyril Shack
and Gordon Marks, are praised
by Jupiter executives as being
among the world trade's top
salesmen.

Since last December, Shack
and Marks have moved over
500 Jupiter machines, including
the two console and one wall
models. The phonograph has
sold fast in Britain, according
to the firm, for the same reason
the German Volkswagen is a
car sales legend: gross collec-
tions cover the machine's cost in
the first year and operating costs
are only a fraction of those for
U. S. boxes.
Never before has a half-dollar delivered so much tip-top entertainment... and so profitably for the operator.

Each stereo Little LP equals a full side of a 12-inch stereo LP. And it’s stereo not available on singles. Only the Little LP gives you 50c play really worth 50c to the public. On the revolutionary

STEREO at its best

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

If you would like to get this weekly report in advance, by mail, write Seeburg, “Top-Earning 30,” 1500 N. Dayton St., Chicago, Illinois 60622.
CAREER SOUND: Christine Ridley autographs her signature to contrast with Viva-Moss Productions. With her are paired managers of indie firm, Tom DeVito (left) and Rick Muss.

PATRIOTIC GESTURE: After July 4 speech in Bridgeport, Conn., U. S. Senator Abraham A. Ribicoff is presented with Colpix LP "Let Freedom Ring" by record dealer Rudy Frank (left). Ribicoff urged bells be rung throughout the nation each Independence Day as a patriotic gesture on part of community.

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

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

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

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

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

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

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

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Come see and hear for yourself what's happened at RCA Custom Studios. Talk about comfort—our new physical facilities provide the utmost and they're as acoustically-correct as modern sound technology can make them. Our new and improved electronic equipment—the most advanced to be found anywhere—was developed in cooperation with the top sound engineers in the country. The resulting recorded sound is absolutely the most brilliant, and has the most dynamic startling presence you've ever heard. But why just take our word for it? Come see and hear for yourself the next time you need recording facilities, master lacquers, fast tape-duplicating—anything in recorded sound. Call

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NASHVILLE AL 5-5781; HOLLYWOOD OL 4-166
Columbia Unveils New Pricing Policy

Year-Round Dealer Price Key to Plan

By SAM CHASE

SAN JUAN, P. R.—Columbia Records finally took the wraps off its pricing policy at the firm's three-day convention in this city's Americas Hotel. The basic points of the Columbia price stabilization plan included a year-round price to dealers of $4.98 LP's, plus the end of twice-yearly "buy-in" deals. It also set a new price and 10 per cent exchange policy which would both remain in effect throughout the year without any special discount allowances or sales incentives.

Columbia's plan has been awaited with much anticipation by many in the industry as the possible guide to a general stabilization of prices. The net effect of the plan is to make Columbia the only major company opening the way to what Bill Gallagher, marketing vice president, calls "the golden age of reason." in the record industry.

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

First, it is devised as a means of enabling retailers to buy realistically and to hold themselves in line, with ordering only products that will sell which, it is hoped, will help dealers avoid getting into a credit bind by over-buying "program" products instead of relying on the more important ones. Sales, however, are expected by many in the industry, retailers say.

From another point of view, that of the manufacturer specifically, the move tends to eliminate the possibility of having a ready-made business building up with the bigger retail customers. With regular monthly releases of album product, rather than two a year massive releases and smaller releases other times, ordering could conceivably take a step by buy-as-you-see character, with the manufacturer having the opportunity to stay on top of the delugent accounts on a monthly basis. Before a retailer can buy an account could be put on notice or a c.o.d. basis.

Kintner Adds Some Thoughts: Real Cure Is Fair Prices

By MILDRED HALL

WASHINGTON—Attorney Earl Kintner's diatribe of the record industry as "shot through with illegallities" was attacked treatment to ARMADA astronomers at Miami Beach — but last week the special counsel to the independent record industry's nautical jargon and confusion.

There is no better medicine, Kintner told Billboard's reporter, than knowledge. The cure for the ills of unfair practices lies in first knowing the laws that govern competition in the record industry, as in all industries, and second the mutual agreement on voluntary compliance with fair practice guides.

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

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

EARL KIN TNER

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

Big News Has Trade Talking

NEW YORK—The Columbia moves toward stabilizing the phonograph record business have already stirred much talk in the trade and they are expected to stir even more in the weeks to come. Many in the industry are forecasting considerable future benefits in the concept of eliminating special deals. The Columbia move was seen as a forward step toward price stabilization — but it would tend to eliminate massive buying at special periods of the year. These big buying periods, inherent in the special deals, have accounted for many of the credit problems in the industry, trade sources say.

The Columbia change means a new and stringent regulation, or a series of Federal Trade Commission complaints, costly lawsuits, and fines for violating orders.

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CAREER BOUND: Christine Ridley attests her signature to contract with Vito-Mass Productions. With her are proud managers of Indie Firm, Tom DeVita (left) and Nick Massi.

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EPIC SINGLES RING UP HOT SUMMER SALES

CLIFF RICHARD "LUCKY LIPS" 5-9597

ADAM WADE "THEME FROM IRMA LA DOUCE" (LOOK AGAIN) 5-9609

GEORGIA GIBBS "NINE GIRLS OUT OF TEN GIRLS" 5-9606
Never before has a half-dollar delivered so much tip-top entertainment...and so profitably for the operator. Each stereo Little LP equals a full side of a 12-inch stereo LP. And it's stereo not available on singles. Only the Little LP gives you 50c play really worth 50c to the public. On the revolutionary

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  - Earl Grant: Beyond the Reef (DECCA)
  - Tony Bennett: I Wanna Be Around (COLUMBIA)
  - Tony Bennett: Tony Bennett at Carnegie Hall (COLUMBIA)
  - Bing Crosby: The Best Songs Are the Old Songs (COLUMBIA)
  - Frank Sinatra: The Great Years (COLUMBIA)
  - Connie Francis: Country Music Country Style (COLUMBIA)
  - Russ Morgan: Music in the Morgan Manner (EVEREST)
  - Frank Sinatra: Sinatra and Strings (REPRISE)

- **JAZZ/RHYTHM & BLUES**
  - Ray Charles: Modern Sounds in Country and Western Music, Vol. 1 and II (ARC-PARISONE)
  - John Coltrane: Ballads (IMPULSE)
  - Stan Getz/Charlie Byrd: Jazz Samba (VERVE)
  - Al Hirt: Our Man in New Orleans (RCA VICTOR)
  - Count Basie: String Along with Basie (ROULETTE)
  - Cannonball Adderley: Cannonball Adderley at Newport (RIVERSIDE)
  - Bill Doggett: Doo-Wop (COLUMBIA)
  - Gloria Lynne: Gloria Lynne at Basin Street East (EVEREST)
  - Jimmy Reed: Just Jimmy Reed (VEE-JAY)

- **FOLK/COUNTRY & WESTERN**
  - Kitty Wells: Kitty's Choice (DECCA)
  - Jim Reeves: A Touch of Velvet (RCA VICTOR)
  - Eddy Arnold: Let's Make Memories Tonight (RCA VICTOR)
  - Patsy Cline: Patsy Cline's Golden Hits (EVEREST)
  - Webb Pierce: Cross Country (DECCA)
  - Ray Price: San Antonio Rose (COLUMBIA)
  - Burl Ives: Funny Way of Laughin' (DECCA)
  - Ernest Tubb: Golden Favorites (DECCA)
  - Marty Robbins: Devil Woman (COLUMBIA)
  - Various Artists: The Honest-To-Goodness Country Music Hits (RCA VICTOR)

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**STEREO at its best**

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